

Body Language: Key to Professional Success
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Lecture - 15
Movements of Feet & Legs

Welcome dear participants, in the prior modules we have looked at the interpretations of our hands and fingers. In the current module we would look at the interpretations which are communicated by our feet and by the positioning of legs in our formal communication with others. The interpretations of various aspects of our kinesics signals are rather generalized even though many of these perceptions have got a scientific backing down.

Researchers have told us that our legs and feet are more honest in communication in comparison to other body parts of us. This finding was first of all put forward by Paul Ekman and William Friesen, who suggested that when a person dies, then it is normally revealed by the lower part of his body and the lower part of the liers body communicates more signals in comparison to the upper body portions.

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Legs & Feet Movements

- Interpretations of NVCs are generalized. But carry potential meanings. Legs/feet are more honest in their talk
- In their research on deceptive behaviors, Paul Ekman and William Friesen found that it is the lower part of the body which transmits more signals if a person is lying. Supported by recent research, eg., Stalter
 - Our facial expressions and also hands, are better controlled in comparison to our feet and legs
 - People are less guarded about their leg positions during a conversation: as often they are not visible, or audience pays more attention to the upper portion
 - The freeze or run instinct is at the heart of why our legs and feet reflect our feelings. Our brains control our legs in the near-instantaneous reactions of freeze, flight, or fight



(Image:
http://www.howtogetyourway.com/body_language/legs_and_feet_body_language.html)



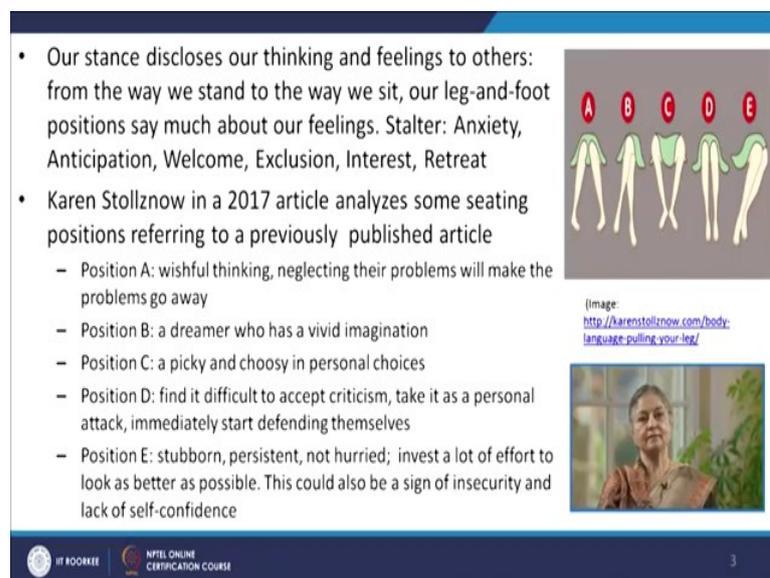
This idea first of all was put forward by Paul Ekman and William Friesen who suggested that if a person is lying, then the maximum kinetic signals are received from the legs and feet; in comparison to other body parts which are in the upper portion of the body. This

finding was later on supported by various other researchers and particularly I would like to quote the findings by Stalter.

Stalter has commented that in comparison to our legs and feet, our facial expressions as well as our hands and even our fingers have a better and more conscious control. Partially it is there because during most of our interactions people tend to focus on our face and sometimes on our hands; our brain transmits a signals of freezing or running these instincts are visible in our legs.

For example, if you are following a person only rather treacherous path; then if the other person who is walking in front of us stumbles or he stops we would immediately stop without consciously thinking about the reason behind it. So, these instinctive signals are communicated with a help of our legs and the positioning of the feet. In professional situations also in dyadic and in interpersonal situations we find that these perceptions are dominantly present and shared by cross cultural situations.

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• Our stance discloses our thinking and feelings to others: from the way we stand to the way we sit, our leg-and-foot positions say much about our feelings. Stalter: Anxiety, Anticipation, Welcome, Exclusion, Interest, Retreat

• Karen Stollznow in a 2017 article analyzes some seating positions referring to a previously published article

- Position A: wishful thinking, neglecting their problems will make the problems go away
- Position B: a dreamer who has a vivid imagination
- Position C: a picky and choosy in personal choices
- Position D: find it difficult to accept criticism, take it as a personal attack, immediately start defending themselves
- Position E: stubborn, persistent, not hurried; invest a lot of effort to look as better as possible. This could also be a sign of insecurity and lack of self-confidence

(Image: <http://karenstollznow.com/body-language-pulling-your-leg/>)

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As our facial expressions reveal our feelings; our legs and position of the feet also communicates our feelings. And Stalter has pointed out that certain feelings and emotional attitudes are better communicated with the help of our positioning of legs and feet. And the list includes anxiety, anticipation, welcome, exclusion, interest as well as retreat. I would like to refer to a very interesting article by Karen Stollznow. In this 2017

article she has analyzed six different leg positions which were sent to her by a reader. We find that the analysis is pretty interesting and also very close to our common perceptions.

