

SOCIAL CAPITAL

Worksheet for Allan Pease | Definitive Body Language (Episode 690)

Allan Pease began logging hours as a body language expert at the tender age of five, when he'd accompany his insurance sales dad on prospects -- because people couldn't resist buying from the adorable father/son duo.

After years of observing how people communicated without words, he wrote a book about what he saw: recently updated and republished as [*The Definitive Book of Body Language: The Hidden Meaning Behind People's Gestures and Expressions.*](#)

Allan shared some of his best secrets on [*episode 690.*](#)

SOCIAL CAPITAL

Power Poses and Confidence Gestures: Do They Work?

The science is still out on whether or not power posing -- striking a particular posture to nudge your confidence into high-performance mode -- is effective. But Allan insists that, in a business context, we can easily see results.

If you want to test how a confidence gesture might affect you (or not), Allan suggests holding what he calls the steeple for two minutes: "almost like you're praying, with the fingertips of one hand lightly touching the fingertips of the other."

Does holding this pose for two minutes or more make a marked difference on your overall confidence? If so, make note of how you felt before and after here.

SOCIAL CAPITAL

Have you ever tried power poses or confidence gestures in the past that seemed to positively modify your attitude? If so, what worked best? If not, do you think the fault was in the pose itself, the time it was tried, or is it just a flawed concept rightly slighted by the scientific community?

SOCIAL CAPITAL

The Compliments Trick

According to Allan, you can compliment a person on one of three things:

- Appearance: how you see them.
- Behavior: something they've done.
- Possessions: something they own.

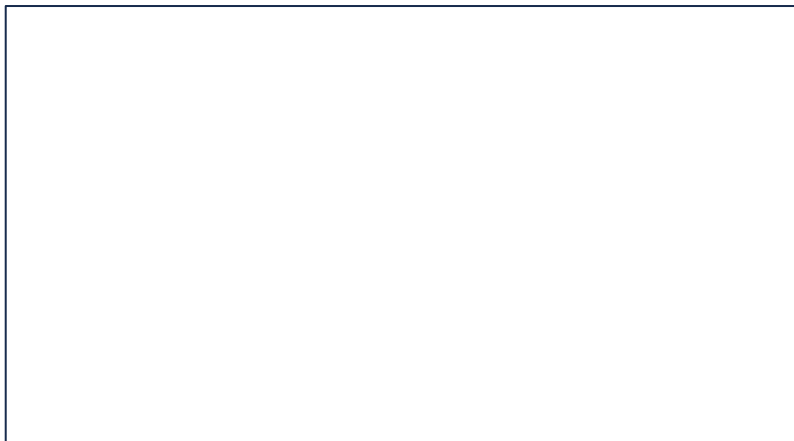
"I read a study that showed when you compliment somebody -- when they think back to you several days later -- they think back to you as taller, thinner, and more attractive," says Allan. "Because when you make a person feel good by paying them a compliment, they remember you in more glowing terms.

"So rather than going on a diet, why not learn to fake compliments?" (This being a podcast, we *imagine* this was accompanied by a wink.)

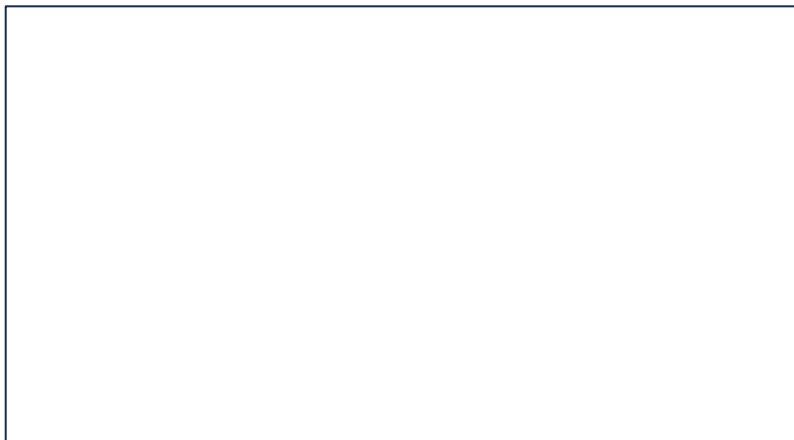
The reality is: you don't *have* to fake it if you're genuinely inquisitive about the other person. Don't dish out a compliment to someone unless you can explain why you like whatever it is you're complimenting.

SOCIAL CAPITAL

Do you find it difficult to accept compliments from other people? If so, what usually triggers your discomfort?

