

BODY LANGUAGE

Body language is a type of nonverbal communication that relies on body movements (such as gestures, posture, and facial expressions) to convey messages.

- Body language may be used consciously or unconsciously.
- It may accompany a verbal message or serve as a substitute for speech.

USEFUL VOCABULARY

Transmitting → to communicate information, knowledge, beliefs, etc. to others

Soothe → to make someone feel calm or less worried

Deception → the act of tricking someone by telling them something that is not true

Misconception → a wrong belief or opinion as a result of not understanding something

Lousy → very bad

Detected → to discover something

Mole → someone who works for an organization while secretly giving information to its enemies

Marshalling → organize people or things in order to achieve a particular aim

Former FBI Agent Explains How to Read Body Language (video)

How we dress, how we walk have meaning and we use that to interpret what's in the mind of the person.

Joe Navarro was a special agent with the FBI and his job was to catch spies. He had to look specific targets and understand how to get in their heads and how to neutralize them.

Our security is based on non verbals.

There are a lot of myths about body language.

- Crossing your arms is a blocking behavior—> for Navarro this is nonsense. It is not used to block people but is actually to self-soothe (in essence is a self hug). We do this behavior in public more than private.
- We think about something and we look in a certain way but when we process information we may look in another way —> it is not indicative of deception, we are just processing
- If people clear throat, touch nose or cover mouth it means they're lying —> we do this behaviors as self soothers. (REMEMBER —> Scientifically and empirically there is no Pinocchio effect)

According to Navarro humans are lousy (delle schiappe) at detecting deception.

In one of his cases we had information from another country saying that in America there was a mole who somehow entered the US, was able to pass as an American but was there working for hostile intelligence service.

Fortuitously he was videographed coming out of a flower shop. Just as he came out of the shop he took the flowers and most Americans tend to hold them by the stock so that the flowers are up whereas this individual took them and grabbed the stock and held the flowers so that they were facing down —> Navarro said "that's how they carry flowers in Eastern Europe"

Confession is not the key when you have to interrogate a suspect. The key is face time. Long conversations helped and lead to confessions.

The first thing he looks at is the hair. Does it look healthy, well groomed. The forehead is very interesting because a lot of times we reveal stress. The eyes can tell us if someone has had enough sleep. Most times if we don't like something we do a bunny nose. When something bothers us we tend to compress our lips, when something REALLY bothers us we tend to suck them in. When it comes to the neck Navarro looks if there's any head tilt (it means that the person is more relaxed). He also pays attention to the shoulders—> if we don't know the answer both shoulders shoot up very quickly. Then he looks at the hands. When something's

troubling us we tend to stiffen our fingers, interlace them and we move our hands back and forth very slowly. When something's at issue we tend to put our hands on our hips and we become very territorial.

Navarro also looks for any behavior of ventilating. Men tend to ventilate at the neck → something is bothering us. And then he looks at the legs to see if there's any brushing of the legs with the hands which again helps to pacify and then he pays attention to the feet like wiggling, kicking.

Is useful because it helps us understand what an individual is transmitting.

BODY LANGUAGE AND POLITICS

Notes about what impression politics' body language convey.

David **Cameron** → only one solitary hand gesture (which is unusual for someone who should be passionate about what they are saying).

- The weary (=tired) , furrowed **brows**, tight 'disappearing **lips**' and minimal **hand** gestures give the impression he is worried and tense – not what you want to see in a leader.
- However he does make **good eye contact** throughout the clip, which helps him to engage with the audience and appear credible and sincere.
- Seems a bit worried

Jeremy Corbyn → he does look comfortable when he speaks

- the audience can **see both hands** which suggests he has nothing to hide. This sends a message he is someone to be trusted
- by gently **holding** onto **the podium**, it helps to expand his body outwards which unconsciously projects confidence and authority.
- Seems honest

Nigel Farage → he does communicate with passion and energy.

- He uses both his hands to gesture, which helps to strengthen and power up his message; and when he's not looking at his notes
- he does makes good eye contact, which helps him to connect with his audience and project sincerity and confidence.
- Seems fidgeter (=agitato)

Boris Johnson → effective, consistent eye contact and the use of empathic and authoritative hand gestures when making important points (fist pointing, palm down, touching his heart) all these non-verbal cues (= signals) unconsciously send a message that here's someone who truly cares and believes in everything he is saying.