The person who has opted for the position named as A, suggest an attitude or visual thinking, the person would prefer that these problems can be washed away. The second person with the position B is rather a dreamer who happens to have a vivid imagination. The person who has opted for the third position C is rather picky and choosy in terms of personal choices; for example, the type of shoes, the type of clothes, the perfumes one wears etcetera the person would be rather choosy about it.

The person who is opted for the fourth position named as D would find it difficult to accept criticism in an open and constructive manner. Normally, we find that people who opt for this sitting posture jump to their defense immediately instead of listening to the criticism and are always in a hurry either to defend their actions or to try to wriggle out of that position by changing the conversation patterns.

The person who has opted for the E position comes across as a person who is very stubborn and persistent and at the same time is not hurried. He or she would be a person who has invested a lot of time in self improvement; in looking as better as possible in performing as better as possible, performing in as better a way as possible. And therefore, the person is not a hurried person the person would wait and put in a lot of effort.

However, at the same time if it is supported by the rest of the clustering of our kinesics postures it can also indicate a certain sense of insecurity and lack of self confidence.

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Legs While Sitting (Open & Closed)

- Usually legs are arranged so that one feels comfortable, does not violate social norms. However, the posture also conveys certain messages which are more likely to be motivated by unconscious feelings and desires
- Even if the people are not always aware of the messages they are sending through their sitting postures, other people are not impervious to these (Lewis pp. 168-169)
 - Openness: Sitting with slightly open legs is a relaxed position, showing the person is comfortable. One or both legs may be flopped down sideways as far as they can go
 - Closed and Reticent Attitude: When sitting, the knees/ankles may be held gently or tightly together, depending on the anxiety level
 - Crossed, Pointing, Moving, leg touch etc.



Image:
<https://www.verywellmind.com/understand-body-language-and-facial-expressions-41472280>



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Even though we understand that while we sit; then we normally are looking for a position which is comfortable to us and at the same time we are conscious not to violate the social and cultural norms.

However, the sitting positions also communicates certain messages which are likely to be motivated by our unconscious desires and perceptions. We can for instance look at the open and close sitting situations. A person who is sitting with open legs normally comes across as a person who is opted for a relaxed position and is comfortable in a given situation. On the other hand a person who has opted for a cross leg position comes across as a closed and reticent person.

At the same time, the tension which is exhibited through the positioning of the knees etcetera also discloses a lot about the anxiety level a person might be feeling. Often it may happen that when we opt for a particular posture, we ourselves may not be aware of transmitting these messages, but the other person who is looking at us is not impervious to these subtle suggestions.

details. And therefore, it is advisable to relax the atmosphere so that the people can uncross the body postures and be more receptive in their attitudes.

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Foot Lock / The Ankle Lock

- Normally a defensive position if tension is perceptible
 - Allan Pease writes, that over three decades of interviewing and selling to people, it has been noted that when an interviewee locks his ankles, he is mentally 'biting his lip'
- Tension in the lock shows that one is holding back a negative emotion, uncertainty or fear
- If feet are withdrawn under the chair, it shows that the person also has a withdrawn attitude
- Observations of Human resources professionals have found that most interviewees lock their ankles at some point during an interview, indicating that they were holding back an emotion or attitude (Pease pp.222-223)



Figure 208 Physical Language of the Ankle Lock

(Image: <https://www.magicalapparatus.com/body-language-2/the-anklelock-gesture.html>)



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In addition to suggesting a relaxed position, as well as a position which suggests tension, the normal interpretation of the foot lock or the ankle lock is that the person displays a defensive attitude.

It has been supported by Allan Pease also who has commented that, in his more than three decades of interviewing and selling to people, it has been noted that when an interviewee locks his ankle he is mentally biting his lips. Researchers tell us almost in a conclusive fashion that it is the tension in the lock which suggests whether a person is relatively relaxed or is holding back a negative emotion.

The negative emotion may not necessarily be anger or a strong dislike towards others; it may also be a mild feeling of uncertainty or nervousness or a normal situation of apprehension and fear which people normally face at the time of interviews etcetera.

However, if the feet are also withdrawn under the chair; it suggests that the person has a withdrawn attitude. Most of us tend to unconsciously lock our ankles and feet whenever we are interacting with a person who is either senior to us or we find ourselves in a situation when we feel that we have to be rather on the defensive attitude.

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The Ankle Lock

- The male version of the Ankle Lock is often combined with clenched fists resting on the knees, often with hands tightly gripping knees or arms of the chair
- The female version varies slightly: knees are held together, feet may be to one side and hands rest side by side or one on top of the other resting on the upper leg's side or one on top of the other resting on the upper legs (Pease p.222)



Image: http://westsidetoastmasters.com/resources/book_of_body_language/chap10.html

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In the ankle lock, we also find certain gender differences. Amongst men we find that the ankle lock is often combined with clenched fists; which are resting on the knees. And often the hands are tightly gripping either the knees or arms of the chair; depending on the tension which a person is feeling in a given situation.

On the other hand, we find that the women normally opt for slightly different posture even though their ankles are locked, they come across as more restful, more formal; however, the communication of the ankle lock are similar despite these gender differences of opting for certain postures.

