

UNIDAD EDUCATIVA PARTICULAR JAVIER

BACHILLERATO EN CIENCIAS

MONOGRAPH:

“HOW COMMUNICATION INFLUENCES SOCIETY TODAY”

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I

Gratitude

I would like to thank God, my parents and my brothers for supporting me every day and guiding me on the right path. For having friends, I can trust and who help me if I have a problem. I would also like to thank my school for educating me and being my source of knowledge in order to be the exemplary student I am these days.

Summary

This monograph is about how body language influences today; nowadays is an extremely important tool. This will help us in many ways such as if you have a proper practice can be a big help in the moment of unfolding a conversation, or when you attend a job interview and even to find out what is the other person thinking or feeling in that moment. This will help us in making our life much easier and also to get rid of various doubts or also to understand what may be the cause of the problem and how to solve it through speech. For this it is also good to know the history it has, the way it arose from this art which has been evolving in an increasingly professional manner.

Apart from that you can see the best way to learn body language through the internet because it is the most efficient way to research, get some video practice or also the advices from people around the world. you can see some basic techniques for the development of this art, knowing only the fundamental steps to it.

It catalogs the parts of the body that are becoming more difficult to read for someone who is just beginning to learn body language, this could be a great support to understand where to start.

This art is also having a great demand because our way of seeing things changed drastically, so that you will start to know who you can trust or not. It is a great tool for communicators and coaches as well.

Introduction

This monograph was created to make people understand the importance of studying and the many uses of the body communication techniques in your school, at work or in an interview, in your house, etc. How this practice would help you in these days and why you need to study it. How this art was created, with which purpose and how it has evolved through the years. You would learn how to improve or learn how to use your body language using the new methods to make it easier, the difference between learn in a book or using a device. The way you would change your personality in the time that you would practice this art, and how you need to be careful with your emotions.

The present work is based on an investigation through the different texts and some books that make reference to the body communication. Which information was analyzed and then planted to give new methods or explain the true meaning or other things about body language.

In the first chapter we will talk about how the body language started and with which purpose, and how this technique has been improved in the pass of the years.

In the second chapter we are going to talk about how body language would help us at work to talk with your partners or to have a speech in public. How to talk in an interview or in an important meeting. And the way it is going to help you to have confident, talking to strange people, through the way you walk or act in public.

The third chapter is based on ways to learn the art of body language. We would find so many ways to improve the techniques and which are more efficient using a book, searching in your computer for videos and some data or search for a tutor that can help you with some lessons to improve much more.

The fourth chapter is based on the way your attitude can change because the body language forces you to change the way you see the things, and the way you act in front of people.

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Chapter I

Body communication

1. The Origin

The body communication or body language has been used over the years because when you study this art you can know what the other person is thinking of or how is that person, know how are their feelings, if that person is lying, or to get a chance to know a little bit more of his (her) personality. The body language is a powerful tool that you can use for good or bad. In the beginnings, the scientists and anthropologists had the purpose of figuring out why humans use some kind of gestures and what was their meaning. So you can't say that someone created the art of the body language because you were born with that kind of sense to know what the other person is trying to say to you with their expressions using their eyes, mouth, the position of the arms, etc. Dawkins, R. (1976) *"Selfish gene"*, Oxford University Press. "The use of body language goes back to prehistory and indeed pre-language times. After all, when we didn't know how to communicate verbally, all we had was to communicate with non-verbal signals."

You can ask yourself if the body language will extinct and the answer is no because is something that you must or will always use. In daily life you will see some situations where you might need to use the sense of seeing to understand what a person is trying to communicate through body language.

In the book "The Expression of the Emotions in Man and Animals" published in 1872 wrote "But the simple fact that the anthropoid apes possess the same facial muscles as we do, 13 renders it very improbable that these muscles in our case serve exclusively for expression; for no one, I presume, would be inclined to admit that monkeys have been endowed with special

muscles solely for exhibiting their hideous” grimaces. Distinct uses, independently of expression, can indeed be assigned with much probability for almost all the facial muscles.