- Seems confident

BARACK OBAMA FIRST INAUGURAL ADDRESS (in 2009)

“America has carried on not simply because of the skill or vision of those in high office, but because we, the people, have remained faithful to the ideals of our forbears, and true to our founding documents. So it has been. So it must be with this generation of Americans.”

Serious challenges → These are the indicators of crisis

- Our nation is at war, against a far-reaching network of violence and hatred.
- Our economy is badly weakened, a consequence of greed and irresponsibility on the part of some, but also our collective failure to make hard choices and prepare the nation for a new age.
- Homes have been lost
- Jobs shed
- Businesses shuttered.
- Our healthcare is too costly
- Our schools fail too many

Today I say to you that the challenges we face are real. They are serious and they are many. They will not be met easily or in a short span of time. But know this, America - they will be met. On this day, we gather (=ci siamo riuniti) because we have chosen hope over fear, unity of purpose over conflict and discord.

Nation of ‘risk-takers’

The time has come to reaffirm our enduring spirit; to choose our better history; to carry forward that precious gift, that noble idea, passed on from generation to generation: the God-given promise that all are equal, all are free, and all deserve a chance to pursue their full measure of happiness. (**liberal**)

In reaffirming the greatness of our nation, we understand that greatness is never a given. It must be earned. Our journey has never been one of short-cuts or settling for less. It has not been the path for the faint-hearted - for those who prefer leisure over work, or seek only the pleasures of riches and fame. rather, it has been the risk-takers, the doers, the makers of thing.

‘Remaking America’

Everywhere we look, there is work to be done. The state of our economy calls for action and we will act - not only to create new jobs, but to lay a new foundation for growth. (liberal = he thinks about the future)
We will build the roads and bridges, the electric grids and digital lines that feed our commerce and bind us together. We will restore science to its rightful place, and wield technology’s wonders to raise healthcare’s quality and lower its cost and we will transform our schools and colleges and universities to meet the demands of a new age.

Restoring trust

Those of us who manage the public’s dollars will be held to account - to spend wisely, reform bad habits, and do our business in the light of day - because only then can we restore the vital trust between a people and their government.

‘Ready to lead’

As for our common defence, we reject as false the choice between our safety and our ideals. Know that America is a friend of each nation and every man, woman, and child who seeks a future of peace and dignity, and we are ready to lead once more. Guided by these principles once more, we can meet those new threats that demand even greater effort.

We will begin to responsibly leave Iraq to its people, and forge a hard-earned peace in Afghanistan. With old friends and former foes, we will work tirelessly to lessen (= diminuire) the nuclear threat, and roll back the spectre of a warming planet.

‘Era of peace’

We are a nation of Christians and Muslims, Jews and Hindus - and non-believers. We are shaped by every language and culture, drawn from every end of this earth.

Because we have tasted the bitter swill of civil war and segregation our common humanity shall reveal itself; and that America must play its role in ushering in a new era of peace.

We can no longer afford indifference to the suffering outside our borders; nor can we consume the world's resources without regard to effect. For the world has changed, and we must change with it.

'Duties'

Our challenges may be new. The instruments with which we meet them may be new. But those values upon which our success depends - honesty and hard work, courage and fair play, tolerance and curiosity, loyalty and patriotism - these things are old.

What is required of us now is a new era of responsibility - a recognition, on the part of every American, that we have duties to ourselves, our nation, and the world, duties that we do not just accept but rather seize (=afferriamo\capiamo) gladly, firm in the knowledge that there is nothing so satisfying to the spirit, so defining of our character, than giving our all to a difficult task.

"Gift of freedom"

This is the price and the promise of citizenship. This is the source of our confidence - the knowledge that God calls on us to shape an uncertain destiny. This is the meaning of our liberty and our creed - why men and women and children of every race and every faith can join in celebration across this magnificent mall, and why a man whose father less than 60 years ago might not have been served at a local restaurant can now stand before you to take a most sacred oath.

BARACK OBAMA INAUGURAL ADDRESS (2013)

What makes us exceptional – what makes us American – is our allegiance to an idea, articulated in a declaration made more than two centuries ago:

"We hold these truths to be self-evident, that all men are created equal, that they are endowed by their creator with certain unalienable rights, that among these are Life, Liberty, and the pursuit of happiness."