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- The European Leg Cross: One leg is crossed neatly over the other, with dominant leg crossing over the other
- This is the normal crossed-leg position seen in the work place. Often seen with a leaning back posture
- Indicates an in-control person, with a desire to come across as cultured, intellectual and inoffensive



Image: http://www.istockphoto.com/resources/stock_of_people_image119421.html



Image: http://www.istockphoto.com/resources/stock_of_people_image119421.html

Numerical 4: argumentative or competitive attitude, opinionated.

- Lack of respect for the opinions of others.
- Also suggests stubbornness and disinterest in interaction



Image: http://www.istockphoto.com/resources/stock_of_people_image119421.html

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In this slide we would look at two postures which are also same in the workplace. The first is known as the **European leg cross**, in which we find that the person is sitting comfortably, drapping one leg over the other; it is always the dominant leg which crosses over the other.

Normally people opt for a relax position, a leaned back posture which indicates that the person is in control, has a positive association with the place. And at the same time is rather culture and wants to come across as an intellectual person, in general wants to indicate that the person is in offensive. In comparison to that the next posture which is known as a **numerical 4** posture suggests that the person is argumentative and opinionated.

This person has a certain lack of respect for the opinions of other people, also has certain stubbornness and would not be open to the suggestions of other people. And would persistently hold his or her own opinion despite having same and certain shortcomings in it. Numerical 4 is normally the posture which people are advised to avoid during formal situations.

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- Figure Four Leg Clamp: A variation of Numerical 4. Both hands are clamped on the leg, one leg resting horizontally over the knee of the other leg, leaning back slightly
- Tough-minded, stubborn, yet relaxed in a given context, wants to stay that way for a while
- In the above client example, when you try a different approach of selling your product, the person might try to clamp his/her

unconvinced and unimpressed attitude

This is a red signal and means one should immediately stop convincing, before the NO is verbalized



Image: http://westsidecoaches.com/resources/book_of_body_language/hap10.html

Image: <http://www.bodylanguageproject.com/dictionary/bodylanguage/dictionary/1/bodyfigure-fourig-leaf-position-full-body-steeple-fear-flirtation-foam.html>

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In this slide, we can look at two photographs which are the variations of numerical 4 posture and they are also relatively common particularly in semi formal dialogues; even at the workplace. In this figure four leg clamp situations, we find that both hands are clamped on the leg and one leg is resting horizontally over the other.

This person comes across as a stubborn and tough minded person; a person who is not in a mood to negotiate yet in the given situation feels strangely relaxed and wants to stay in this situation for a little while. Since the clamping of the leg with our hands suggest that we want to stay in this position for certain time. Most of the dialogue is not going to serve much purpose during any sales related presentations or in any interaction, if the person has opted for this type of an attitude most of what we are going to say would further encourage the person to clamp his or her attitude in a force full manner and the no would soon be verbalized.

And therefore, it becomes important to think of his certain other strategy to think for certain type of a diversion so that this clamped position can be undone and the person can be relaxed in body language. And very soon we may feel that the relaxed body posture would also be sending certain signals to the brain and a different approach can be taken up in this situation.

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The Leg Twine: This gesture is almost a trademark of shy and timid women, shows insecurity

- The top of one foot locks around the other leg to reinforce an insecure attitude

Parallel Legs: Feminine and positive, signify that the person is confident and attractive

- Youthful appearance is also displayed by it
- This is the position taught to women in department and modeling classes (Pease p. 226)

The person is stroking his leg while sitting

- Pacifying action
- Repeatedly done while one is tense

Image: Hamoh, p.116

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Certain other positions which we can take up is the **leg twine** and the **parallel legs**; as well as the connotations if a person is stroking his or her leg. The leg twine is normally opted by those women who are relatively shy; amongst men it is normally not same in the workplace. Parallel legs is something which is normally seen in women, but it is also same in men also.

The parallel leg position is normally related with a feminine posture, but nonetheless it can be found in men also. Amongst women it is considered to be a feminine and positive posture; this is a posture which women in the grooming classes are taught to opt for. It also suggest a certain level of confidence and attractiveness; however, in men it is normally associated with something effeminate.

During the dialogue if a person is a stroking his leg while sitting, it normally is considered to be a pacifying action. If it is repeatedly done; it showcases the tension of a person; however, in women it is often associated with a flirtatious gesture and it should be avoided.

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- The 'Maharaja' / 'Lincolnesque' Posture is confident and dominant : Sitting in a chair with both feet planted firmly on the floor and apart, with arms resting on the arms of the chair. Signifies an open attitude
- Two people seated facing each other in this manner will be agreeable to each other's ideas. There will hardly be any resistance (Lewis p.171)



Lincolnesque position

(Image: <https://www.slideshare.net/veera-balajikummar/body-language-ii>.)



