

MAHAN BUSINESS SCHOOL

تغییر نگرش مدیریت


ماهان
The First Business School In Iran
The First Business School In Iran
به نام یزدان پاک



علائم غیر کلامی:
زبان بدن

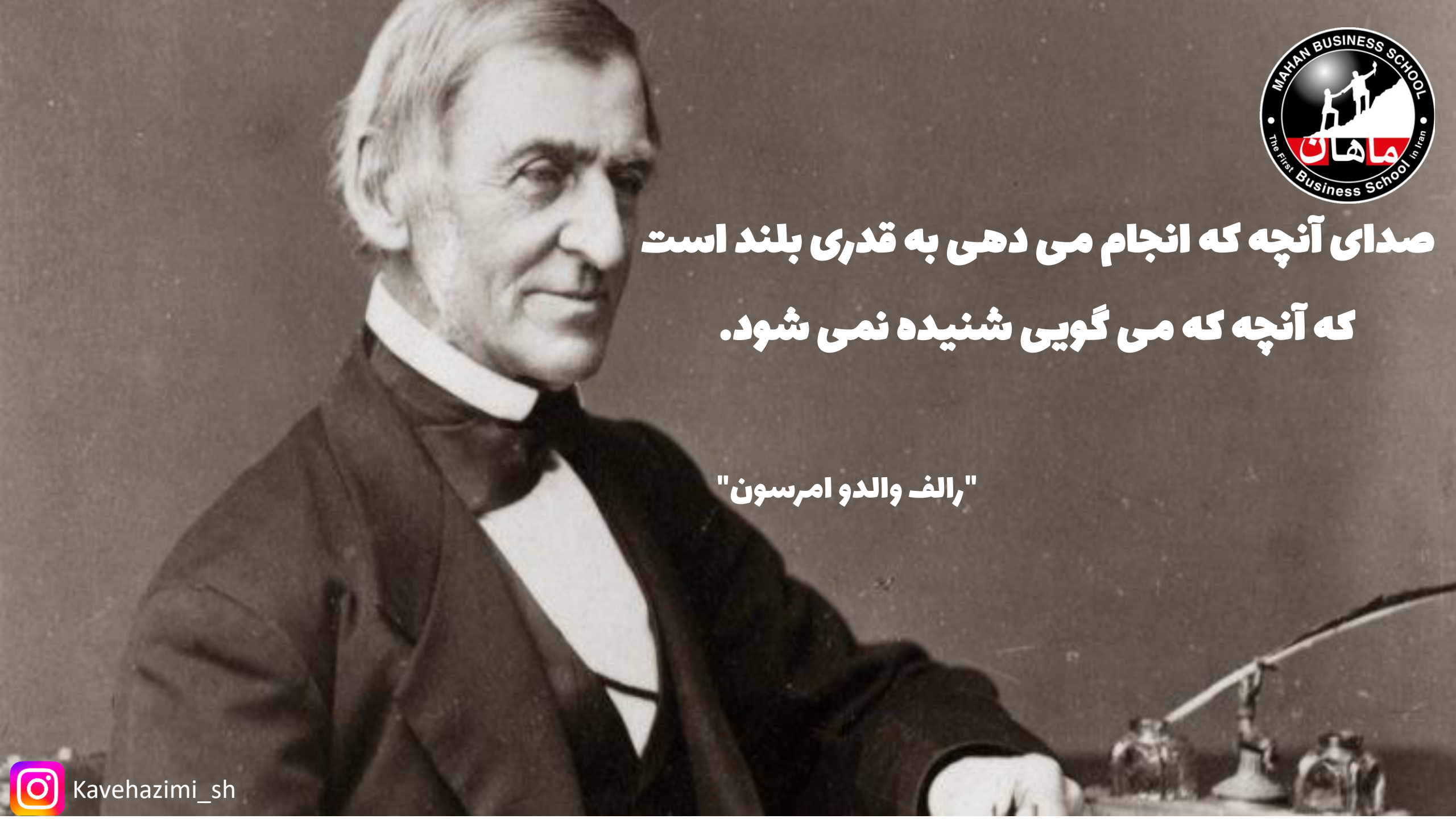
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JCDecaux
Virgin Media 803
TalkTalk 440
ارتباط غیر کلامی
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از زبانِ بدن و زبانِ لباس مذاکره‌کنندهٔ ارشد
پیداست که توافق کردند ولی به ما نمی‌گن!