Charles Darwin (1897 p16)

With this phrase that Charles Darwin said we can analyze that the animals have the same sense of know the emotion and feeling only reading their body language between their same species or other animals.

In conclusion the body language has been around for millions of years but the human is the first specie to understand its importance, to study it and to use the benefits that you can have by trying the body language in a common day.

1.1 Given uses

The given use to this new art is to know how a person is feeling, then they discover that animals have body language too and the start to investigate how there is a similar thing between a human and animal. But over the years a new method was born and is studying the body language, using it to know exactly if a person is lying to you, to know more deeply how a person is feeling and what you should do in each situation. But in the present the body language has become a tool that if you know how to use well you will be able to improve your life in so many aspects. But how this person shares their information and make it better for the past of the years, this answer can be truly sure cause there is no evidence but between the books or the students that share this information to others to make the art of the body communication don't be something extinct. “Body Language learn more about specific types of nonverbal communication and in particular those relating to body

movement including body language posture and proximity body language guide and examples how to read body language gestures and signs” Pease, A., McIntosh, J., y Cullen, P. (1981)

1.1.1 Its advances

Through history we can appreciate how this art has advanced over the years and the way it has become more important to know about this, but at the same time it has become incredibly unnoticed. But why it’s disappearing? That’s a question we can resolve easily because in this years, the persons don’t have the same interest to start to know new things and the persons that like to learn new things they think that the body language is boring and there is not important to study it. In this years the mechanics to learn this art become more professional and complicate.

“Human communication, verbal and especially nonverbal, is based upon lower and earlier primate development as well as on extensive culturally learned behavior. Kinesthetic study can discover behaviors which maintain and disrupt social orders of all types--governmental, economic, familial, and personal. Communicational behavior exerts controls and limits on human freedom, especially as practiced by all kinds of institutions and in politics. The science of body communication must politicize itself so that it can help relieve mankind of the "double binding" process of neurotic and psychotic states of mind.” Scheflen, A. E. (1972)

In the past and in the present the teachers don’t teach the importance and how to use the art of the body language but that’s wrong cause if the new generations study this art, the new generation would have a better sense of speech and more confident when they go to the university or to find a job.

“Effective communication occurs with non-verbal and verbal tools. In this study the body language as non-verbal communication tool is taken to be examined, and teachers' opinions about the use and importance of body language in education are surveyed. Eight open-ended questions are asked to 100 teachers. As a result, it is shown that teachers realize the importance of body language in education, and that they feel the lack of not having body language training in the university, especially in the early years of their career.” Benzer, Ahmets (p467-473. 7p)

Chapter II

The importance of the present

2.1 Their help in the daily life

In daily life we can see that is important to study the art of body language because you have more chance to get a job, be a careful person, stand out in a conversation and know when is a good signal to join in a conversation or not. In the present there are too many moments when you need to know what to do or you would fail because you think other things, that's why you need to practice this art of communication.

Julie-Ann Amos (2017) “It affects your interactions with other people your observations of other people, and even your interactions and observations with yourself.”

“It has been seen that many people try to improve their body language without knowing exactly what it is all about. If you are also planning to work on this aspect of your personality then you should have some detailed knowledge about the same. Here you can begin learning about this non-verbal communication method by knowing what all things are included under it. Mostly people think that it is confined to body posture only but this is not true. It is much wider concept and includes various things like movement of eyes, facial expressions, gestures and a few more.”

2.1.1 At work

In these days you just don't need time and resources to find and get a job, you also have to develop a good body language that can be able to help you in order to make things easier when you are having an interview for a new job. Your partners can have problems and you can't speak to them like a regular day or they have bad intentions at the moment to do some job, the body language is the key to know what to do in that kind of situation and read their body to decide what are the problems of your partners.

“Body language may be the determining factor in a job interview. If the applicant's body language conveys that he is at ease with the subject matter and conveys confidence, he has a higher probability of getting the job, especially in this tough job market. We talked earlier about the fact that some body language is interpreted as being uncomfortable and out of control.

