

Amy Cuddy: “Your body language shapes who you are” (21 minutes)

Video Objective: I can describe how non-verbals can impact my short and long term behavior.

1. Nonverbal expressions of power and dominance:
 - a. Animal kingdom: expanding and taking up _____ (opening up), either chronically or in the moment.
2. When Feeling Powerless:
 - a. We “close up”, wrap ourselves up, make ourselves _____; we don’t want to bump into the person next to us.
3. We tend to complement the other’s nonverbals
 - a. We do the opposite; if someone is powerful with us, we become small.
4. Students express confidence in class
 - a. What does she say about the relationship between body language and gender?
 - b. What impact does this science have on students in the classroom, including participation grades?
5. “Fake it ‘till you make it”
 - a. “Do our bodies change our minds?”
 - b. Powerful people:
 - i. More assertive, confident, optimistic
 - ii. Think more _____ & take more _____
 - iii. Testosterone: _____ (they are confident)
 - iv. Cortisol: _____ (they can manage stress well)
 - c. Experiment:
 - i. High power poses for 2 minutes
 - ii. Risk tolerance: 86% more willing to gamble
 - iii. High power = 20% increase in testosterone, 25% decrease in cortisol
 - d. “Our nonverbals govern how we think and feel about _____.”
6. Meaningful life changes & applications:
 - a. Evaluative, social threat situations
 - b. Public speaking and selling
 - c. Job interviews

- d. What is her advice about what to do in the moments before a job interview?
- e. Have an authentic “presence” and being yourself
- f. What is the speaker’s response about people who feel “fake” doing this? (In other words, what does she claim is the effect of using these techniques OVER TIME?)
- g. “Don’t fake it ‘till you make it... fake it until you _____ it.”
- h. “Tiny tweaks can lead to big _____.”

BIG IDEA: What is the relationship between your behavior and your success?