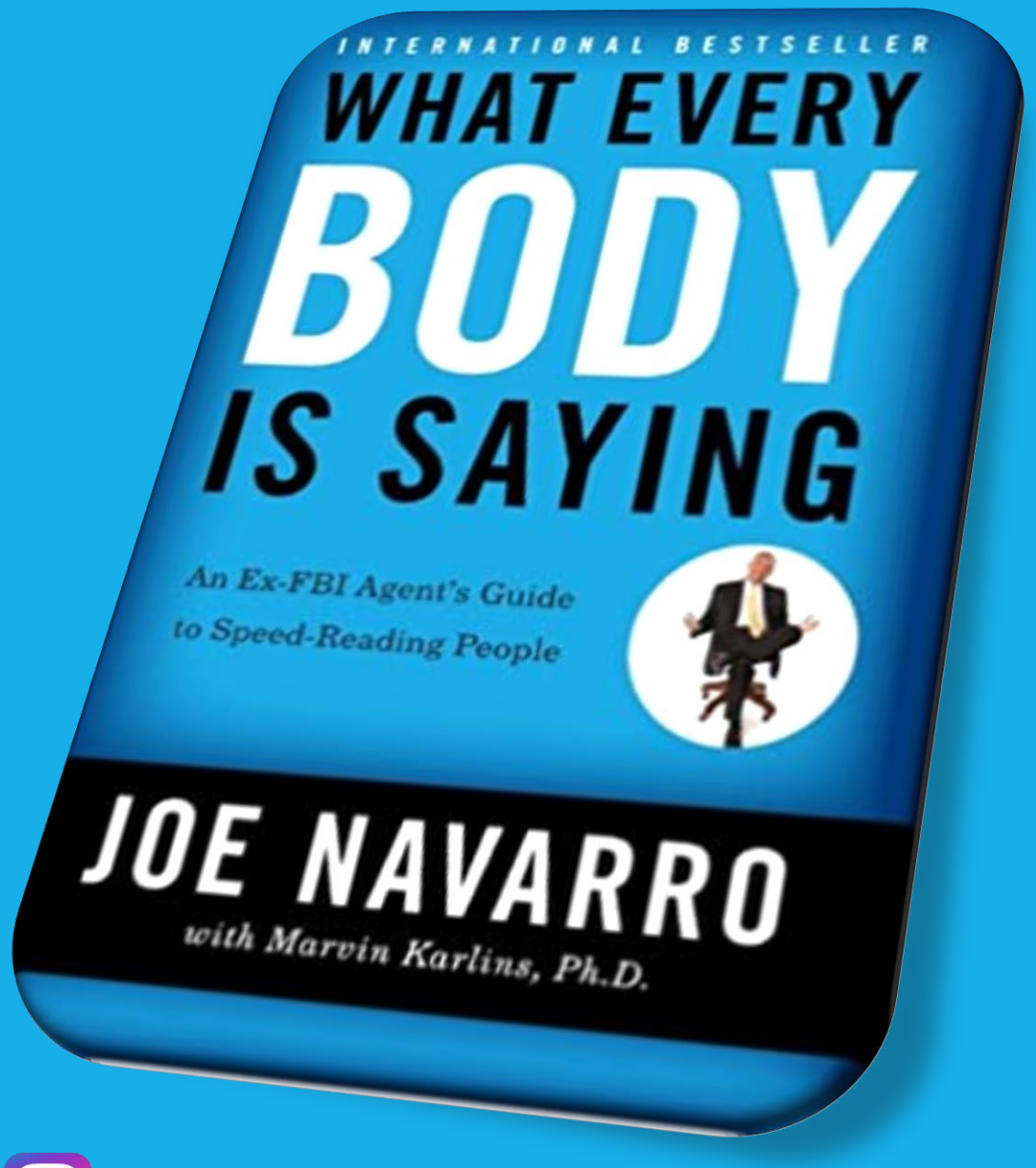
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صدای آنچه که انجام می دهی به قدری بلند است
که آنچه که می گویی شنیده نمی شود.
"رالف والدو امرسون"
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زبان بدن بلندتر از هر زبانی صحبت می‌کند
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10 فرمان زبان بدن

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THIN SLICING



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خوشه پیام
Message Cluster
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Baseline Behavior

عادتهای رفتاری

قضاوت نکنید



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من دوست ندارم دشمنانم را بشناسم، چون بسیاری از دوستانم را در میان آنها خواهم دید.

