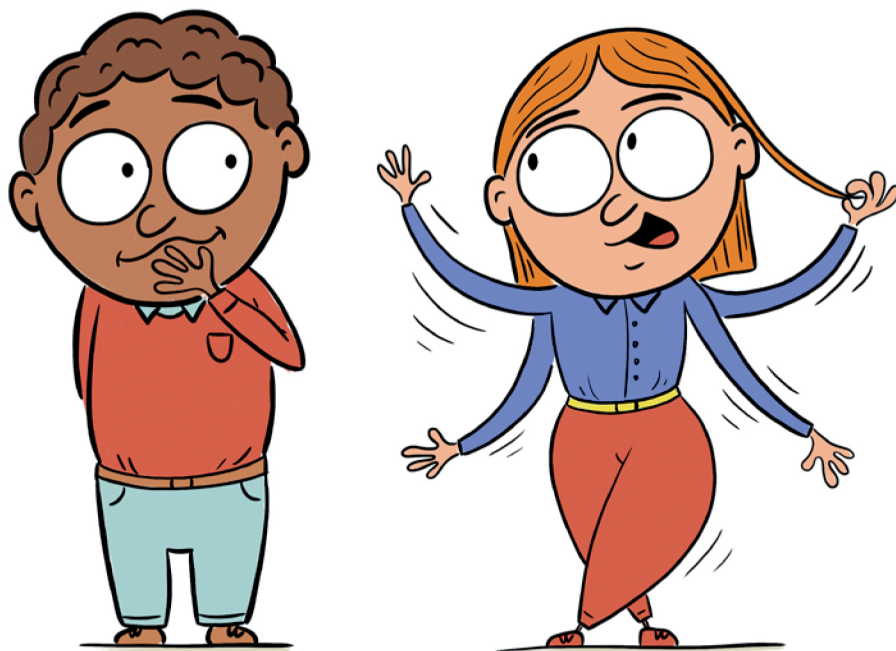


Štěpánka Sekaninová & Adam Wolf

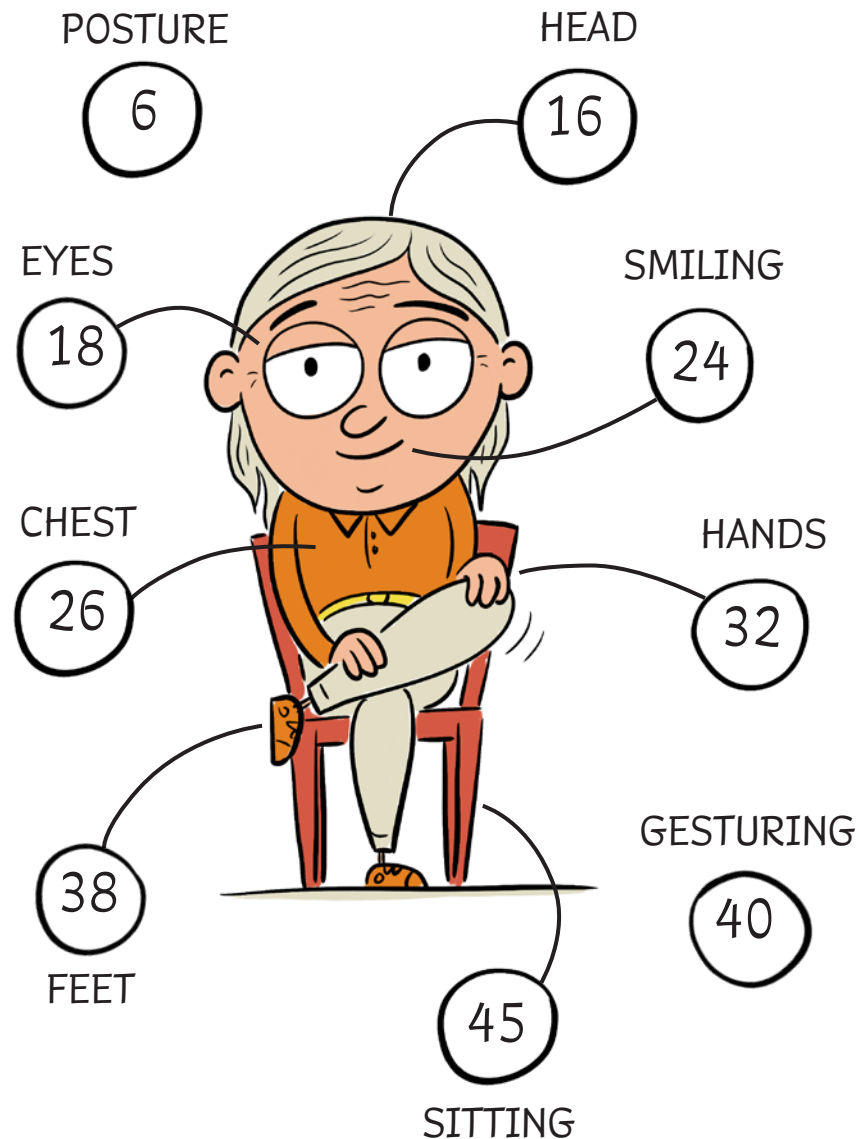


# TUG YOUR EARLOBE

A Picture Guide  
to Body Language

## CONTENTS

## INTRODUCTION



You probably already know what the word "communication" means. It's when you exchange opinions, share feelings and knowledge, or tell stories with another person. It's about creating and building a connection. But how is this done? With words, of course.



But if you think for a minute that words are all we communicate with, think again. Sometimes, our body says more than our words can. Communication with the body – and without words – is called "nonverbal communication" (*verbum* is the Latin word for "word").