The Stand By: Person leans forward while seated, one leg is pulled back and one hand rests on the thigh. The person has positive attitude and wants to move on. For example, "Where can I sign?" The position indicates that we are ready to go. Sales men should pay attention to this sign before they ask for a decision. If this gesture is accompanied by stroking the chin (decision-making), we are ready for the next step

(Source: "Somatics body language and social dynamics." somatics, somatics.com/en/)



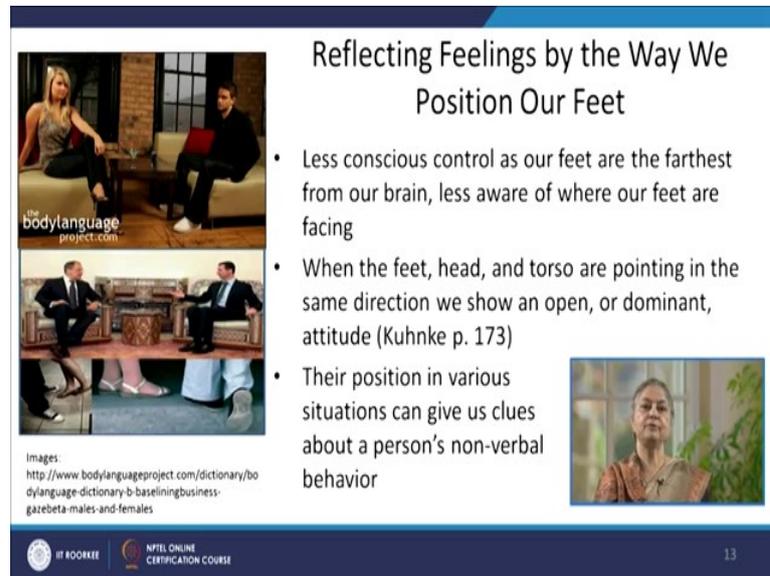
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The first is the maharaja posture or the Lincolnesque posture which suggest a confidence as well as a dominant nature. It is a confident way of sitting on a particular chair where arms are resting peacefully without any tension and feet are also planted firmly on the floor. If we find two people opting for the same position and facing each other the dialogue is confident and yet it moves in a positive direction.

The second posture is known as instant by posture; it is taken up by a person who has a positive attitude, has agreed to whatever is being discussed and wants to move on with it. This is the posture of a person who is willing to accept the proposal for example, where do I signed now to move on further. If this is also associated with a gesture of absentmindedly stroking the chin; then it is an indication that the person has agreed to the proposal and the sales can be pitched in.

the positive and negative connotations of posture helps us to avoid a negative communication with the help of our postures and at the same time decode the true intentions of the other person in a group interaction.

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Reflecting Feelings by the Way We Position Our Feet

- Less conscious control as our feet are the farthest from our brain, less aware of where our feet are facing
- When the feet, head, and torso are pointing in the same direction we show an open, or dominant, attitude (Kuhnke p. 173)
- Their position in various situations can give us clues about a person's non-verbal behavior

Images:
<http://www.bodylanguageproject.com/dictionary/bodylanguage-dictionary-b-baseliningbusiness-gazebeta-males-and-females>

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The way we position our feet also reflects our feelings towards other people to whom we happen to be talking to at the moment. If we hold an open and positive attitude towards other people, our feet, our head, and torso point to the same person in a single clue and this position gives us an understanding of the attitude of other people towards us and vice versa. On the other hand, if the instance is negative or there is certain diffidence in the attitude it is also perceptible because the feet and torso would be positioned in different directions; this idea is interestingly shown in the given video.

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Position of our feet reveal a lot about us

(Source: <https://www.youtube.com/watch?v=RQJFg0M24E&t=12s>)

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Position of our feet reveal a lot about us

(Source: <https://www.youtube.com/watch?v=RQJFg0M24E&t=12s>)

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Feet language; feet are those honest part of the person because we are not always aware of what our feet are doing. Ankles hooked around the chair legs shows the person is nervous or trying to control him or herself; I find myself doing this at dinner a lot. If a person has the heel of one foot on the ground with the toes pointed to the sky; he or she is happy or admiring themselves; this usually happens in a mirror. If a foot is tapping and there is no music; that means, the person is nervous or wants to go; go to restaurants much.

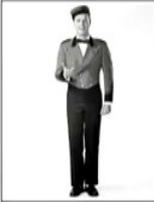
A person sitting with legs stretched out stooped in ankles crossed is feeling relaxed or confident. When a person has their legs crossed and foot shaking they are bored; bored there is no other way to describe it. If the feet get jiggly and do a little dance the person is happy or excited or both. If someone's body is turned towards you, but one or both feet are not the person does not want to be with you; one or both feet point at something the person is interested in. So, when their foot is pointed away from you; you might want to look where their foot is pointed because they are most likely it is in the general vicinity of what they are interested in or where they want to go.

If one foot starts twitching or kicking; it shows the person is unhappy, if the feet are set wide apart the person is feeling strong and sometimes also angry; roar! I am good never mind. People usually cross a leg towards someone they like or are comfortable with and it also works the opposite way; if you are sitting beside somebody that you are not comfortable with; it is pretty likely you are going to cross your leg away from them.

And then there is the issue where you are sitting between two people that you are comfortable with and you have to cross your leg away from one of them; that is awkward. But only awkward for you because they probably do not know what your body language is saying or maybe that is just me yeah it is probably just me. And finally, when two people are walking together and their steps are matched going right left, right left at the same time; they want to talk to each other and they are probably friends although that is not technically a rule, but they want to talk to each other.

