Unit 3 Assignment

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# Reading body language at work: Five mistakes you don’t want to make

Genetically, human beings are automated to look for facial and behavioral signals and to quickly understand their meaning. When we see someone’s gesture, we automatically make a judgment about the purpose of that gesture. Since ancient times, even before the use of words, we have known how to influence people and friends and avoid those we can’t be friends with. There are significant advantages of the ability to read nonverbal signals for dealing with people. You can get those advantages by avoiding these five common mistakes (Goman, 2018).

If the context changes, then the meaning of non-verbal communication also changes with it. Without knowing all circumstances in which the behavior occurred, we can’t understand someone’s behavior. Moreover, nonverbal signals occur in gesture cluster which means a group of actions, attitudes and positions that support a common point. Furthermore, a single gesture can have many meanings or no meaning at all, but when you attach that with other nonverbal cues, the meaning becomes stronger.

Similarly, if you listen only to what people are saying, you will not realize what they want to say. Focusing more on speech reduces the meaning of the speaker. One must focus on the gestures associated with the delivery of speech. In order to extract real meaning of what people want to say, you need to know how a person normally behaves. Baseline means normal motions that inhabit the range of every person. By creating a baseline, we can catch sudden changes in body language.

In a culture, group of people own a set of common values. Some cultural values are taught explicitly but most of them are absorbed unintentionally in childhood. These values affect thinking of group members, their actions and standards by which they judge others. Some nonverbal behaviors are considered as normal and true, and others as strange or wrong, in a culture. Overall, body language cues are irrefutable. To understand them accurately, you need to understand their context, interpret them in clusters, must evaluate them in relation to speech, assess them for uniformity, and screen them for cultural inspirations.

# Bibliography

Goman, C. K. (2018). Reading body language at work: Five mistakes you don’t want to make. *Personal Excellence Essentials*, 11-12.