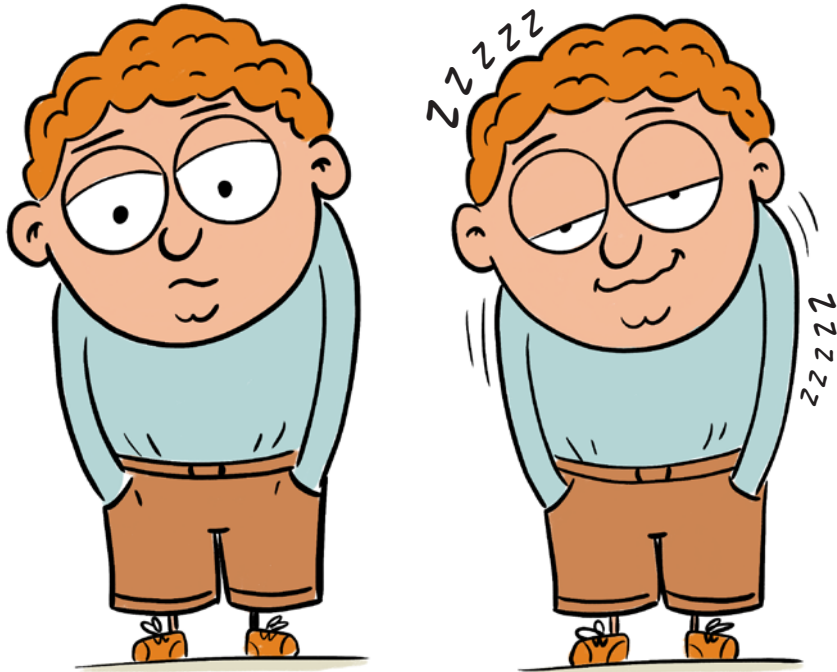
While we can play around with words and use them to say things we don't mean, the body doesn't lie. Anyone who can read body language will know immediately, without words, how their friend feels towards them – they will know if that person is hostile and lying, just as they will know if they are being friendly and sincere. So, do you want to uncover some basic secrets of nonverbal communication and have fun as we go along? Well, you've come to the right place . . .



## POSTURE

### SLOUCHING

- 1) I HAVE NO SELF-CONFIDENCE. I WISH I WASN'T HERE.
- 2) I'M SO BORED I CAN'T STAND IT ANY LONGER.



