



Global Management Consulting Services

## ***Commentaries and Insights from Allawos & Company***

*June, 2017*

***"How to Improve Your Body Language"***

***Michael Allawos, Principal Consultant***

Sometimes it's not what you say, but how you say it that turns people on or off to you. You may be looking to make a sale or to make a friend. If your body language skills are poor, you won't get very far.

In general, it's good to have a positive attitude. If you have this, your body language will show it naturally. However, you can't possibly be positive every single day. Some days, you must show your overall positive outlook even though that day's attitude isn't the best.

Also, if you improve your body language, your attitude usually follows. Psychologists know that acting happy will go a long way towards making you happy. It isn't always obvious which comes first. We know that if you simply go through the motion of smiling, it will translate into and improve your mood.

So, use your body language to project the image you want others to see. Don't worry about the "truth." When you use your body language to model behaviors that are positive ones, the truth is, you will become more positive.

If, for instance, you feel like walking slowly with your head down, you might be feeling down or as happy as you could be feeling. Make the effort to walk erect, hold your head up, and go out to face the day. This body language change will initiate a change in your attitude if you are able to do it.

You might get the urge, during a college class, business meeting or a job interview, to impatiently drum your fingers. At times like these, let a feeling of calm wash over you by focusing your body language on relaxing. This might include uncrossing locked ankles or letting the muscles in your hands go soft, for example.

If people complain that you don't show enough interest in them, you can remedy this by using body language. The next time they are telling you something they see as important, look at their face as they speak. Look into their eyes, but look away occasionally so as not to stare.

You can show more interest by your body language in other ways as well. Lean towards the other person when they are sharing something especially important or intimate. Tilt your head to show that you are listening. You can even mirror their body language behaviors if you do it in a subtle way. All this will show that you are in tune with their ideas.

You can improve your body language by studying it. If you are planning to make a presentation before a group of people, you might try it out first in front of a mirror. You could even make a video record of it. Then you could review it at your leisure and take notes about mistakes you are making.

If you are going to look for a job, you will benefit from practicing job interviewing skills. The best way to do this, is if you have someone to do it with, particularly role playing. Have someone fake interview you and record it so you can see how you're doing. You will catch body language you never knew you displayed.

There are all kinds of ways to improve your body language skills if you put your mind to it. If you are serious, you will find work relationships and personal relationships will be easier and more enjoyable. It just takes a little time, effort, and observation.

In our experience by far the most challenging aspect of successful communicating with others is to first acknowledge you can do better and to simply start the improvement process. That's why Allawos & Company is here, to help you start on the road to success and be there every step of the way with executive coaching, employee surveys and other services that will draw on our vast experience.

## About Allawos and Company, LLC

Allawos & Company is a comprehensive global management business-consulting firm, tuned to enable organizations to identify and exploit opportunities through creative engagement built on a foundation of decades of senior management experience.

We are a global management consulting firm specializing in business plans, business development, corporate development, contract negotiations, employee surveys, strategic planning and turnarounds.

We service the aerospace industry to healthcare, semiconductor to farming and most industries in between.

Our comprehensive consulting services improve the client's condition and leaves behind the tools for growth.

**Michael Allawos**  
**President & CEO**  
**Principal Consultant**  
**California, USA**

**Larry Vertal**  
**Senior Consultant**  
**Corporate Development**  
**California, USA**

**Ambassador Werner**  
**Brandstetter**  
**International Diplomat &**  
**Strategist, Vienna**

*Albert van Rensburg  
Senior Consultant  
International Bus. Dev.  
Gauteng, South Africa*

*James Kohlhaas  
Senior Consultant  
Systems Integration  
Washington DC, USA*

*Dennis Alfieri  
Senior Consultant  
Real Estate/Gov. Affairs  
California, USA*

*Stephanie Jones  
Senior Specialist  
Employee Relations  
California, USA*

*Jim Shivers  
Senior Specialist  
Water Treatment  
California, USA*

*Magnus Caspar  
Senior Consultant  
Basel, Switzerland*

*Dr. David French  
Senior Consultant, Human  
Development  
California, USA*

*Alex Kam  
International Trade Specialist  
China & Hong Kong*

*William (Bill) Dykes  
Senior Business Consultant  
Texas, USA*

**More information is available at  
<http://www.allawosandcompany.com>  
or by calling (626) 335-5015 or (626) 824-4546**