



WELCOME TO DAY 5 OF THE 5 DAY LIFE HACK CHALLENGE: THE SCIENCE OF SUCCESS

MAY 4 TO 8 . 2020



Roadmap

- The importance of understanding non-verbals
- You can learn how to read body language and positively change your own
- 3 body lag hacks to increase your odds of a successful negotiation



Our brains have a natural inclination to trust non-verbal cues over verbal ones (universal & innate)

Don't judge a book by it's cover – but we do!
And we judge others by their tone of voice

Good news!

You can't control your physical features, however, emotional expression can completely overpower initial impressions.

What impression are you giving off?

Hack1: Beware of crossed arms

- Defensive
- Closed
- Retain less info
- Bring a pen and paper to write notes
- Offer the other person a beverage

(remember the relationship between the body and mind ~ Day 2)



HIDDEN HANDS



Hack 2:
Watch out for Eye Blocking
Behaviour

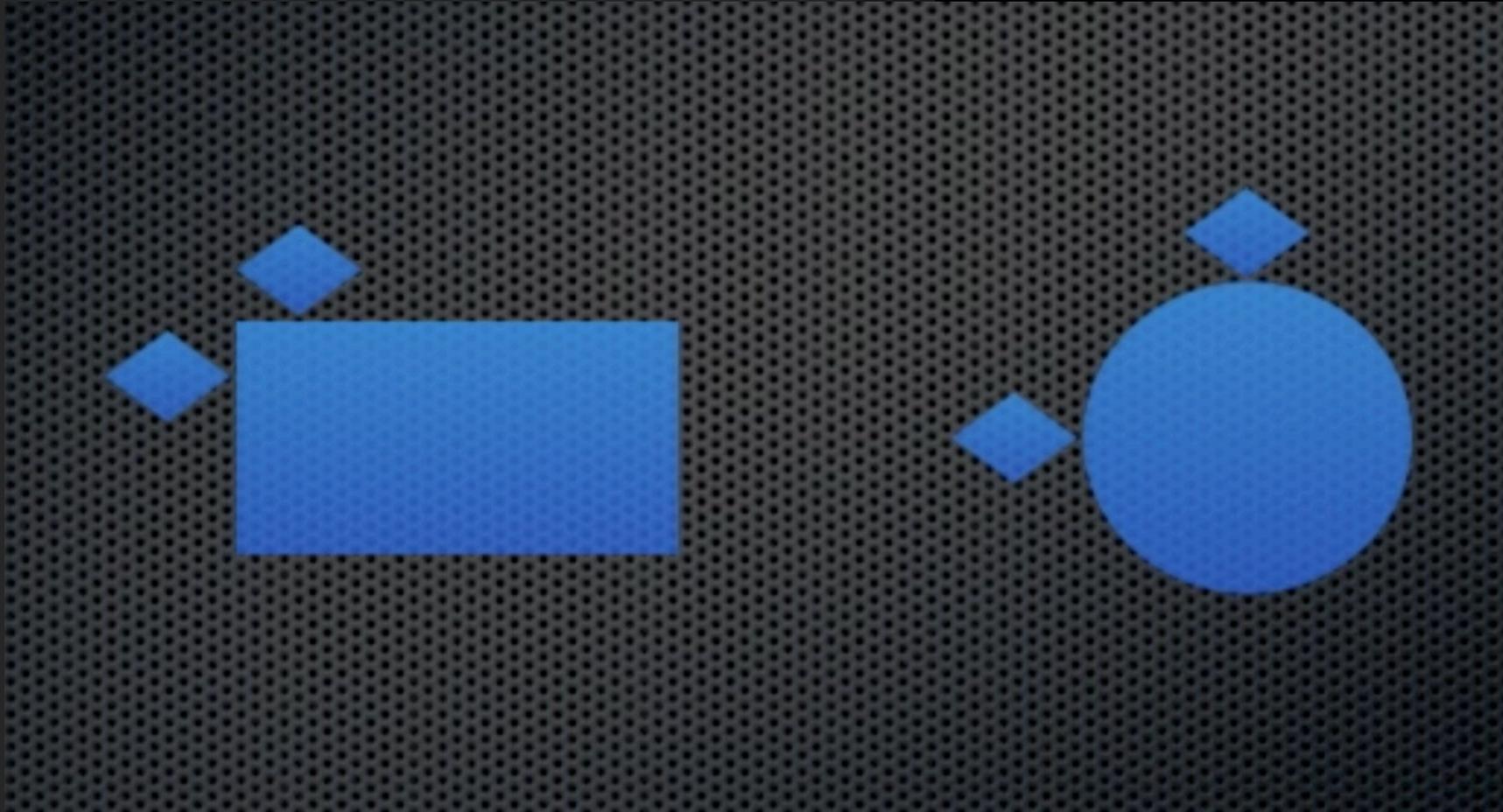


Seating Position (PROXEMICS)

- Less Recall
- Reject more proposals
- You PERCEIVE the person seated across from you as the most contrarian to your views



ANGLE



Context always matters! You must consider all the behaviors you see, not just one. That means reading all of the body, from head to toe.

Joe Navarro - former FBI agent where he served on the National Security Division's Behavioral Analysis Program.

Remember



Today's challenges require bravery

Ask the people in your world what kind of first impression you make!

Practice reading other people's non-verbal cues (shark tank)