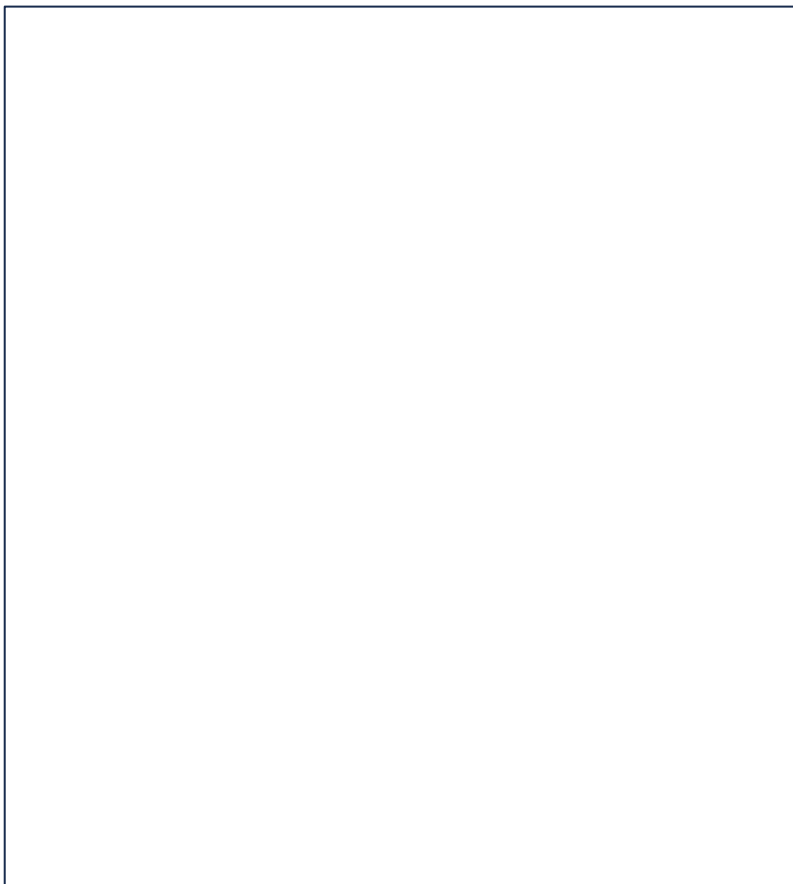


Do you find it difficult to compliment other people? Why do you think this is?



SOCIAL CAPITAL

The next time you're in a position to compliment someone's appearance, behavior, or possessions sincerely, give it a try -- remembering to explain why you like whatever it is you're complimenting. You will probably feel awkward the first few times, but keep at it. You'll get better at making others feel better.



SOCIAL CAPITAL

Tips to Spot a Liar

Finding a liar is as easy as going to see your favorite actor play a part in his or her latest movie or attending just about any political rally. But at least you already know they're lying.

But how do you spot someone in everyday life who might be trying to deceive you? Allan has these tips.

1. Never take one gesture as a tip off. Look for at least three gestures -- a cluster.
2. Potential gestures to look out for (if you're dealing with a westerner):
 - They increase hand to face contact -- especially nose touching.
 - Certain phrases that preface a lie, like "to be perfectly honest," or "to tell you the truth," or "in all sincerity..."
 - Overacting to really sell you something even they clearly don't believe.
 - Body language contradicting what's being said.

SOCIAL CAPITAL

One gesture simply isn't enough information to go by; maybe they're touching their nose because they're allergic to your cat.

Maybe beginning every sentence with "to be perfectly honest" is just their own particularly annoying tic.

Maybe they overemphasize everything. But a cluster of these gestures points to a good possibility that the person you're talking to is, at the very least, trying to hide some version of the truth from you.

Full show notes and resources for this episode [can be found here](#).

SOCIAL CAPITAL

MEET THE ART OF CHARM TEAM



Jordan Harbinger is a Wall Street lawyer turned talk show host, social dynamics expert, and entrepreneur.

He's the owner and co-founder of The Art of Charm, a consulting and coaching company — as well as a top 50 podcast on iTunes — which he's been hosting for over a decade. Jordan has spent several years abroad in Europe and the developing world, including South America, Eastern Europe, and the Middle East, and speaks several languages. He has also worked for various governments and NGOs overseas, traveled through war zones, and been kidnapped — twice.

He'll tell you the only reason he's still alive and kicking is because of his ability to talk his way into (and out of), just about any type of situation.

SOCIAL CAPITAL

THE ART OF CHARM PODCAST

Our Top 50 iTunes Podcast will teach you to:

- Become more charismatic in any situation
- Master your career by becoming a “super-connector”
- Revamp your love life and intimate relationships with reborn confidence

Popular Toolbox Episodes

- + AoC Toolbox | Perfecting Your Elevator Pitch (Episode 550)
- + AoC Toolbox | Attraction (Episode 406)
- + AoC Toolbox | Social Capital Basics (Episode 469)

**Subscribe in iTunes or
Android**



SOCIAL CAPITAL

MEET OUR SUPPORT TEAM



MJ



KRISTY



MADA



AUDRA



BROCK



GENE

SOCIAL CAPITAL

MEET OUR SUPPORT TEAM

Chat with us live on
our website any
time,
or email us

support@theartofcharm.com

SOCIAL CAPITAL

JOIN THE CHALLENGE

Join our free 30-day challenge to help crush your social anxiety

- Daily techniques to control more outcomes at home and work
- Command more respect from your friends, team, and network
- Video tactics to create deeper connections
- Learn the ability to walk up to ANYONE and start a conversation

theartofcharm.com/challenge

SOCIAL CAPITAL

JOIN THE CHALLENGE

30-DAY CHALLENGE CALENDAR

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
3	4 CHALLENGE 1	5 Facebook Check-In	6 CHALLENGE 2	7	8 Weekend Challenge	9
10	11 CHALLENGE 3	12 Facebook Check-In	13 CHALLENGE 4	14	15 Weekend Journal Activity	16
17	18 CHALLENGE 5	19 Facebook Check-In	20 CHALLENGE 6	21	22 Hobby Immersion Weekend	23
24	25 CHALLENGE 7	26 Facebook Check-In	27 CHALLENGE 8	28	29 Weekend Challenge	30
1	2 CHALLENGE 9	3 Facebook Check-In	4 CHALLENGE 10	5	6 Challenge COMPLETE!	7

Get Started

theartofcharm.com/challenge

SOCIAL CAPITAL

Social Capital
14525 SW Millikan Way #34470
Beaverton, OR 97005
United States

1.888.413.7177

support@theartofcharm.com

**SHARE THIS WITH
YOUR FRIENDS!**



Share This