

## POSTURE, STANCE & CARRIAGE

### Definitions:

Posture: The way in which your body is positioned when sitting or standing

Stance: A way of standing, the position of the feet & body when standing (static)

Carriage: The manner or bearing of the body (in motion)

### Session Objective:

This session works on the development of full body communication, which expressively clarifies and enhances the merit (IQ) and intentions (EQ) of the message. It addresses fundamentals such as balance, alignment and grounding as they relate to posture, stance and carriage. The session also clarifies the difference between open and closed body posture and begins the process of integrating more body language into communication.

### Skill Development:

Integrate more conscious use of body language into daily communication. To learn to use the body language for the listener benefit. To gain an understanding of what the body currently (habitually) defaults to in communication and adopt more open, connected and expressive body language.

### Neutral Physicality: Standing

- Feet: Develop more awareness of your feet in communication  
Stand balanced between the front of the foot and the back of the foot  
Stand equally in the left and right foot
- Knees: Soften knees (not locked)
- Hands: Relax the hands and arms down at the sides, ready for responsive movement  
Use hands when speaking (show and tell the listener simultaneously)
- Elbows: Encourage the elbows to move out and forward with the gestures  
Use more physical real estate around you (not held tight to sides of body)
- Shoulders: Relaxed and lowered shoulders
- Head: Lengthen the spine from the back of the head (chin slightly down/eyes level)  
This often draws the head back slightly  
Keep the eyes level (not looking down your nose, nor up)

### **Neutral Physicality: Sitting**

- Sit on sit bones
- Relaxed and lifted rib cage - allowing breathing space front/sides (no arching)
- Feet hip distance apart, flat on the floor
- Awareness of pelvis tilting to far forward or backward
- If speaking sit mid to front of chair (allowing connected torso movement)
- If listening push seat all the way back to back of chair

### **Neutral Physicality: Walking**

- Light head & grounded feet
- Released shoulders, elbows, wrists (arms swing freely)
- Torso rotates with ease
- Eyes up (not on floor)

### **Open Body Posture:**

**Face:** Try to keep the face untouched (not covering mouth, side of face, chin etc.)  
Keep the face responsive (moving relationally when speaking and listening)

**Chest:** Keep the chest open  
Relax the shoulders down  
Try not to cross your arms across your chest when speaking & listening  
Try to keep your elbows relaxed (not held tightly to sides)  
Breathe

**Groin:** Try to let the hands hang from the shoulder socket at your sides  
Try not to clasp hands in front across groin  
See if you can sit (if clothing permits) with legs uncrossed

### **Training Trajectory**

90% of confidence is communicated through body language. Therefore, it is really important to know what your body is doing at all times when speaking and listening. This training develops physical awareness, which enhances intentionality. Intentionality reads as confidence and is very compelling.

All confident behavior starts in the feet. Dominant behavior is relaxed and at ease (even in motion) so it is important to start using the body intentionally, while simultaneously developing greater physical ease when static or in motion, while listening or speaking. Physical ease helps the listener feel safe.