These are some of the same traits that make a job applicant appear less than confident and comfortable as well.” JoJo Tabares (2018)

2.2.1.1 In a work interview

If you want to work you need to first pass the job interview, and there’s no better way to pass it than if you use the body language. All your gestures need to be perfect if you want to have a nice presentation to the person you would talk in the interview. “Appearance counts during interviews not only [how you dress](#), but also how you carry yourself. Even if your responses to questions are flawless, the wrong body language can send the wrong signal and sour how you're perceived.” [Madeleine Burry](#) (2018)

In this days is more difficult to get a job so that’s why you need to practice how to use your posture, your hands, the type eye contact you need to do. But if you practice you would get a nice result and you would have any fear at the moment to talk to a person. Nikoletta Bika We’re all naturally able to pick up on nonverbal cues. Though often useful, nonverbal cues can be misleading. People behave and express themselves as a response to specific situations, especially stressful ones like job interviews. They don’t necessarily act the same way all the time.

“Kinesics, the study of how body language and non-verbal movement functions as a powerful form of communication, has widely established that certain gestures, habits, or postures can sabotage professional interactions like job interviews and actually undercut the substance being discussed. To put it another way your ideas, experience, and academic achievements may be stellar on paper, but if your non-verbal cues are sending negative signals to a

potential employer, you're very likely not going to get the position. Body language is just that [powerful](#)." Briana Casali (2018)

2.1.2 In society

In society, body language is essential to express, demonstrate, identify and study the body's semiotic. This means studying the different sign systems that allow communication between different persons and their production, function and reception methods.

"If you have a conversation with someone who is seated but you remain standing, you have the dominant position and can use it to influence the outcome of the conversation. Or, if you are disciplining a child you may use your height to lean over the child, gesture with your hands, lean in very close, or move your entire body close enough to get the child to lean or step back." Julie-Ann Amos (2012)

The human body speaks for itself through its different sensations and perceptions. It manifests an inner language creating an articulated exposition of its limbs expressing its own form of communication. The body contains characteristics and special qualities like its particular image, which is unique and gifted with colors, textures, tastes and sounds that allow the body to share space and time with all the actors of the social interaction. From a semiotic perspective, we can consider that the body does not only speak for itself and its natural characteristics, it also expresses through a non-verbal language that has its representation using accessories, tattoos, perfumes, decoration, paints, dresses, etc. The semiotics that they fulfill manifests itself through the different meanings present between signs and the body in the same way that signs relate to those who perceive them.

Chapter III

How to learn the body communication in these days

3.1 Which way is better to practice

In this days it's easier to find information about the topics but the most people don't use this tools in the useful way it could be. In the past the way we search information it's impossible compared like how we do it now so we need to take this advantage to learn the most we can.

3.1.1 Using book

If you want to learn body language using books could sound like a great idea but it's not like it sounds. There are too many books about this subject and it's hard to find a book and more difficult to see one of this books in a store. But if you want to learn body language and you actually have the book it's not a bad idea to read it because it could find some tips or information that you can only find on the book.

3.1.2 Using a computer

Using a computer is more recommend because if you want to investigate or learn body language you could see to many videos or information about it. Using a computer or your cellphone you can practice in every moment because you can carry your cellphone with any problem to other places. The computer gives us the power to use the Internet which allows us to search for video and / or some text which explains more clearly the body language and thus we would have a greater facility in learning with more information than we can find in a book, however the information we find on the Internet is not always valid and may be wrong which leads us to search on several pages the answer

3.1.3With tutors

Using a tutor would make the things easier for learning the art of body language and you would get result to much easier and you would learn some things that only with a tutor you can know. Contacting with a tutor would be a harder thing to do because there aren't to much tutors that teach this subject. Other problem with a tutor is that you need to pay every moth or the days he teach and you been forced to have a schedule. This method is the more efficient if you want to learn it faster and with very good results.

Although the moment we put in a tutor we are willing to learn every day or as per this schedule. Having a trainer to teach us will help us because we need a person to practice body language with and use the tutor as a way of practice which will help you if you make a mistake when reading body parts.

