

Authentic Listening

Audio file:

https://www.engcornershop.com/Authentic_Listening/Body_Language_Liars.mp3

Body Language can alert you to liars

You are going to listen to an authentic radio interview. The speakers are very fast and difficult to understand. DON'T try to understand everything; rather try to get the general meaning and answer the questions below:

Introduction:

It's very difficult to lie if people can see you, says Alan Pease, body language expert. He says 90% of communication is via body language so make sure you are saying the same thing with your body as you are with your words.

- a. What does body language convey (=express)?
- b. Who's better at decoding (=making sense of) body language, males or females? Why?
- c. From the speaker's point of view what is the main problem with e-mails?
- d. Why do males like chat-rooms on the internet?
- e. It is difficult to get your message across when talking on the radio or telephone. What does the speaker suggest to solve the problem?
- f. What makes the radio a good place to lie?
- g. Why might it be so important to mirror your new contact's body language?
- h. Does the speaker agree that the first impression is very important? How long does it take us to form the first impression of a person?
- i. How do you spot (=recognize) a lying politician?
- j. Which of the following are mentioned in the text?

Signs that betray and portray

- Critical – Index finger on cheek and hand, supporting chin
 - Mind made up – Finger tips touching and palms close together.
 - Defensive – arms and ankles crossed.
 - Disagreement – picking at clothes
 - Impatience – drumming fingers
 - Superiority – hands behind; head with elbows pointing outwards
 - Rapport - Mirroring postures
 - Understanding - Slow nodding
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- Agreement - Quick nodding
- A speaker's certain of what they are saying – arms out and palms down
- Defeated --• looking down
- Nervous – Fidgeting
- Doubt – turn neck to one side scratching it below the ear
- Lying – rubbing eye or touching nose



If you are interested in body language, you can read more @ www.howtousebodylanguage.com.