"کلینت ایستوود"

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ما برای برقراری ارتباط به "کلمات" نیازی نداریم
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15

HISTORY OF BODY LANGUAGE



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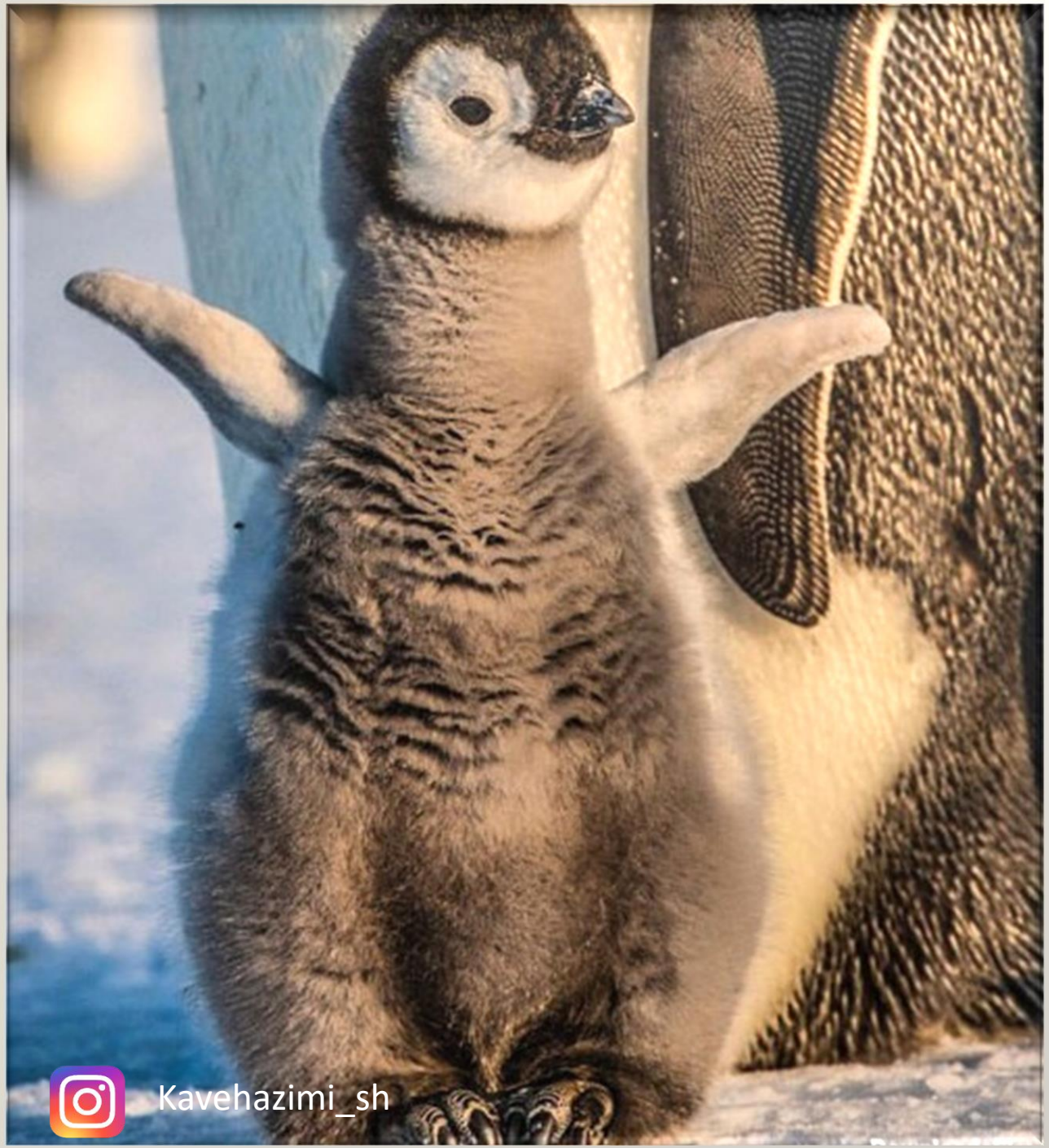

