

Schmoozing with McNew and Markowitz

Confident Body Language



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Visualize Success

Most of what get communicated, get communicated nonverbally. You must portray confidence in your body language, your dress and your polish.



OR



Stand Tall and Widen Your Stance for Confidence

Stand tall and take up space. Power, status, and confidence are nonverbally displayed through the use of height and space. Keeping your posture erect, your shoulders back, and your head held high makes you look sure of yourself.

Widen your stance. When you stand with your feet close together, you can seem hesitant or unsure of what you are saying. But when you widen your stance, relax your knees and center your weight in your lower body, you look more “solid” and confident.



1. **Stand up as TALL as you can**, like you're a puppet and somebody just pulled the string that's attached to the top of your noggin
2. **Pull your shoulder blades down and back as far as possible** – This will feel really weird if you spend a lot of time hunched over a desk
3. **Pick your chin up and look straight ahead** – stop looking down while walking around, there's a whole world out there for you to see

If you have trouble pulling your shoulder blades back, try doing two back exercises (say, **lat pull downs** and **dumbbell rows**) for every one chest exercise in your workout. This will build up the muscles in your upper back and allow you to actually pull those shoulder blades back together. Want something easier? Try standing with your heels, butt, and head against a wall, and then pull your shoulder blades back until they're touching the wall too. Do this daily and increase the length of the stretch each time.

Maintain Eye Contact

You may be an introvert, you may be shy, or your cultural background may have taught you that extended eye contact with a superior is not appropriate, but businesspeople from the U.S., Europe, Australia (and many other parts of the world), will expect you to maintain eye contact 50-60% of the time. Here's a simple technique to improve eye contact: Whenever you greet a business colleague, look into his or her eyes long enough to notice what color they are.

Keeping your eyes level might be one of the trickiest ways to show confidence in body language. When you're walking anywhere by yourself, it often feels natural to lower your head slightly and watch your step, but this posture communicates to others that you don't want to engage in conversation or interact. And if you're not careful, you might get into the habit of doing it all the time. Keep your chin up and your eyes forward, even when you're walking down the street by yourself.



Smile

Smiles have a powerful effect on us. The human brain prefers happy faces, and we can spot a smile at 300 feet – the length of a football field. Smiling not only stimulates your own sense of well being it also tells those around you that you are approachable and trustworthy.

Confident people smile because they have nothing to worry about.



<http://www.nerdfitness.com/blog/2010/09/09/5-ways-to-immediately-appear-more-confident/>
<http://www.forbes.com/sites/carolkinseygoman/2013/08/21/12-body-language-tips-for-career-success/>
http://www.askmen.com/grooming/project/top-10-ways-to-show-confidence-with-body-language_8.html

Don't Fidget

Fidgeting is a clear sign of nervousness. A man who can't keep still is a man who is worried, tense and certainly not confident. Your hands can be your worst enemies -- fight to keep them still and steady. You can definitely talk with your hands, but keep your gesticulations calm and under control. Also, when seated, avoid that rapid leg-vibration thing that some guys do (you don't want to look like a dog getting his belly rubbed).

When we're nervous or stressed, we all pacify with some form of self-touching, nonverbal behavior: We rub our hands together, bounce our feet, drum our fingers on the desk, play with our jewelry, twirl our hair, fidget — and when we do any of these things, we immediately rob our statements of credibility.



Keep Your Hands Away from Your Face/Your Hair

This goes with not fidgeting

When your hands touch your face, rubbing your nose or covering your mouth, this is a sneaky gesture and could mean that you are lying. It certainly isn't confident! Similarly, women shouldn't touch their hair. Women who touch their hair can be misconstrued as being sexually attracted to the man/women they are meeting.



When adults put their hands over their mouths, it means they aren't revealing everything, and they just don't want to tell the truth.



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<http://www.slideshare.net/aowei yang/10-deceptions-revealed-through-body-language>

Don't Cross Your Arms When Socializing

Crossing your arms is a protective posture. We do it when we're cold, nervous or on guard. Think of those big, burly nightclub bouncers crossing their 26-inch pythons while standing guard at the door to a club. Do they look like guys you want to talk to, joke with or work with? No, right? Their job is to look intimidating. Your job is to look likeable, open and confident. So relax a little and keep your arms uncrossed.



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Keep Your Hands Out of Your Pockets

Keep your hands out of your pockets. We put our hands in our pockets when we're uncomfortable or unsure of ourselves. And as long as you have your hands stuffed down your pants, that's how other people will view you.

Instinctually we tend to hide our hands when we're nervous; keeping your hands out in the open indicates confidence and shows people you have nothing to hide. Also, recognize that putting your hands in your pockets encourages slouching, which isn't good. As an alternative, try putting your hands on your hips; it's a far more confident posture.