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- **Parallel Stance: At Attention:** This is a formal position that shows a neutral attitude with no commitment to stay or go. Indicates hesitation and tentativeness, also a willing obedience
 - Schoolchildren use it when talking to a teacher, junior officers use it when talking to senior officers, people meeting royalty do it and employees use when talking to the boss (Pease p. 212)



Buttress stance: In the buttress stance we place most of our weight on a straight supporting leg, allowing the other leg to serve as a buttress. This non-weight bearing leg can be straight/bent. Whichever it is, the foot most likely points away from where the rest of the body is facing. Although people adopting this stance say they're just resting comfortably, this position signals that the person wants to get away (Kuhnke p. 170)



(http://westsidetomasters.com/resources/book_of_body_language/chap10.html)

Image: http://bodieslanguage.com/html/body_language_of_the_buttress_stance_or_foot_forward_leg_stance/

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The parallel stance or at attention is a formal position which shows a neutral attitude without any commitment; either to stay or to go. Normally, we come across this standing position in those people who are subordinate, who hold a security related position, amongst junior officers, young school children who are waiting to receive a direction from a senior person. It indicates a certain hesitation on the part of the person, the person has diffidence and cannot openly voice an opinion, but nonetheless it also communicates a willing and immediate obedience on the part of this person.

The buttress stance is slightly different; in this stand we place most of our weight on a straight supporting leg, allowing the other leg to serve as a buttress. People adopting this stand sometimes come across as comfortably standing people; however, it suggests that the person is not exactly interested in what is happening around him or her rather has a desire to move away on the first available opportunity.

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- **Both Feet on the Ground:** placing both feet on the ground with a “standard” gap between them is the most basic, normal position
 - Just like with hands-to-the-sides posture it serves as a neutral but powerful starting point
 - It is stable, focused and lacks any other nonverbal “noise”- so it is considered to be very effective for formal and focused conversation



The Foot Forward: we point our lead foot in the direction our mind would like to go and this stance looks as if the person is about to walk away



In a group situation, we point our lead foot at the most interesting/attractive person



Image: <https://www.memecarbooc.com/memecarbooc/fit-guide/>
Source: "Sitting Positions." Study, www.study-body-language.com/sitting-positions.html

Image: http://www.thedatascience.com/resources/book_of_body_language/chap10.htm

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Standing with both feet on the ground is a neutral yet powerful standing position. In this photograph we find that a person is standing over the standard gap between the legs which are firmly planted on the floor. This is a stable and focus position it does not show any belligerence it also does not showcase any nonverbal noise. And therefore, it is normally treated as a formal and focused position; the best one to initiate our interactions in any given professional situation.

In comparison to this, the foot forward position suggest that we are about to walk away and it is normally adopted by people towards the end of a rather long and tough tea. If it is opted in a group position, we tend to point our lead foot towards the most interesting person or the most attractive person in the group. It shows our leanings towards that individual in a group position; this is a stance which is also known as the bent blade stance is; obviously, a defensive a negative posture.

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- Fidgeting feet are a good indicator of someone's impatience threshold
 - The feet say they want to flee and so are forced to fidget until the time comes to walk or run
- While standing, one repeatedly taps a foot to indicate impatience
- While sitting with legs crossed, one may twitch the hanging foot up and down, or back and forth (Kuhnke p.174)
- Tapping with one's foot while standing or sitting symbolizes impatience; maybe dissatisfaction with what has been said
 - Most likely the person wants to do or say something. The other person should give him the opportunity to respond



[Image:
<http://www.explainoexpo.com/life-style-category/body-language-tricks-to-make-anyone-instantly-like-you-917-article>]



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Sometimes we also come across what is known as fidgeting feet; fidgeting feet are opposite of the relaxed feet position and they suggest the hurried attitude of a person to move away from this position, to leave the situation and flee.

While standing a person may repeatedly tap a foot to indicate this impatience. Similarly, while standing or sitting tapping with ones foot symbolizes impatience and at the same time it may also suggest a certain dissatisfaction with what is being said. Sometimes, it may also mean that the person who is tapping with his or her foot is interested in passing on a repartee or to add something to the dialogue and in this situation the person has to be given an opportunity to participate and speak.

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- **Teetering Feet:** to move/balance unsteadily; Swaying back and forth. Person demonstrates that he is bored or thinking of something else: would like to drop the issue/leave
- It is a negative sign for the interactant and he should try, as soon as possible, to start another interesting activity or subject for the person (Hanisch p. 117)
- **Teetering the feet while sitting down** with both or one feet up and down while the heels stay on the ground or one heel is lying on the other leg; suggests that the person is bashful and feels caught, a sign that would like to run away
 - This is very often the case if another person finds out the background of a question
 - Not a negative body movement because the person has basically a positive attitude towards the subject or the other person



Source and Image: Hanisch p.119, 120)



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A variation of the fidgeting foot in professional situation is known as teetering feet. Feet which are rather unsteadily balanced and the person is continually swing back and forth. This action demonstrates that the person is ill at ease and can communicate a cluster of negative things. For example, the person may be thinking of something else would like to drop the issue or move on or the person thinks that the speaker is not convincing enough. The teetering feet should not be taken up as necessarily a negative body posture because the person basically has a positive attitude towards a speaker, as well as towards a position.