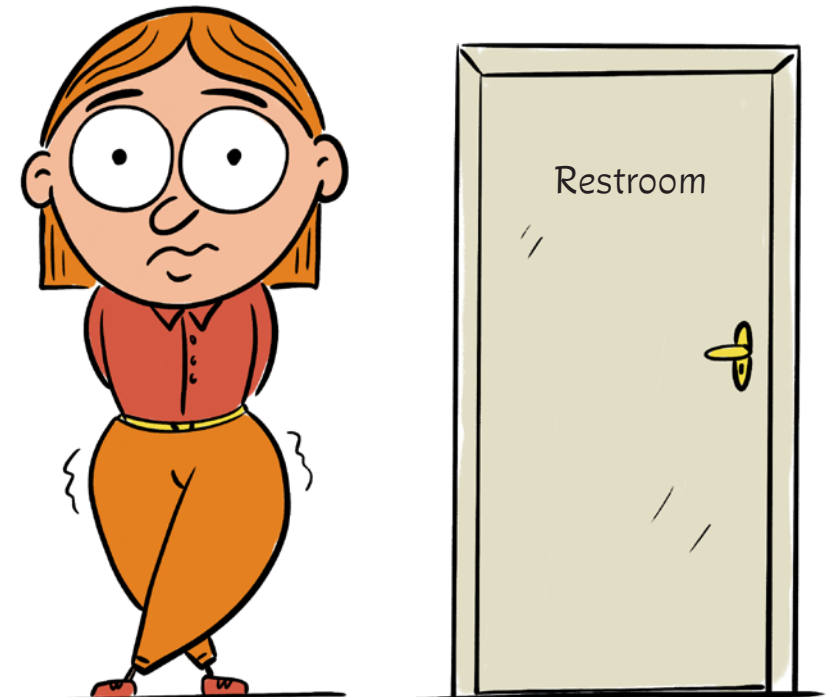
#### WHAT DOES IT MEAN?

A stooped posture is an indicator of low self-confidence and submission. But it can also mean that the person is so bored they can't stand up straight.

## POSTURE

### STANDING WITH CROSSED LEGS

- 1) I DISAGREE WITH YOU – YOU'RE TALKING NONSENSE!
- 2) YOU'RE MAKING ME UNCOMFORTABLE, DRIVING ME INTO A CORNER. I FEEL LIKE I NEED TO DEFEND MYSELF.
- 3) I'M UNSURE OF MYSELF. COMPARED WITH YOU, I'M NOTHING.



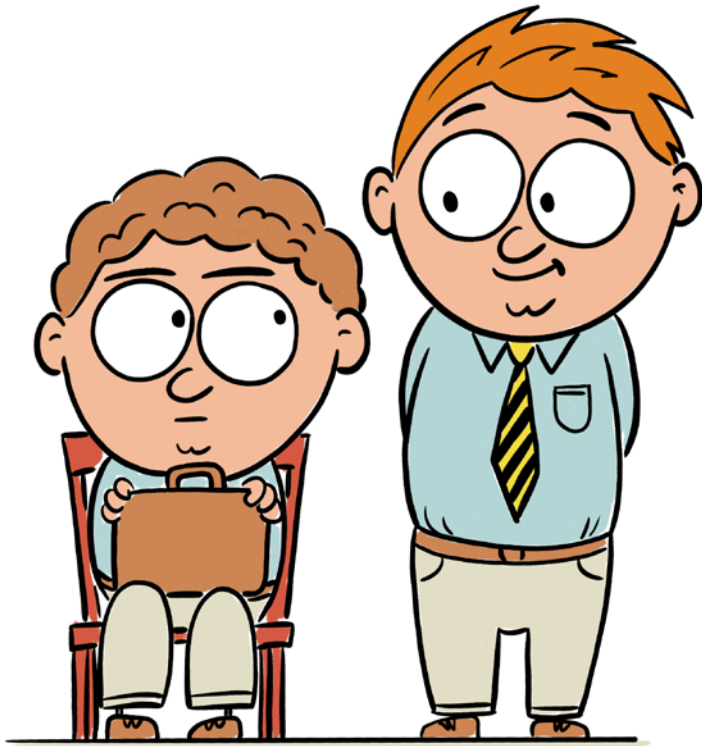
#### WHAT DOES IT MEAN?

