**Мащонок А.**

**BODY LANGUAGE**

People socialize all the time even if they are keeping silence. This non-verbal communication is possible because we use body language. Body language includes gestures, postures, movements and other non-verbal signs.

Scientists have found that verbal communication in conversation takes less than15% and more than 85% of the information is transmitted through nonverbal means of communication. Body language is an important part of any interaction, so each person must develop the ability to read other people's signals and interpret them to understand their unconscious feelings and emotions.

Body language is a product of both genetic and environmental influences. Blind children will smile and laugh even though they have never seen a smile.

Alan Pease is known worldwide as "Mr. Body Language." His book, "Body Language" has been sold around the world millions of copies and became the "bible of communication" for businesses and companies of all countries.

*Here are some body-language gestures and their interpretations:*

* Running fingers through the hair… (*a person is unsure, frustrated or angry)*
* Sitting back with both hands behind the head… *(she knows it all)*
* Covering hand over mouth… *(a person may be lying)*
* Arm position with connected finger tips… *(the person is confident and perfectly knows what he is talking, is focused on his thoughts)*
* Legs crossed, arms tightly folded… *(the person is annoyed or defensive. a closed position. fingerscrossed, legscrossed)*
* Hands rolled down. (*This gesture person use when she wants to reassure (calm ) someone. This is gesture of dominance)*
* Hand pulled a boat… (the person is fully open to you)
* Rubbing the earlobe… (*a person is nervous or doubtful)*
* Tight-lipped with both hands on hips …*(aggressive)*
* Gesture "shrug" *(the person does not understand what you are saying about. He does not know the answer on your question)*
* Touching the nose… *(a person may be lying)*

Of course this is not a whole list of gestures which we can see every day.

I believe that some of these interpretations are generalized and subjective as every person is unique and his gestures and body language should be interpreted in a particular situation. This means that a separate gesture should not be interpreted without considering other signs that are displayed at the same time and circumstances under which it is happening. One and the same gesture could mean different things at different times. For example, if you meet person waiting on the bus stop on the cold winter day and standing with his arms tightly folded across his chest, it doesn't mean that he is feeling negative about you or defensive.

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