LATTÉS + LEADERSHIP VIDEO SERIES

‘YOUR BODY LANGUAGE SHAPES WHO YOU ARE’
COACHING CONVERSATION GUIDE
HOW THE VIDEO SERIES WORKS

> Lisa Martin selects a thought-provoking video and provides compelling coaching questions.

> Use these to facilitate dialogue and learning with groups of leaders in your organization.

> Decide to host a Lattés + Leadership Video Series where people can share ideas, challenges, insights and experiences based on the video and coaching questions.

> Invite people to join your Lattés + Leadership Video Series.

> Ask participants to view the video and coaching questions in advance of each of your Lattés + Leadership Video Series sessions.

> Conduct your Lattés + Leadership Video Series session and watch the magic happen.
YOUR ROLE AS FACILITATOR

Steps for facilitating your group discussion:

> Get participants to agree on a date, time & location for your session.

> Email the video & coaching questions to your group 1 week prior to the session.

> Ask everyone to watch the video and review coaching questions prior to the session.

> Send a reminder email 1 day before the session.

> Take the lead as moderator during the session.

> Start the session on time.

> Allow time for people to share experiences, ideas, insights and challenges.

> Decide how you are going to apply what you’ve learned.

> Close the session on time.
The video:

Body language affects how others see us, but it may also change how we see ourselves. Social psychologist Amy Cuddy shows how “power posing” — standing in a posture of confidence, even when we don’t feel confident — can affect testosterone and cortisol levels in the brain, and might even have an impact on our chances for success.

The presenter:

Amy Cuddy’s research on body language reveals that we can change other people’s perceptions — and even our own body chemistry — simply by changing body positions.

Why you should watch:

Amy Cuddy wasn’t supposed to become a successful scientist. In fact, she wasn’t even supposed to finish her undergraduate degree. Early in her college career, Cuddy suffered a severe head injury in a car accident, and doctors said she would struggle to fully regain her mental capacity and finish her undergraduate degree.

But she proved them wrong. Today, Cuddy is a professor and researcher at Harvard Business School, where she studies how nonverbal behavior and snap judgments affect people from the classroom to the boardroom. And her training as a classical dancer (another skill she regained after her injury) is evident in her fascinating work on "power posing" -- how your body position influences others and even your own brain.
THE VIDEO:

Amy Cuddy:

Your body language shapes who you are

TEDGlobal 2012 · 21:02 · Filmed Jun 2012
Subtitles available in 37 languages

View interactive transcript

To view go to: http://www.ted.com/talks/amy_cuddy_your_body_language_shapes_who_you_are
COACHING QUESTIONS

> **Question 1:** Amy states "Body language has an immediate effect on people's judgment." Do you agree with this? Why or why not? How does this apply to yourself?

> **Question 2:** Amy states: "If you do something enough until you internalize it, you will 'fake it till you become it'." How does this apply to leadership?

> **Question 3:** Since viewing this video, how consciously have you used your body language to positively impact your colleagues, clients and performance?
WRAPPING UP YOUR SESSION

> Go around the table and ask each participant to name 1 or 2 key take-aways.

> End the session by asking participants the following Leading Question:

How will you change the way you conduct yourself in meetings based on what you’ve learned?

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