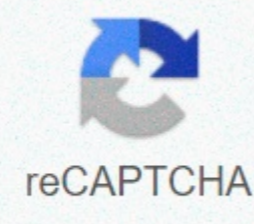




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What does the e stand for in the soften model of nonverbal communication

Talk Made Simple: S-O-F-T-E-N Your Approach Here is a simple acronym that will help you create a rapport with almost all of you meet. S Means smile. Always wear a smile to make a great impression. (Or at least a pleasant expression on your face.) You're never fully dressed without a smile. Put it in the morning when you put on your underwear. (If you don't wear underwear, this is all nother reason to smile) And it means open. Keep your body posture open. Do not cross your arms against your chest or stomach – it closes the third center of the chakra energy. If necessary, put your hands in the front pockets, although the back pockets are the best, because they even more open your energy centers. F stands for forward lean. Show people who are interested in you a little oblique to them. If you stand next to them, bend the knee that is closest to the two of them to create a natural position. At least tilt your head in their direction. T means touch. Sometimes achieve more and touch the person with whom you talk on the arm or arm, perhaps the shoulder or upper back. It builds camaraderie and rapport with a simple exchange of energy. Be careful not to offend unwanted lingering touch. E stands for eye contact. Eyes are windows to the soul. (This makes your eyebrows curtains.) Some people have very direct eye contact, while others are more comfortable with intermittent. Look people in the eye, but soften their gaze if they start advertising their eyes. Imagine using a dimer switch to turn off the volume or intensity of the sight. N stands for nod. Use visual confirmation to listen by nodding your head while you're communicating your eyes with the eyes of the speaker. Note that women nodded their heads more than men. Women nod to indicate yes, I listen. The men nodded their heads when they agreed. For more suggestions on building communication skills, read why you need to drop an F-bomb. When you develop your business, there is no doubt you will learn hard skills like math, accounting and budgeting, but it is also important to develop your soft skills if you are going to become successful. These skills include self-control, leadership and body language. In this post you are going to discover our SOFTEN technique designed to ensure that your body language looks positive and confident to work in virtually any situation. It's a soft skill that can be used in different circumstances, whether you're creating a therapy with a ew client or calming a worried customer. Let's immerse in the SOFTEN technique and improve our business communication skills now! S shortens smile: What is the easiest way to create a rapport without a word? this is a smile that creates a hospitable expression, regardless of who you meet. It expresses happiness, pleasure and entertainment. When we put a smile on our face, it shows a positive attitude, a great sense of humor and not to mention a careful attitude. In addition to making you more attractive, a smile is also a great way to win people from the beginning. When you smile, your confidence turns out quite clearly! And shortens the open posture: Open postures immediately show a positive attitude. Research shows that 93% of our communication with others is nonverbal, which means body language is really important. Your body language is a very important part of your communication skills. This can determine how successful you are in your personal and professional life. Whether you're sitting or standing, you should always relax to have a relaxed posture. Hold your back straight and let those shoulders relax. This will reinforce the idea that you feel comfortable in your environment and at ease with yourself. Speaking with your hands is an easy way to pour gestures into your conversation, but be careful not to develop too much. By emphasising words with your hands, you can look more reliable and secure. F Shortens Lean Forward: Leaning forward shows that you are listening, interested and focused on them. Leaning forward a little indicates that you are attentive and ready to help your customers. Lean forward only about 2 inches - not to the point where you will get ahead! The goal here is to politely say I am here for you and that lean forward will let the other person know that you want to help them. T shortens the tone of the voice: A clear and passionate voice is crucial in trying to convey an optimistic professional message. As you say, it's as important as what you say by providing information to customers. You can't afford to look timid or vague - the audience around you must be able to trust that you are knowledgeable and can target them. The more voice variations you have, unconsciously you will look more genuine in conversation. E shortens eye contact: Eye contact offers very important social and emotional information to people. Let's take the test. Deliberately look into someone's eyes to see if you can identify positive or negative signs of them. Remember that the eyes never lie. Good eye contact shows that they got all your attention. Each conversation with a customer should include 70 to 80% eye contact, which indicates that you are actually in the conversation. N shortens the nod to admit: During a conversation nod your head is the best way to know you're busy with what they say. This indicates that you agree, accept, and do not recognize what you are listening to. It acts as a mention of check-in. Conclusion: If you are going to make Business First Impression you have to build a rapport as soon as possible. Our SOFTEN technique helps build your business communication skills with a system designed to help create a quick rapport with positive body language with each customer or person you serve. Success! Stay in touch with us on Facebook and Google+ pages. Looking for an expert opinion? Let's look at your work and suggest