The interactant must try to find out the reasons of the hurry, reasons why the feet are teetering, why the unsteadiness is there to find out more about the situation and resolve it in a satisfactory manner.

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Stomping Feet

- Stomping the feet is one universal sign for hostile attitude or frustration
- In the animal kingdom the bull stomps his hoof as he prepares to ride down his target
- In humans it simply shows that something is gone amiss, so we express that anger in a physical way
- Yet, it's a child-like gesture, so it's quite curious when it happens in adults - they either let their feelings overwhelm them or are very expressive



Image: <https://www.merriam-webster.com/words-at-play/stomp-vs-stomp>
(Source: "Interpreting Standing Leg Movements and Positions - Part 2.")



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A stomping feet suggests our hostility normally it is considered to be a childish behaviour and in adults; it is a reflection of an extreme anger or an extreme disappointment which should always be avoided.

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45-degree Open Position

- The 45-degree Open Position by the first two people: invites a third person to join in the conversation
- If a third person wants to join the two others who are standing in a Closed Position and already in a conversation, he'll be invited only when the other two angle their bodies to form the triangle
- If the third person is not accepted, the others will hold the Closed Position and turn only their heads towards him as a sign of recognition; and they will probably give tight-lipped smiles



(Image: <http://bodylanguageproject.com/nonverbal-dictionary/the-body-language-of-the-buttress-stance-or-foot-forward-leg-stance>)



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Let us look at what is known as 45 degree open position; in this open position we find that the behaviour of three people is to be viewed. If two people are already engaged in the dialogue and the third person wants to participate in it, the two people who are already in the dialogue have to move in such a position that the third person feels invited.

If the two people who had originally been in the dialogue continue with a closed attitude and do not open their position of the feet or legs even a small bit; the other person feels totally as an outsider and the participation becomes impossible in this position.

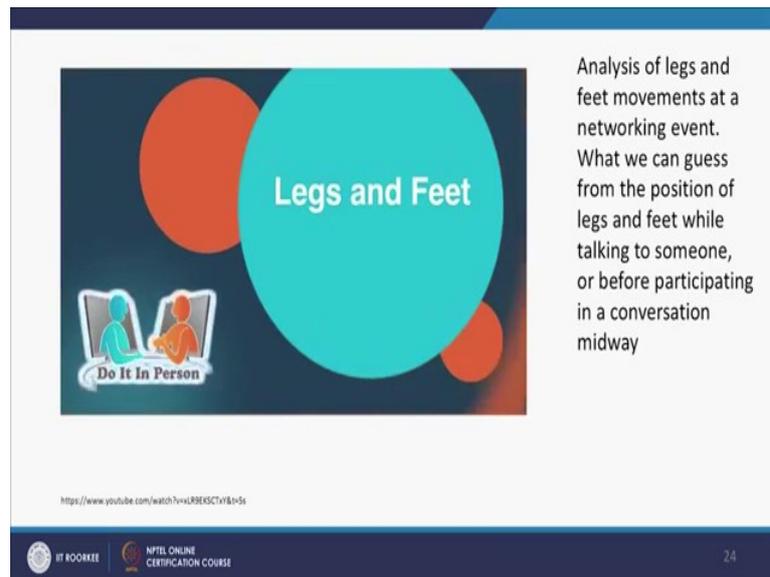
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The closed and open body positions indicate our desire to interact openly with other people. As we begin to feel more comfortable in a group or in a dyad and we get to know others, we move through a series of movements and then instead of opting for a defensive position with crossed arms and legs as displayed in the first photograph, we can gradually move to a more relaxed and open position as is shown in the second one.

If you look at the body signal gestures and postures in the first photograph, we find that they exhibit a sense of uncertainty towards each other. On the other hand, in the second photograph it is relatively an open acceptance of the other which is displayed through the gestures and postures.

(Refer Slide Time: 32:38)



The slide features a central video player with a dark background. The title 'Legs and Feet' is displayed in white text on a large cyan circle. Below the title, there is a small illustration of two people sitting at a table, with the text 'Do It In Person' underneath. To the right of the video player, there is a block of text. At the bottom of the slide, there are logos for 'IIT ROORKEE' and 'NPTEL ONLINE CERTIFICATION COURSE', along with the number '24'.

Analysis of legs and feet movements at a networking event. What we can guess from the position of legs and feet while talking to someone, or before participating in a conversation midway

<https://www.youtube.com/watch?v=U8E0CTv8nGs>

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In analysis of legs and feet movements has been done in this video during a net working event. We can guess from the position of legs and feet of their mental situations while they are talking to someone or before participation in a conversation midway.

Topic legs and feet, if you want to leg up on your competition pay attention to what is going on below the knees. It is a little known fact that the feet are two of the most expressive parts of our bodies; let us see what we can discover about what our feet and legs communicate.

This person may look engaged from the waist up, but in reality he is wishing he were heading in the direction of his feet; out the door, his feet are a dead giveaway. Let us take a look at these folks at a networking event which one do you think would rather be someplace else?