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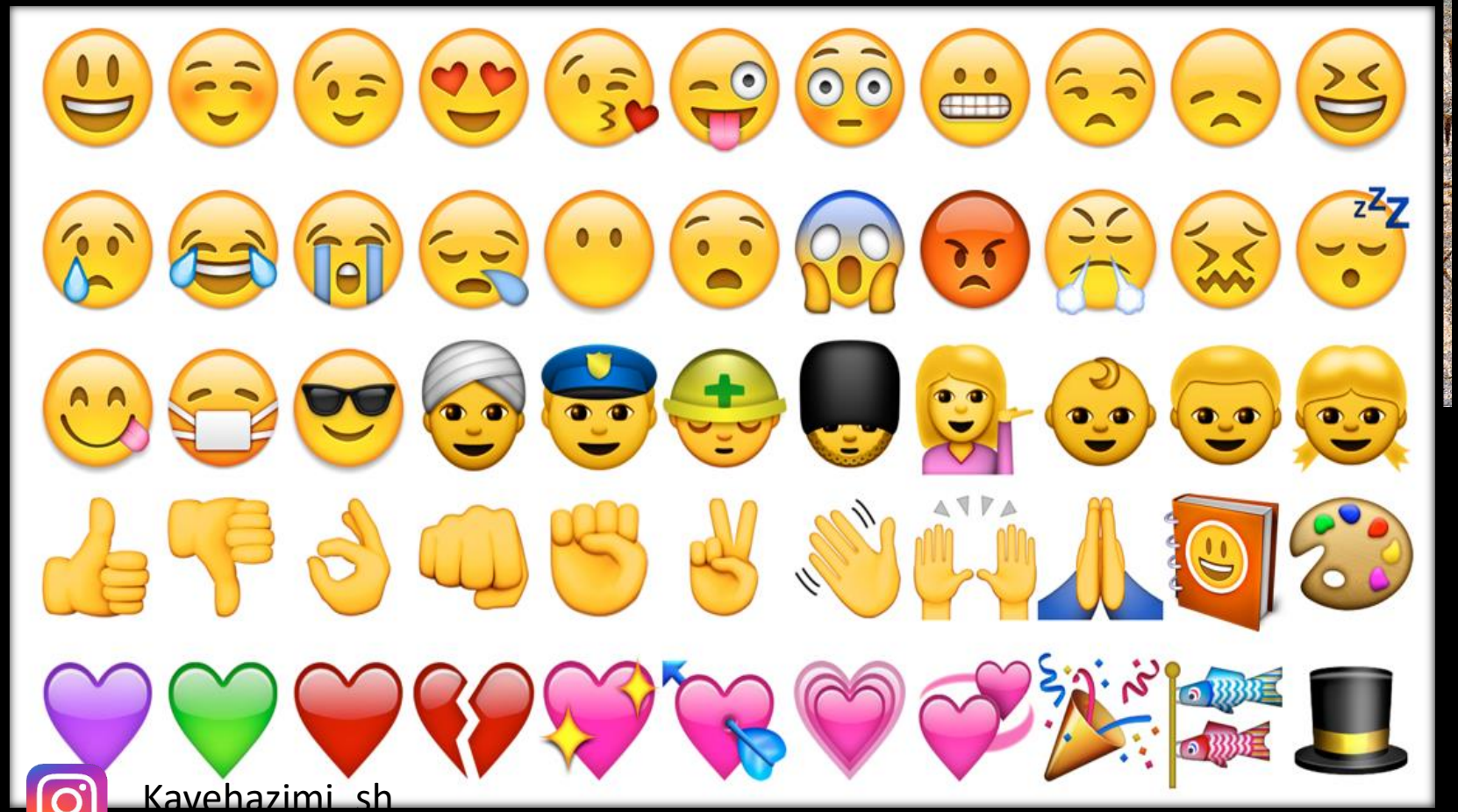




