

Leading by Physiology: How to Use Nonverbal Communication to Influence Others

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All leaders must learn how to master nonverbal communication to build trust and enhance their ability to influence the people around them.

Relevant Statistics:

- 55% of communication is body language (breathing, facial, gestures, posture); 38% is voice; only 7% is words
- The average person speaks 125 words per minute and can listen to 600 words per minute
- Women speak 25,000 words per day and men speak 11,000 words per day

Leading by Physiology:

- Physiology + Focus + Self-talk = emotion=behaviour=results

The following quiz will help you master nonverbal communication:

1. Shaking Hands
2. Defensiveness
3. Openness
4. Evaluation
5. Dishonesty
6. Honesty
7. Frustration
8. Confidence
9. Boredom
10. Nervousness