For history tells us that while these truths may be self-evident, they have never been self-executing; that while freedom is a gift from God, it must be secured by his people here on earth. The patriots of 1776 did not fight to replace the tyranny of a king with the privileges of a few or the rule of a mob. They gave to us a republic, a government of, and by, and for the people, entrusting each generation to keep safe our founding creed.

But we have always understood that when times change, so must we; that fidelity to our founding principles requires new responses to new challenges; that preserving our individual freedoms ultimately requires collective action.

America's possibilities are limitless, for we possess all the qualities that this world without boundaries demands: youth and drive; diversity and openness; an endless capacity for risk and a gift for reinvention.

But we reject the belief that America must choose between caring for the generation that built this country and investing in the generation that will build its future. We do not believe that in this country, freedom is reserved for the lucky, or happiness for the few.

The path towards sustainable energy sources will be long and sometimes difficult. But America cannot resist this transition; we must lead it. We cannot cede to other nations the technology that will power new jobs and new industries – we must claim its promise. That is how we will maintain our economic vitality and our national treasure – our forests and waterways; our croplands and snow-capped peaks.

We, the people, still believe that enduring security and lasting peace do not require perpetual war. We will defend our people and uphold our values through strength of arms and rule of law.

We will show the courage to try and resolve our differences with other nations peacefully – not because we are naïve about the dangers we face, but because engagement can more durably lift suspicion and fear.

We will support democracy from Asia to Africa; from the Americas to the Middle east, because our interests and our conscience compel us to act on behalf of those who long for freedom. and we must be a source of hope to the poor, the sick, the marginalized, the victims of prejudice

Equality for → our wives, our mothers, and daughters

- gay brothers and sisters are treated like anyone else under the law
- we find a better way to welcome the striving, hopeful immigrants

That is our generation's task – to make these words, these rights, these values – of Life, and Liberty, and the Pursuit of happiness – real for every American.

For now decisions are upon us, and we cannot afford delay. We must act, knowing that our work will be imperfect. We must act, knowing that today's victories will be only partial. (= future = liberal)

WORD FROM THE TEXT	MEANING
1. (line 9) bind	e. hold
2. (line 10) tenet	r. belief
3. (line 18) to bridge	l. connect
4. (line 29) to vow	m. to solemnly promise
5. (line 34) to flourish	s. to grow vigorously
6. (line 37) hazard	o. danger
7. (line 56) to steel	d. to strengthen
8. (line 63) shrinking	t. decreasing
9. (line 71) outworn	p. obsolete
10.(line 64) to make it	q. survive
11. (line 67) bleakest	i. most desolate
12. (line 82) twilight	a. last part of the day
13. (line 104) unmatched	b. without equal
14 (line 115) stake	f. interest
15 (line 135) striving	c. aspiring
16. (line 145) compel	h. oblige
17. (line 145) settle	k. resolve
18. (line 149)name-calling	n. insults
19. (line 157) pledge	g. a promise
20. (line 170) awesome	j. inspiring deep respect

Answer the following questions:

1. Which theme in Bill Clinton's inaugural address do these words recall: "We made ourselves anew, and vowed to move forward together"?
2. Does Obama suggest the state must be responsible for curing society's ills?
3. Does he believe that social security turns people into passive 'takers'?
4. What are Obama's arguments for protecting the environment?
5. What are Obama's plans for the US defence?
6. What argument does he make for resolving differences with other nations peacefully?
7. What social groups does Obama refer to when he mentions Seneca Falls, Selma, and Stonewall?
8. What does he want for these groups?
9. What is Obama's position on immigration?
10. How does he justify his position?

Answers

1. The theme of renewal
2. No. He claims the American's must work together to resolves their society's problems;
3. No, he believes that social security provides the kinds of safeguards that encourages people to take risks;
- 4 He says it must be done for the sake of posterity, to provide new jobs, and protect a world entrusted by God;
5. He believes National security can be maintained by vigilance and not be perpetual war;
6. Because engaging in dialogue is more constructive because it removes suspicion and fear of the U.S. more effectively than war;
7. Women, back, and gays;
8. Equality;
9. He believes the U.S. should welcome immigrants;
10. He does so by saying that many immigrants are highly intelligent young people who can be usefully employed in America.