how to improve it! Get a consultant Speaker who allows a question and answer period, taking risks because audience members can ask difficult questions. the truth Which of these methods should be avoided through most presentations? turn off lights According to the SOFTEN model of nonverbal communication, which further conveys heat to the audience? gesturing with palms to what high level of business casual dress project? Productivity and reliability, Lewis holds a presentation at the business conference. So many people have signed up for his session that it takes place in a large meeting room in the hotel. To make sure he uses the room to his advantage while delivering the presentation, Luis should stand right behind the podium project authority. During a presentation, when you have to speak for a long time without specifying slides, you should display abstract images. faulty Dexter must provide a 25-minute presentation. He will be able to keep the audience more involved if he moves around the room. True When learning how to make effective presentations, change all your problematic behavior at the same time to create a consistent style. Wrong According to the pattern of non-verbal communication SOFTEN during the presentation, you should directly encounter the audience with a slightly forward lean and vertical posture. Jasmine wants to practice relaxation techniques before her presentation. Which of these options should it avoid using? view problematic areas of your language What does a low-level business random dress project? creativity and friendliness in the NEverball communication SOFTEN model N means a nod Which of these methods is the most appropriate type of handout to be transmitted during delivery? complex budget printout Which method helps team presentations be more seamless? use of transitional phrases to transfer speaking roles from one person to another Usually formal business outfits to project competence. Which of these things is an important principle in effectively communicating with the audience during presentations? Give short answers because they are more effective. Which of these methods will help you make your presentation will be about people? presentation of colleagues and reference to them by name at the time of delivery Which of these professionals effectively uses slides during the presentation? Juan shows a blank screen when he speaks outside without specifying its slides. In the SOFTEN model of non-verbal communication, F stands for official expression. False Presence means paying attention, accumulating respect for your ideas, engaging your listeners and even inspiring your audience to act. True During delivery, you should always provide detailed explanations of the questions, because short answers are ineffective. Wrong When you lose the thought train during delivery, you should pause briefly to regain peace and the line of thinking. Which of these statements is useful to provide a guideline with slides? Don't start the slides until you make preliminary comments to your audience Which of these guidelines makes the presentation more effective? To speak to your audience off-screen You should use your presentation to show your detailed understanding of the business problem, but avoid giving away too many of the advantages of your ideas. false your colleague Carly recently gave her first presentation in her section. Before launching the slide show, it took a few minutes to remind the audience of their overall work goals. Carly used the keyboard to advance her slides, and she was careful not to block the projection. For each slide, she explained how the information on the screen related to her larger take-away notifications. She became flustered when the two slides were neat, but she recovered quickly. Carly then asked how she could improve. What guidelines will you remind her of? If possible, use the remote control to advance the slides. People often misunderstand body language, so you should pay attention to the audience member and adjust the presentation based on their reactions. Which of these examples is the best example of the transition between speakers? Leann introduces Miriam by indicating what her common theme is. What does O mean in non-verbal communication in soften model presentations? open position Which of these points

should you try to identify when delivering a presentation? Presence of audience requests is a bad idea because it will cause you to lose your thought train. fake casual dress is rare in business-related environments. it's true that eye contact with audience members when you present can distract you from your message. false during the presentation, speak slowly and deliberately throughout will involve the audience. . the false Team, which stands close to one next to it during the presentation, conveys a united front. Which of these questions is the guideline? Pause before answering a question. According to the SOFTEN model of non-verbal communication, you should try to read to your audience during the presentation and feel how much energy they have. Erica recently joined Morris Investments, a financial firm. She's trying to decide what to wear for business where it will make delivery to important customers. Which one should Erica wear? adapted business suit, dress shirt, hosiery, leather shoes Which of these is the best way to deliver presentations with authenticity? find ways to present your true self to your audience Which of these things should you do during the presentation? View slides before displaying them. Which of these methods is a common error in commands performing presentations? work independently up to the delivery Which of these methods will help you maintain a flexible approach during delivery? Knowing the main messages of your presentation Speakers should come out of the handouts during the first minute of delivery, because that's when the audience makes the deepest impressions. false false

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