

OVATION

**Perceiving &
Reading the Room**

PERCEIVING AND

READING THE ROOM



PERCEIVING AND READING THE ROOM

- Identify signs that help you assess how the interactions are going
- Make adjustments where needed
- To absorb what is being said in the non-verbal language
- to know if you're resonating with your audience

CONNECTIONS TO EMOTIONAL INTELLIGENCE

- self awareness
- social awareness
- self management
- relationship management

SELF- AWARENESS

- Mindset
- Appearance
- Physiology

COMMUNICATION

- What you say...
- How you say it...
- Body Language...

COMMUNICATION

- What you say... 7%
- How you say it... 38%
- Body Language... 55%

PERCEIVE

to interpret or look on
(someone or something)
in a particular way

PERCEIVING & READING THE ROOM

- Sense
- Evaluate
- Execute

PERCEIVING AND

READING THE ROOM

Sense



PERCEIVING AND

READING THE ROOM

Sense



Sense



sadness

- ① drooping upper eyelids
- ② losing focus in eyes
- ③ slight pulling down of lip corners



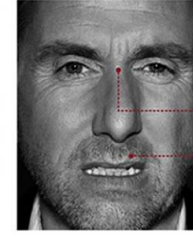
anger

- ① eyebrows down and together
- ② eyes glare
- ③ narrowing of the lips



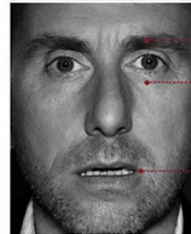
contempt

- ① lip corner tightened and raised on only one side of face



disgust

- ① nose wrinkling
- ② upper lip raised



surprise

- Lasts for only one second:
- ① eyebrows raised
 - ② eyes widened
 - ③ mouth open



fear

- ① eyebrows raised and pulled together
- ② raised upper eyelids
- ③ tensed lower eyelids
- ④ lips slightly stretched horizontally back to ears

Sense



Observing body language and facial expressions

Sense



Evaluate

What do those observations mean?



Putting your perceptions into action and managing your emotions

Execute



- Sense
- Evaluate
- Execute



OVATION

Thank You!