Standing with crossed legs may express: disagreement, self-defense, submissiveness. It may also mean that you are desperate to pee.

## POSTURE

### ONE PERSON STANDS, THE OTHER SITS

I'M HIGHER THAN YOU, AND I TAKE UP MORE SPACE. I'M LOOKING DOWN ON YOU. WHAT I'M TELLING YOU IS THAT I'M MORE IMPORTANT THAN YOU!



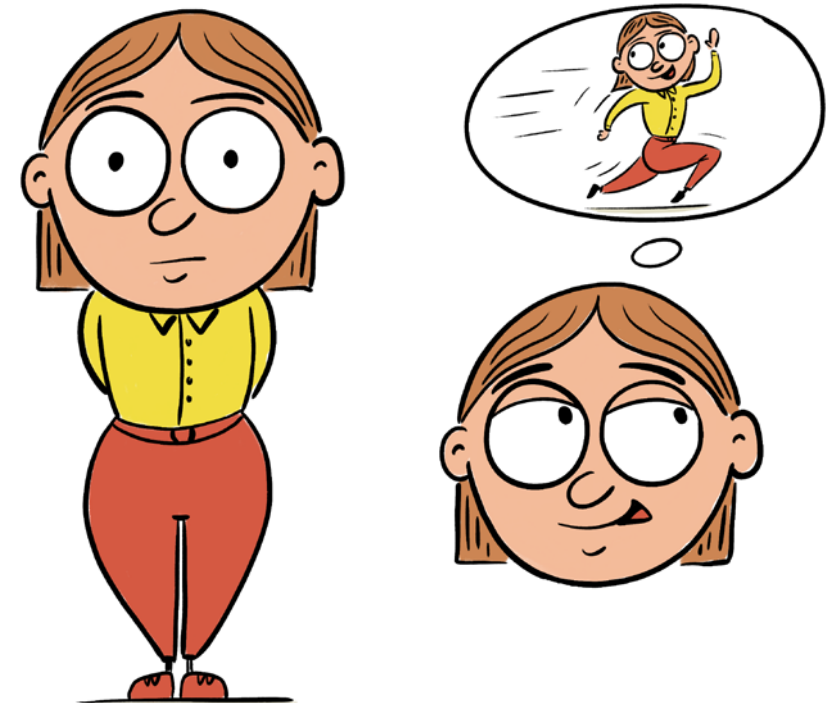
#### WHAT DOES IT MEAN?

It is clear at first sight who thinks they matter more. The standing conversation partner is higher, and so in a position of power.

## POSTURE

### UPRIGHT POSTURE, FEET FLAT

THIS IS GETTING TOUGH. BUT AS SOON AS IT GETS TOO MUCH FOR ME, I'LL FLEE – FAST AS CAN BE!



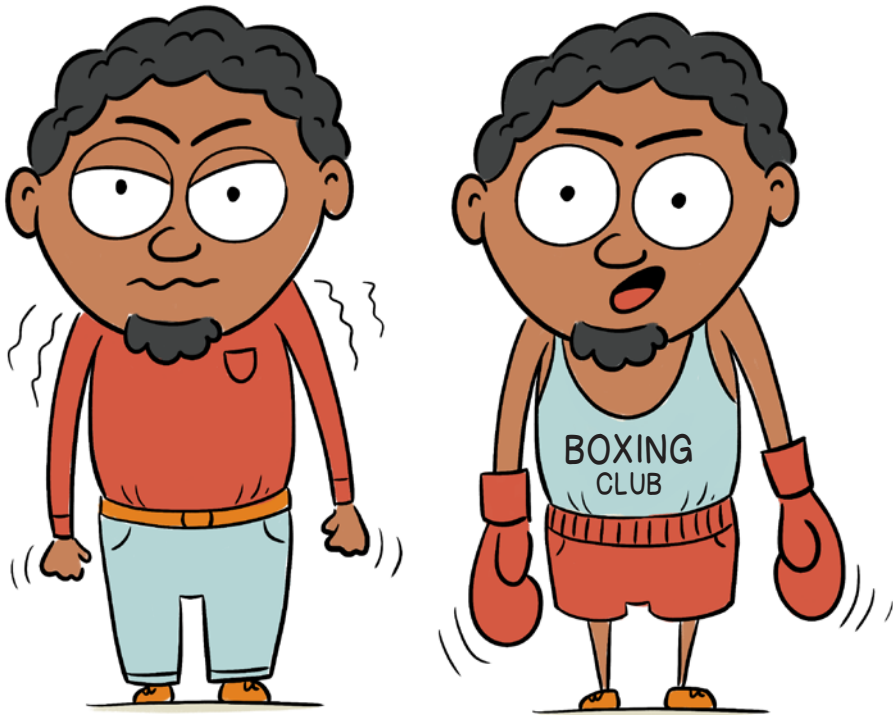
#### WHAT DOES IT MEAN?