You got it, the one with his foot pointing to the door. Here it is pretty clear these two people really like each other because their legs and feet are pointing towards each other. The same holds true in a standing position; in fact, when you see two people engaged in a conversation like these two here; it would be wise not to try to interrupt, you may end up embarrassing yourself. But do not despair; if you want to join a conversation already

in progress there are two things you can do; first find a twosome or threesome that looks open to including another person, how can you tell they are open?

Anything (Refer Time: 34:16).

You got it, by the position of their legs and feet. The second way to increase your chance of being included in the conversation is to be a copycat. When people converse with people they like, they will mirror or copy the other person's body language. We mirror people to show them that we are like minded and therefore, safe to hang out with. So, a great way to fit into an ongoing conversation is to mirror the people already conversing; there is a good chance they will sense your kinship and open up to include you.

We are just talking about (Refer Time: 34:48).

Now, I hope you have enough information to go out and put your best foot forward.

(Refer Slide Time: 34:54)

• **The Knee Point (A):**

- Laying a foot on the other leg while the knee points towards the other person, while one leg stands on the ground and the other foot lies on top of the knee. Reminds us of Numerical 4 posture!

• This posture is generally of rejection. If the knee points in the direction of the other person it is a direct rejection of the other person or his statement

• **The Knee Point (B):**

- The sole of the foot faces in the direction of the other person, laying a foot on the other leg while the foot point towards the other person

• Also seen as negative and of rejection. In some cultures it is even seen as extremely insulting if the sole of the foot faces other people, may hamper flow of a onversation
(Source and Images: Hanisch p. 115)

The slide includes three images: Image A shows a person sitting with their right foot on their left knee, knee pointing towards the viewer. Image B shows a person sitting with their right foot on their left knee, sole of the foot facing the viewer. A photograph of a woman is shown at the bottom right of the slide content.

Let us look at the knee points and what exactly do they signify about our attitudes. In the knee point A and B which also remind us of the numerical 4 posture; we find that an attitude of rejecting the other person is shown. If the knee points in the direction of the other person, as it has been displayed in the first photograph A, it is a direct rejection of the other person or his statement. In B we find that it is the sole of the foot which is moved in the direction of the other person. In some cultures it is seen as an extremely

insulting one; in all cultures nonetheless it is a posture of rejection and it is considered to be a highly negative one.

It immediately stops, the open flow of conversation and is detrimental in any dialogue; it is the position of our toes which suggest a positivity or negativity of our attitude.

(Refer Slide Time: 36:00)

The slide contains the following text and images:

- Toes pointing upward suggest that the person is in a good mood or is thinking or hearing something positive
 - For instance, if a teacher announces a camping trip to the class, the especially excited students will point their toes upward
- If a person is pointing toes upward while talking on the phone, we can think it is a good tiding or an enjoyable conversation. This may also be confirmed by their frequent smile during the conversation (Parvez)

Toes pointing upward: The image shows a person in a suit with their right foot pointed upwards. A caption below reads "Signals a good mood". Source: <http://casnocha.com/2009/04/what-we-say-without-words.html>

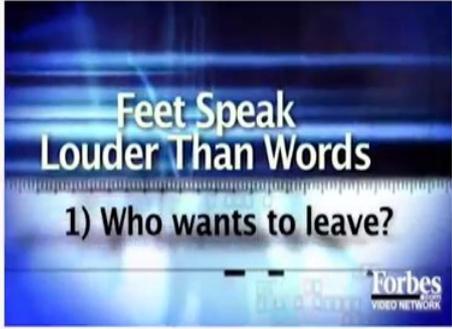
Pigeon toes: The image shows a person's feet from behind, with the toes pointing inward. A caption reads: "Pigeon toes: Toes pointed inwards. Show meekness signally willingness to be led by more dominant individuals. Pigeon toes makes the body appear smaller forcing it into a less threatening Profile, Anatomically 'tibial torsion'". Source: <http://bodylanguageproject.com/> (captioned as "the only book on body language that everybody needs to read!")

Footer: IIT ROORKEE, NPTEL ONLINE CERTIFICATION COURSE, 26

Toes pointing upwards suggest that the person is in a good mood or is likely to hear something which is positive. For example, if a picnic is to be announced in a class the most enthusiastic students would immediately move their toes upward. If we happen to look at a person who is talking on a phone and then the toes are pointing upward, we can almost be sure that it is a good news or an enjoyable conversation at least.

In contrast the pigeon toes when the toes are pointing inward shows a certain meekness and it signals our willingness to be led by the other dominant partner during our dialogues. Pigeon toes make the body appear smaller forcing it into a less threatening profile. It also shows our submissiveness and our meekness and our willingness to be dominated by other people. It also happens to be one of those gestures which are used as stock expressions of emotions in movies.

