

NONVERBAL COMMUNICATION – SPC 2330

NONVERBAL ASSESSMENT: WHAT IS YOUR BODY LANGUAGE QUOTIENT (BQ) KEY

Count the number of A's, B's & C's and review the key below to see what your BQ is:

OVERCONFIDENT/ARROGANT:

If your highest number is in column A, you may unconsciously be sending signals of arrogance. When you're nervous about something, you tend to overcompensate. It is this overcompensation that may make you look over confident and it puts others off. You find it challenging to acknowledge or come to terms with your own weaknesses, but you have no trouble pointing out others' (and you probably are irritated that was said). Although a splash of the authoritative and dominating body language gestures in this column is powerful, when you use more than two at a time you can intimidate others and hinder the success of a project that relies on teamwork. However, if there is a sense of urgency to what you need done or an emergency, using any combination of these gestures will capture people's attention quickly.

CONFIDENT:

If your total highest number is in column B, you are a natural leader. You have the perfect mixture of poise and confidence. You accept responsibility for your actions by taking ownership of your life, you evaluate yourself realistically, and you humbly know that you have the power to influence situations. You have the ability to command attention when necessary, but are flexible, empathetic, and build rapport with ease. You see life as a series of challenges and push yourself outside your comfort zone to get an edge on the next big thing. People are happy to see you because you're interesting and a great listener. Your open and engaging posture and gestures makes you easy to be around others, and they do not feel threatened or judged when they approach you.

ANXIOUS:

If your highest number of answers is in column C, you may be giving others the impression that you lack confidence in yourself, your position, or your company (if you work). You may be hiding behind the self-given label of "shy." You often avoid situations where you fear you might be unsuccessful, humiliate yourself, or let yourself or others down. You might volunteer occasionally to be a member of a new focus group at the office, go on a date with someone you meet in person or on the Internet (so you can say you are "trying to break out of your shell"), or take on a new challenge when you have no choice. Regardless, you'll sabotage your success either by doing it halfheartedly or complaining ("It's too much for me", "I'm confused", "I'm too busy", "There are no good men/women out there", etc.). You think people are constantly judging you and sometimes you feel like you are alone. Do not worry, you are not alone. Even famous actress Sally Field said: "It took me a long time not to judge myself through someone else's eyes." (Quick Tip: people are not thinking of you half as much as they are thinking of themselves!)

SELF-ASSURED/ALMOST ALWAYS CONFIDENT:

If your answers are almost equally divided between columns A, B and C, you are on your way to being all you can be. You just need to believe in yourself a bit more and understand that you are in control of your life. When you make a mistake, do not beat yourself up – instead, figure out what you can learn from that experience. And, stop saying "Not today, maybe next time" and start saying "Why not? Let's do it!" Your body language is powerful when you are prepared and know your subject, but when you are challenged or not properly prepared, your body language leaks the silent message of self-doubt and nervousness.