



## Power posing

TedTalks: Your body language may shape who you are | Amy Cuddy

### I. a) Where would you place yourself on a scale? Why?

powerless

powerful

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0 100

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0 100

submissive

dominant

### b) What kind of gestures//body postures do you associate with power and dominance? What are the characteristics of a powerful person?

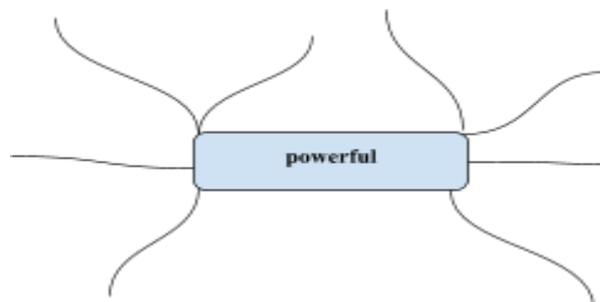
### c) Watch a part of Amy Cuddy's speech and answer the questions below. (3:38-7:57)

[https://www.ted.com/talks/amy\\_cuddy\\_your\\_body\\_language\\_shapes\\_who\\_you\\_are?language=en](https://www.ted.com/talks/amy_cuddy_your_body_language_shapes_who_you_are?language=en)

### What kind of gestures//body postures do you associate with power and dominance?

feeling powerful/dominant	feeling powerless/submissive
<p>expanding postures: you make yourself big, stretch out, spread out, take up (occupy) space, arms up in the V, chin slightly lifted</p>	<p>you close up, wrap yourself, make yourself smaller</p>

### c) What are the characteristics of a powerful person?



more assertive, more optimistic, more confident, the feeling of victory, think more abstractly, take more risks

## Do you possess any of the characteristics of a powerful person?

### II. a) Watch the next part of the speech and complete the gaps. (7:58-12:36)

1. High levels of testosterone are associated with....**high power/dominance**.....while .....**high**..... levels of cortisol are associated being stress-reactive.
2. .... **86**.....% of people in the high-power pose conditions are likely to gamble comparing to .....**60**.....% of people in the low-power pose conditions.
3. The differences in the level of hormones are as follows:

	High-power pose conditions	Low-power pose conditions
Testosterone levels	... <b>20</b> ....% <del>decrease</del> / <b>increase</b>	.. <b>10</b> ..% <del>decrease</del> / <b>increase</b>
Cortisol levels	... <b>25</b> ....% <del>decrease</del> / <b>increase</b>	... <b>15</b> ....% <del>decrease</del> / <b>increase</b>

### b) Discuss the questions:

1. Do you believe that our bodies can change our minds? Why/why not?
2. Do you think that power posing can change our lives in a meaningful, permanent way?
3. In what situations do you think you can use power posing?

### III. Watch the next part of the speech. (12:37:15:35). Take notes and then answer the questions.

1. Describe the experiment mentioned by the speaker.

**Subjects of the experiment do high-power or low-power poses and then they go through a very stressful job interview (the interviewers give no non-verbal feedback), their level of cortisol is increased. The job interview is recorded and afterwards the subjects are judged by people who are unaware of the conditions of the experiment. The subject in high-power poses were chosen for the job. as they were evaluated more positively in overall.**

2. Can you think of any situations in your life where you may apply power posing?
3. Did Amy Cuddy convince you of the effectiveness of power posing? Why/why not?
4. Look at your answers in the exercise 1a . Do you think you can be more powerful? Would you like to?

### **\*FOLLOW-UP 1**

*Watch the whole speech. Write a short paragraph about your feelings on this subject. Do you think that the ideas mentioned in the speech are going to change your life in any way?*

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