We stand like this when we feel less than safe. We are on the alert, ready to make a run for it.

## HANDS

### CLENCHED FISTS

- 1) YOUR OPINION IS TOTAL NONSENSE. I DISAGREE COMPLETELY!
- 2) DARE PROVOKE ME AND YOU'LL BE IN FOR A WORLD OF TROUBLE!



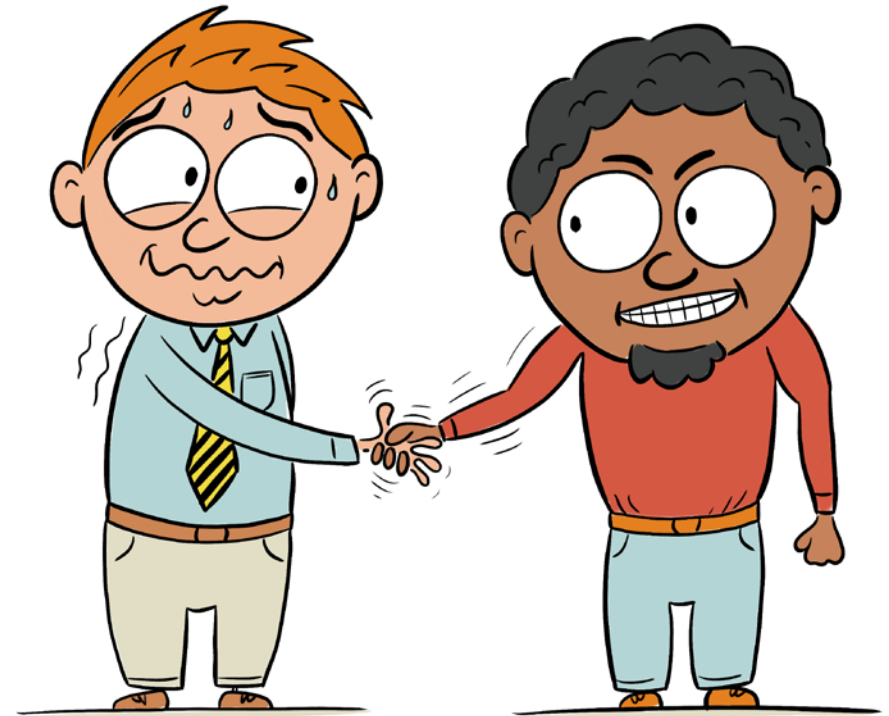
#### WHAT DOES IT MEAN?

Clenched fists signal our disagreement (1), or they indicate that the other person is annoying us so much that we are not far from raging out (2).

