

Physical Awareness

Creating an impact

The research done by Albert Mehrabian shows that one-to-one communication meaning is conveyed as follows:

- 7% Verbal - the Words only
- 38% Music - voice intonation, stress, tone
- 55% Dance - Non-verbal body language

Thus a lot of what we call impact is based on how we use the body and voice when communicating.

Centring

Your body has a natural centre which is about three inches below the navel. When your energy and attention rest in this centre you look and feel confident and ready for action. In stressful situations the energy and attention tend to rise to the top of the chest. This will make you look and feel less confident and may cause the voice to be higher and lighter. Always remember to centre down before speaking or whenever you feel yourself getting stressed.

Grounding

Grounding helps you to centre. When standing let the ground support you. Let your weight drop into your feet. Keep the ankle, knee and hip joints soft.

When sitting let the chair support you. Let your weight drop into your buttocks and feet. Keep the ankle, knee and hip joints soft.

Posture

Your posture, the way you stand, sit and move, says a lot about you. If you are sitting or standing tall and alert, you will be more alert and so will make a more positive and confident impression.

Slumped posture makes you look diffident and lacking in confidence. It can also make you look disinterested. If you push your chest forward and lift your chin, you will look arrogant or aggressive. So keep long and wide.

Breathing

Many people breath from the top of the lungs. In this case the lungs do not open fully and the person will run out of air quickly and have to breathe again - some times as a gasp. This sort of breathing is common when people are stressed, angry or off balance.

Breathing should be centred on the bottom of the lungs. This deep breath will give more air. By letting the breath drop down rather than breathing high in the chest, you will be more in control of your breath and more able to control your tension.

Focus on the idea of breathing from your belly as if your nose or mouth were there. Never force it. Never hold your breath. The more you breath out, the easier it is to breath in. Keep the spine long as you breathe out.

Eye contact

Rest your eyes on the other person rather than avoiding eye contact or staring. Think of connecting. Remember if you connect you leave no space for judgement.