

**TITLE: Your body language may shape who you are (ted talk)**

Ted talk speaker: Amy Cuddy – professor and researcher at Harvard Business School

[https://www.ted.com/talks/amy\\_cuddy\\_your\\_body\\_language\\_may\\_shape\\_who\\_you\\_are](https://www.ted.com/talks/amy_cuddy_your_body_language_may_shape_who_you_are)

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**Key ideas:**

- We are influenced by our own non-verbal
- Power dynamics
- Thoughts and feelings are governed by hormones
- Role changes can shape the mind
- Power posing
- Tiny tweaks can lead to big changes
- Our behaviour can change outcomes

**Notes:**

- We are fascinated by body language
- Judgements come with it, it governs who we hire and who we date
- We judge others based on their body language and also how they judge us
- Non-verbal expression of power and dominance = **power dynamics**
- We tend to open up when we feel powerful, and we close ourselves up when we feel powerless
- Females tend to chronically feel less powerful than males
- Our non-verbals govern how other people think and feel about us
- Do our non-verbals govern how we think and feel about ourselves?
- Our minds change our body, but Do our bodies change our minds?
- **Powerful ppl:** assertive, confident, optimistic, think more abstract, take risk, **higher testosterone (dominant hormone), less cortisol (stress hormone)**
- If individual needs to take over an alpha role, it shows there's an increase in testosterone and decrease in cortisol levels
- Experiment: power posing, test subjects to pretend they are powerful and did a power pose, e.g. open up posing, for 2 mins
- 2 mins lead to hormonal changes
- **Our non-verbals govern how we think and feel about ourselves**
- **Our bodies change our minds**
- Can power posing for a few mins really change your life in meaningful ways?
- **How the effects of "power posing" or standing in a posture of confidence, even when you don't feel confident, can boost confidence and impact success**
- Try a power pose and share the science!
- Don't: Fake it 'til you make it
- **Do: FAKE IT 'TIL YOU BECOME IT!**

**Summary:**

We often judge each other by our body language. How we present ourselves can tell people who we are. Not only our minds change our bodies, but our bodies change and affect our minds. Our minds affect the dominant and stress hormones in our bodies. When we must take on an alpha role, we indirectly inform our bodies to take on this role by preparing our bodies to produce more testosterone and less cortisol. This suggests power posing works. It boosts self-confidence and impacts success. Remember the motto, "fake it till you become it".