Teaching some techniques:

If you want to know some techniques about body language you need to learn this steps:

1 Order: you need to start knowing every part of the body starting from the feet to the face.

2 Feet: in the feet you need to start knowing the posture, Geoffrey Beattie 2009 "People can mask smiles, or mask what they are doing with their eyes, but feet are actually a bit easier to read because people don't know what they are doing with them."

"In any situation where we are involved with some other person or a group, be it a standing or seated position, the direction in which our lead foot points, reveals the direction in which we want to go. The direction in which a person's foot points reveals the actual direction in which the person wants to go, even if they're engaged in conversation with other people. For instance, if you see a person talking to someone but their foot is pointing towards you, it means they are interested in you and want to approach you."

[CITATION Hannd \l 12298]

3 hands:

This gesture is one of the most important for you, if you know how to use the gestures necessary you would be a great person in front of persons because you would be more expressive with your hands. The moment we learn to use hand gestures we can be better at expressing ourselves and at the same time know what the other person next to you may be feeling. Every little detail developed with the hands must be paid attention to, this being one of the reasons why it would be a little difficult to learn this part of the body completely.

4 Eyes:

This is the most difficult part of the body of all due to the precision and speed with which you have to read these gestures... Reading the eyes is completely another field this is because the person, both the direction of the eyes, dilation of the pupil or times when blinking is the key to know how the eye works and how to read it.

“When people narrow their eyes, it usually means they are unhappy, disgusted or generally turned off by someone or something. When people are upset at someone, they will usually glare at the person. Glaring is an intimidation approach typically used by many animals as well. When people are unable to stay focused and keep eye contact with the person they are speaking to, it usually means they are not paying attention. When people blink often, it can mean they have something to hide.”[CITATION Mar10 \l 12298]

Chapter IV

Beware with using it

4.1 How this can change you?

One thing we always have to keep in mind is that the more we practice reading body language on the same side, the more we will be affected. At first it will be normal but a period of time we will begin to have doubts about everything they tell us and we can become a person who does not share trust with others. This can be very harmful to us because the way we act will have a radical change. That's why we have to not be obsessed with body language, being a way to control it is always possible to try to use it only when it is something extremely important.

But in turn, body language can change us in a good way by making us see ourselves. Thus correcting several errors that we have in our way of looking, being the change of posture, the way to stand, how to use your hands when speaking, among others. Also how we improve our way of looking apart teaches us the bad areas that we have become accustomed to use.

“You need to be conscious of your [body language](#). It's advice you've heard time and time again. But, in most cases, you're warned that your nonverbal cues could be making you look [unconfident](#). Shuffling feet, slouching, and small gestures--they're all evidence of a lack of self-assuredness that you do your best to avoid. But what about the exact opposite? Are there any [body language habits](#) that could be making you look arrogant? Yes, there definitely are certain movements and mannerisms that can

make you look cocky and big-headed. Avoid these common ones, and you're sure to send the right message.” Kat Boogaard (2016)

4.2 Personality

here are some points to improve the personality;

Smile: You have to show yourself that things are relaxed and in control, thus giving the people you are talking to your confidence.

Hands: the hands are the best weapon to attract attention, using them properly in a calm and demonstrative way and at the same time you will see great results.

Voice: The voice is vital at the moment of making some presentation, this is because it is the greatest form of communication that we humans have. It is important to have a clear and high tone.

“You might not have analyzed how the position in which you sit or stand speaks to your personality, but there are some generic styles of body language that do in fact shed light on how someone sees her or himself. Take the way you hold your legs when sitting, for example. For men, sitting with one leg crossed over the other can demonstrate a closed, tense, or formal personality or situation; meanwhile, sitting with one leg crossed over the other but in a more open stance can show confidence and even an argumentative nature. Additionally, a "man leg spread" often points towards a dominant personality of someone who likes to be in charge.” Kathryn DeMuth Sullivan (2017)

