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**The psychology behind
Non verbal communication**

Ever Wonder What People Say Without Words?

Body language isn't just background noise—it's most of the message.

- Research suggests **55–80%** of communication is nonverbal
- It includes **facial expressions, gestures, posture, eye contact, tone**
- We **“read”** people before they say a word

Your body is always speaking—even when your mouth isn't.



Faces Speak Louder Than Words

Psychologist **Paul Ekman** discovered that certain facial expressions are universal across all cultures:



Joy



Anger



Fear



Surprise



Sadness



Disgust



These microexpressions appear involuntarily—even if you try to hide them.

Our faces reveal the truth... often in milliseconds.



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What Posture Tells You



Posture reflects emotion, confidence, and openness

- Open posture (upright, relaxed, arms uncrossed): interest, receptiveness, energy
- Closed posture (slouching, arms crossed, turned away): insecurity, boredom, discomfort

It's not just about standing tall—it's about what your body feels.

The Eyes Are the Window (and the Mirror)

The eyes signal more than attention:

- Prolonged eye contact: interest, trust
- Avoiding eye contact: anxiety, guilt, or cultural norm
- Dilated pupils: arousal or surprise
- Mirroring blinking or gaze: builds connection

The eyes reflect your emotions—and sometimes mirror theirs.



Culture Shapes the Code

Body language isn't universal. Cultural differences matter.

- Direct eye contact
 - Seen as confidence
 - May be viewed as rude



- Hand gestures vary widely (peace sign, thumbs up, etc.)



Before reading cues, consider: what's the cultural baseline?



Can Body Language Change Your Feelings?

Yes! The Facial Feedback Hypothesis says:

→ Changing your expression can change your emotion

- Smiling activates brain regions linked to happiness
- Adopting confident postures may reduce cortisol

“Fake it till you make it” has real psychological grounding.



Wrap-Up: Learn, Don't Judge

Body language is a powerful lens—
but it's not mind reading.

- Watch for clusters of signals
- Respect cultural & personal differences
- Always consider context

Use body language to connect, not to label.





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