(Refer Slide Time: 37:12)



Body language expert Carol Kinsey Goman analyses what one's feet tell in different situations. Another recommended video can be accessed at <https://www.youtube.com/watch?v=QRF2n5RRirQ>

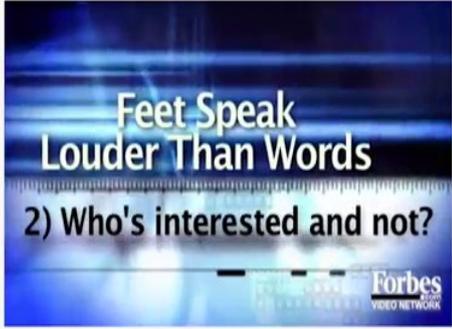
(Source: <https://www.youtube.com/watch?v=kXXv7HegTKs>)

IT ROOKIE | NPTEL ONLINE CERTIFICATION COURSE | 27

In this video, we can see that the body language expert carol Kinsey Goman is analyzed what one's feet tell in different situation.

Control their body language; they focus mostly on their facial expressions and hand and arm gestures. And since the legs and feet go off and unrehearsed, it is also where the truth is almost always found. Let me give you a couple of examples; if for instance you are talking to a co worker; whose upper body is faced toward you, but whose feet and legs have turned an angle toward the door; realize that conversation is over her feet are telling you she wants to leave.

(Refer Slide Time: 37:50)



Body language expert Carol Kinsey Goman analyses what one's feet tell in different situations
Another recommended video can be accessed at <https://www.youtube.com/watch?v=QRF2n5RRirQ>

(Source: <https://www.youtube.com/watch?v=kXXu7HEg8Tk>)

IT ROOKIE | NPTEL ONLINE CERTIFICATION COURSE 27

Foot positions are revealing even if someone is seated in their legs are crossed. For instance if I am sitting next to you and you are over here my leg is crossed with my toe pointed toward you that is a signal that I am interested in engaged in what you are saying. But if you notice that I cross my legs so that my top toe is pointed away from you; then you have probably lost my interest.

(Refer Slide Time: 38:13)



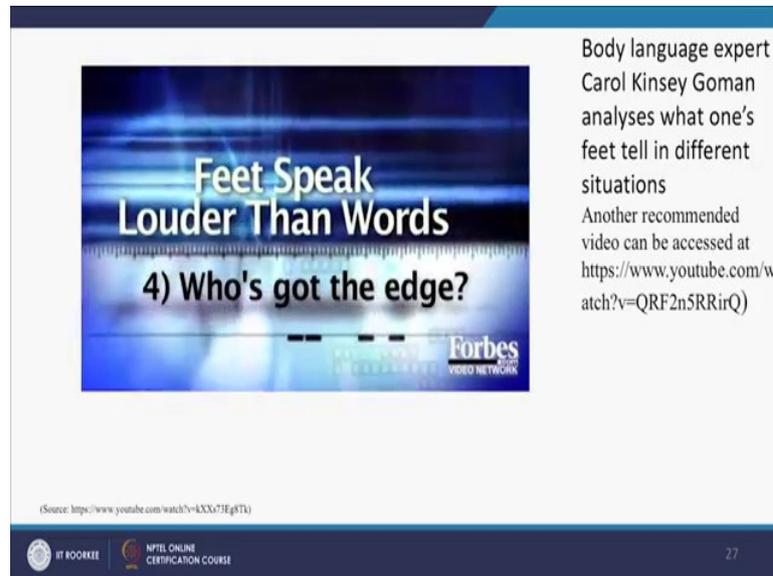
Body language expert Carol Kinsey Goman analyses what one's feet tell in different situations
Another recommended video can be accessed at <https://www.youtube.com/watch?v=QRF2n5RRirQ>

(Source: <https://www.youtube.com/watch?v=kXXu7HEg8Tk>)

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Feet and legs outstretched means that someone feels comfortable or secure, but when ankles lock and withdraw or even wrap around the legs of the chair that person feels insecure or left out.

(Refer Slide Time: 38:29)



The slide contains a video thumbnail on the left and descriptive text on the right. The thumbnail has a blue background with white text that reads "Feet Speak Louder Than Words" and "4) Who's got the edge?". Below the text is a waveform graphic and the "Forbes VIDEO NETWORK" logo. To the right of the thumbnail, the text reads: "Body language expert Carol Kinsey Goman analyses what one's feet tell in different situations. Another recommended video can be accessed at <https://www.youtube.com/watch?v=QRF2n5RRirQ>". At the bottom left of the slide, there is a small source link: "(Source: <https://www.youtube.com/watch?v=kXXo7Eg5TKI>)". The bottom of the slide features logos for "IIT ROORKEE" and "NPTEL ONLINE CERTIFICATION COURSE" on the left, and the number "27" on the right.

Tapping bouncing or jiggling feet; our professional poker players refer to as happy feet. In poker, it is a high confidence tale a signal that the player feels he has a strong hand. In business negotiations there is a similar signal; if you notice someone's feet bouncing or you see the jiggling and the shoulders that is a reaction from that bounce; you can be pretty much assured that that person feels that he is got a good bargaining position.

Another video, which I would recommend can be accessed on the given link. It is not been included in my discussion, nonetheless it is recommended to the participants. I would close my discussion of whatever feet and the position of our legs suggest in any professional interaction. In my next module, I would take up paralanguage for discussions.

Thank you.