

## 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
_____	
0	100
_____	
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?

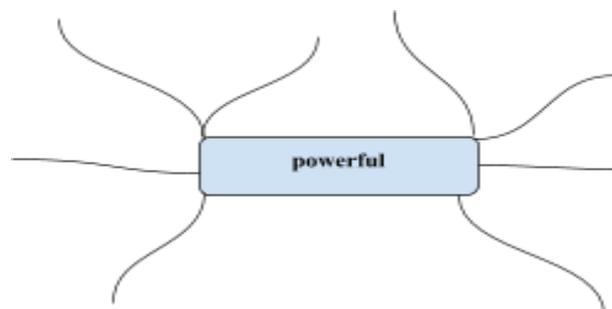
c) Watch a part of Amy Cuddy's speech and answer the questions below. (3:38-7:57)

[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

c) What are the characteristics of a powerful person?



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.....while ..... levels of cortisol are associated being stress-reactive.
2. ....% of people in the high-power pose conditions are likely to gamble comparing to .....% 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	.....% decrease/increase	.....% decrease/increase
Cortisol levels	.....% decrease/increase	.....% decrease/increase

**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.
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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