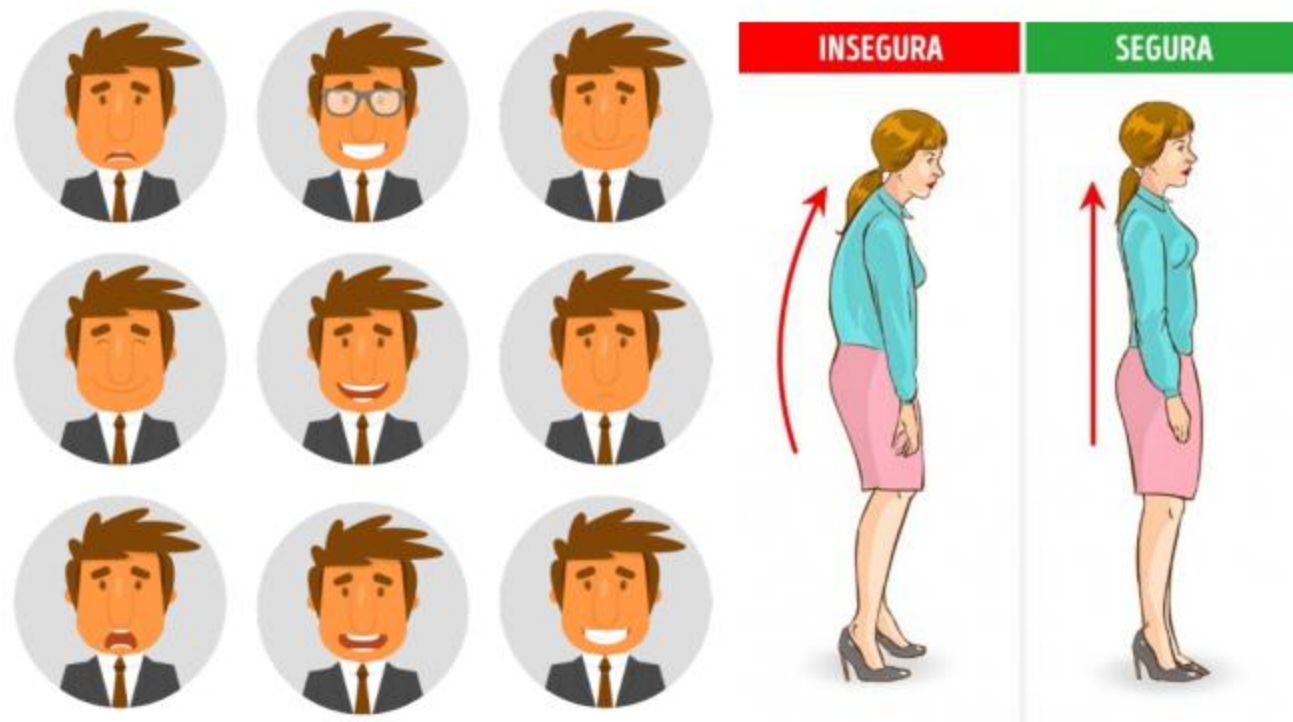
CONCLUSIONS

In conclusion, body language has always existed as a method of knowing how those around us feel and what actions can or could be triggering. Although with the passing of the years to be evolving to become what is now a method with which in a more technical way you can know more safely how you feel, if you are lying, your true intentions, etc..

We also know in what ways body language can help us today. This being a great help in seeing the world in a better way in which you can understand everything that happens in a much easier way. Having a greater focus on performance in a job interview, when trying to join in a conversation, when there is a confrontation. Of course, all this is also possible if practiced properly, but thanks to the fact that we are currently with methods that simplify things we can study and learn more about body language, the best method of learning is the computer or any other device that gives us access to the Internet, this is because of the infinite amount of information we can provide and everything in a faster way. But bearing in mind that reading a book gives us very valuable information that can only contain that book, or hiring a tutor who may be difficult to get one but will facilitate us to learn being the tutor a great person with whom you can practice. Being in front of society we will know what role we must take to lead the conversation and how we must act in front of all people or if we want to begin to observe carefully what they may be wanting or feeling with respect to the conversation that is taking place at that time.

We understand how each part of the human body is easier to read than other parts, being the base the feet the easiest, following the torso, the arms and so on until we reach the eyes that would be the most difficult to understand. Each part of the body has a different explanation of how it should be analyzed when we want to learn how to identify that part of the body.

Images:



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