

BODY LANGUAGE

1. INTRODUCTION

Ex. 1 How important is our verbal and non-verbal communication? What examples of body language can you give concerning: politics, business, public speaking, the mass media etc.?

2. WATCHING & QUESTIONS

Link: <https://www.youtube.com/watch?v=FtC8vIpYSmM>

Ex. 2 You're going to watch a short interview with Expert in Body Language – Mark Bowden about Donald Trump's body language. During watching try to find answers to the questions below:

1. What did Mark Bowden make overall of Trump's physical presence on stage in Cleveland?
2. What did Mark think about Trump's usual gestures such as OK gesture and pointing a finger? What did they mean?
3. Why did Donald Trump follow up each part of his speech with squinty eyes and a pout according to Mark?
4. Why do many other leaders worldwide use 'big George gesture'? Give some examples.
5. In Mark's opinion was Ivanka nervous during her speech in Cleveland? What was his impression of her way of speaking?

3. SPEAKING

Ex. 3 Answer the question below:

1. What qualities and characteristics are necessary to be a great speaker?
2. Do you know any outstanding speakers? What made them so special?
3. How important are our appearance and clothes we're wearing when we give a speech?
4. Have you ever had to perform in public and give a speech or presentation? How did you feel?

4. VOCABULARY

Ex. 4a Match the words/phrases of similar meaning (match red with blue):

| | |
|---------------------------------|--------------------------------------|
| assertive | - resolute |
| a sulky face | - a pout |
| a teleprompter | - an autocue |
| apparently | - clearly |
| to be in one's element | - to feel very happy and comfortable |
| a composure | - a self-control |
| articulate | - eloquent |
| to squint | - to narrow |
| extraordinary | - unusual |
| to be in a state of equilibrium | - to balance out |

Let's exercise!

Ex. 4b Explain the phrases below in English:

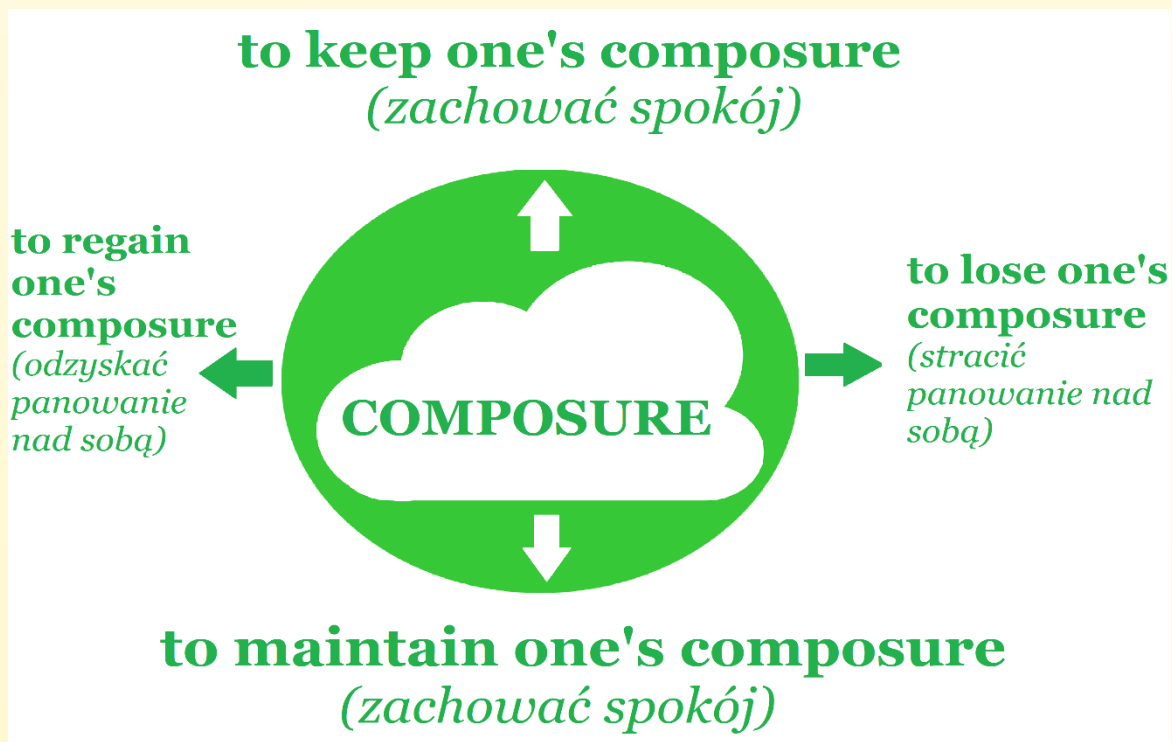
- a) to be truly confident = to be really self-assured
- b) to have command over oneself = to have control over one's body
- c) to stick with something = to persist in doing something or believing in something
- d) a punctuation mark = e.g. a full stop, dash, hyphen, comma, semicolon etc.
- e) downward intonation = when somebody lowers their voice

