**WORK CARD 4**

INTERPERSONAL COMMUNICATION

READING BODY LANGUAGE

Notes for the trainer:

1. Select 5 participants of the training. Everyone is to play the role of a trainer conducting the training in the field of:

1 / Cocktail decorating,

2 / basics of mixology,

3 / product knowledge about alcohol,

4 / barrister training,

5 / sommelier training.

The listeners should choose any keyword from the training or its fragment related to the subject and present it, additionally doing the tasks they will get. Listeners should have a few minutes to prepare.

**TASK 1 – Body position and movement**

2. Give each of the selected five participants a card with a command:

* Sit or stand in a curled, inclined position, cross your legs.
* Stand over someone, you can get very close, even when he steps back.
* Sit back, do not move around or walk around freely.
* Walk around shuffling your feet or walk very loudly.
* Be overly mobile - move , rock the chair, gesticulate.

The other participants express their opinions - what would they think if the trainer behaved like that.

**TASK 2 – Face.**

3. Similarly give each of the 5 participates a card with a command:

* Your face is naturally smiling and cheerful, also a smile in your eyes. Keep eye contact.
* You are smiling, but artificially, your eyes are still.
* Look only at the work of the participants and not at them, speak monotonously, be preoccupied with something else.
* Look at the participants obtrusively, penetrate their eyes.
* Your face is naturally smiling and cheerful, but you do not keep eye contact with the participants, you look above or to the side, or you look away.

The other participants express their opinions - what would they think if the trainer behaved like that.

**TASK 3 – Shoulders, arms and hands.**

4. Again, give each of the 5 participants a card with a command:

* Speaking and possibly walking, wave your hands about.
* Speaking in a sitting position, drum your fingers on the desk/table, and often touch your face or hair.
* Gesture only when you emphasise an important part of the expression, leave your hands open.
* When speaking, keep your hands stiff, clenched or crossed.
* When speaking, twist your fingers, clench, twist.

The other participants express their opinions - what would they think if the trainer behaved like that.

5. Ask one of the selected people to show again all the elements of the body language that the other participants considered to be right.