## HANDS

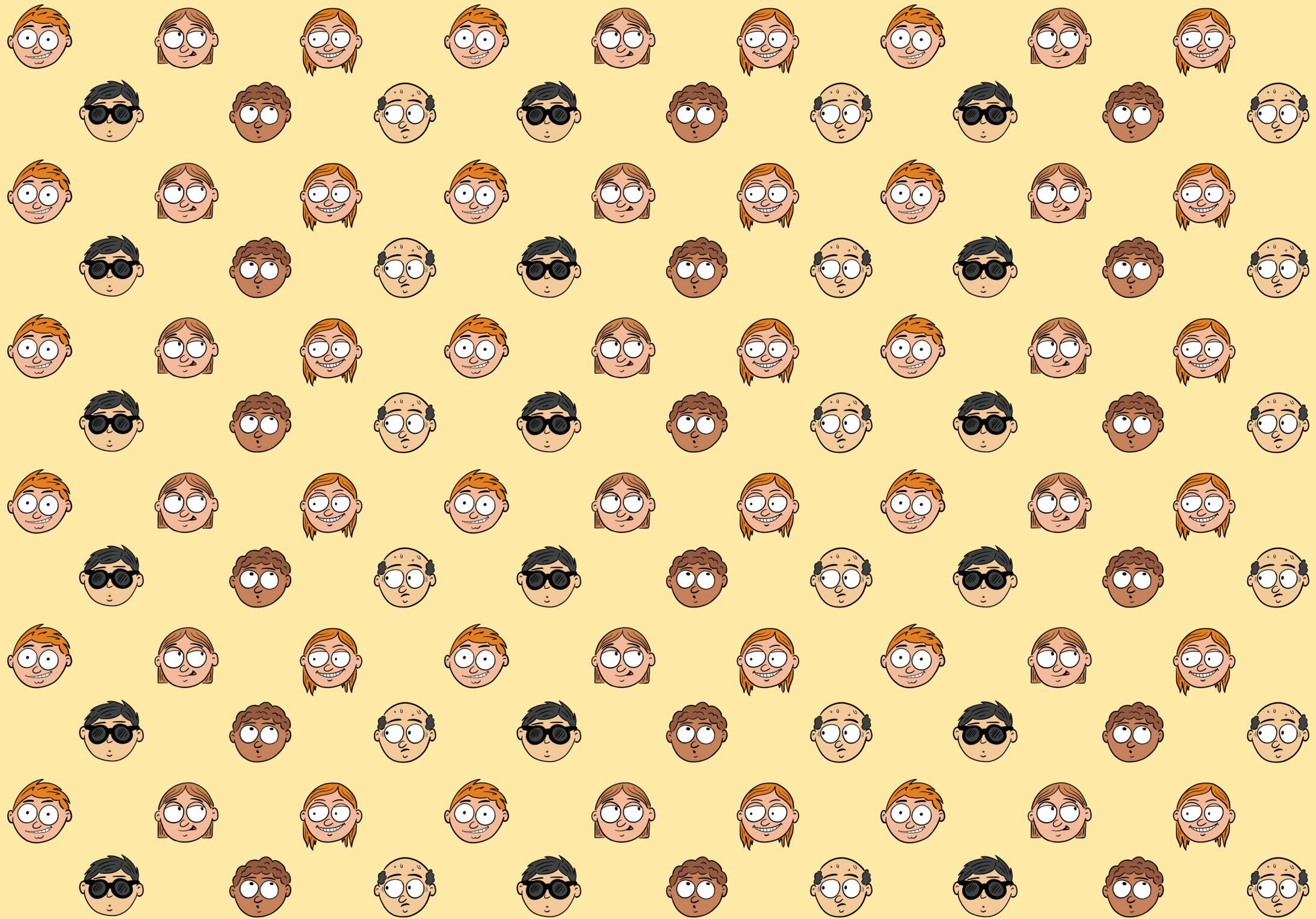
### FIRM HANDSHAKE

HEY THERE, LITTLE GUY. WHATEVER YOU DO, DON'T MESS WITH ME!



#### WHAT DOES IT MEAN?

An aggressive handshake reveals that a person is domineering, self-confident, and forceful.



Did you know that the body can speak without words? It uses hands, legs, feet, eyes, eyebrows, gestures, and so on. Without words, the body has plenty to say. From this silent language, you can tell if your friend is lying, even if their words are believable. You can also identify excuses, as well as sympathy, self-confidence, or nervousness. But reading body language – and mastering it – is a skill we all must learn.

This companion is a great place to gain the basics of “nonverbal communication” (as the experts call it). If you’re no fan of memorizing vocabulary and grammar, have no fear! This book is filled with funny pictures of people in various situations. How do amateur liars reveal that they are lying? How do worried people show that they are worried? Or happy people that they are happy? You’ll find the answers to all this – and more – inside these pages.

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