Ex. 4c Prepositions

Fill in the gaps with appropriate prepositions:

1. Today we're going to take a closer look **at** non-verbal components of Donald Trump's speech.
2. Does he have control **over** his body?
3. Oh, certainly he had command **over** himself and what he was saying.
4. That actually calmed his language a little bit because he was having to concentrate **on** that autocue.
5. That's one of the first times he's stuck **with** it.
6. A lot of people commented **on** that.
7. We were seeing the usual gestures that we get **from** him, so nothing extraordinary **about** him.
8. What is he doing **by** using that gesture?
9. It's that sense of 'go on and hit me **on** the chin. – I can take it'.
10. What did you make **of** her composure and the way that she spoke?

Ex. 4d Look at the collocations with 'composure' below. Make your own sentences about yourself with these phrases.



5. TRANSLATION

Ex. 5 Translate the sentences using words and expressions from the box:

| | | | |
|-------------------------|---------------------|---------------|-------------------|
| extraordinary | be in one's element | apparently | to stick with sth |
| to lose one's composure | | authoritative | |

1. Jestem naprawdę opanowanym człowiekiem i nigdy nie straciłem panowania nad sobą.
2. Trzymam się moich zasad od wielu lat, co powoduje, że ludzie mnie szanują.
3. Jestem w swoim żywiole kiedy jeżdżę na nartach.
4. Mark jest bardzo stanowczy i apodyktyczny, co uniemożliwia mi z nim współpracę.
5. Najwyraźniej Lucy była bardzo zdenerwowana, ponieważ wychodząc trzasnęła drzwiami.
6. Nie ma w tym nic nadzwyczajnego. Zachowała się jak zawsze utwierdzając mnie, że na niczym mu w życiu jej nie zależy.

1. *I'm a really self-assured person and I've never lost my composure.*
2. *I've stuck with my rules for many years, which makes that people respect me.*
3. *I'm in my element when I'm skiing.*
4. *Mark is very determined and authoritative which makes cooperation with him impossible.*
5. *Apparently Lucy was very upset because going out she slammed the door.*
6. *There is nothing extraordinary. She acted as usual convincing me that she doesn't care about anything in her life.*

Transcript:

M: To take a closer look at non-verbal components of Donald Trump's speech, I want to turn to a body language expert – Mark Bowden. Mark, good morning to you.

M.B: Morning Marcella

M: What did you make overall of Trump's physical presence on the stage last night?

M.B: It was the usual Trump. He was calm, assertive. He was really in his element there. Of course he's a showman, he's trained and worked with one of show-business Mark Bennet for many, many years on 'The Apprentice'. Someone who knows what they're doing in that environment.

M: Do you think when you watch him that he is someone that is truly confident and has command of himself and control over his body and what he's saying?

M.B: Oh, certainly he had command over himself and what he was saying. Of course he was using an autocue here. A lot of people have commented on that but we were getting

M: And that's one of the first times he's stuck with it.

Let's exercise!



M.B: Absolutely and he's stuck with it. That actually calmed his language down a little bit because he was having to concentrate on that autocue. But we were seeing the usual gestures that we get from him, so nothing extraordinary about him.

M: He often does this OKAY thing with his fingers and then points a finger right after. What is that saying? What's he doing by using that gesture?

M.B: He's been using that gesture for the whole of the campaign and years before that as well. It's his way of saying that he's authoritative, he's in control and everything is going to be right and also that he has his finger on the delicate ideas there. It's that sense of 'I'm intelligent, I'm detailed. I know what I'm doing'.

M: And then he kind of follows it up with the squinty eye and a pout. Is that a punctuation mark to what he's just said?

M.B: He has that stoic look in his chin that in this context he was often playing in profile – a lot of the time. It's that sense of go on and hit me on the chin. I can take it. It's that powerful male big George gesture – that we've seen from many leaders in our time – back to Churchill, Mussolini, many of done this profile look.

M: Gotcha. Final question about Ivanka because people loved watching her out on stage last night. She's very articulate, intelligent. What did you make of her composure and the way that she spoke? She was very nervous apparently.

M.B: Well, you know, I don't think that those nerves showed particularly. She did downward intonation with her voice, a lot of lower voice to give that power. What was interesting was when she'd built up with that power to her end point when she'd made that end point, she did flirt gestures with her hair. Those kind of balanced out this idea of the strong woman with the beautiful sexual woman. So that balance there that I would think would have made a lot of people like her.

M. Gotcha, we'll leave it there for today. Mark Bowden, thanks so much.

M.B: Thank you.