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زبان بدن در عصر جدید

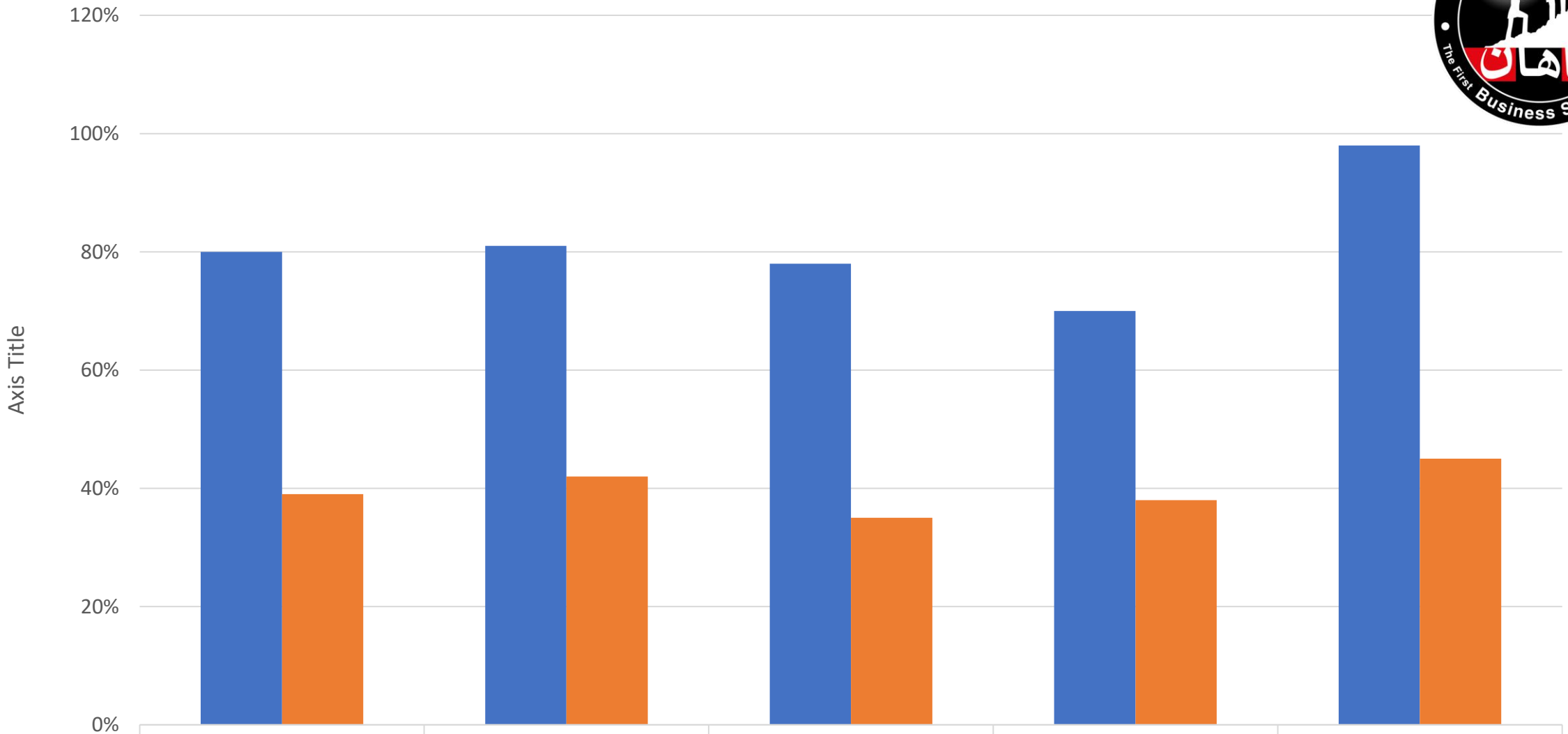


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Judgment Accuracy



	Men	Women	Professors	Foreign Students	FBI & CIA
Match	80%	81%	78%	70%	98%
Unmatch	39%	42%	35%	38%	45%

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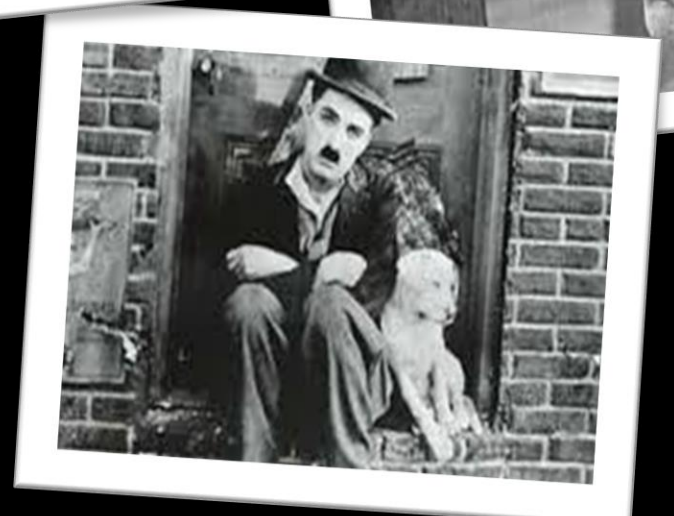
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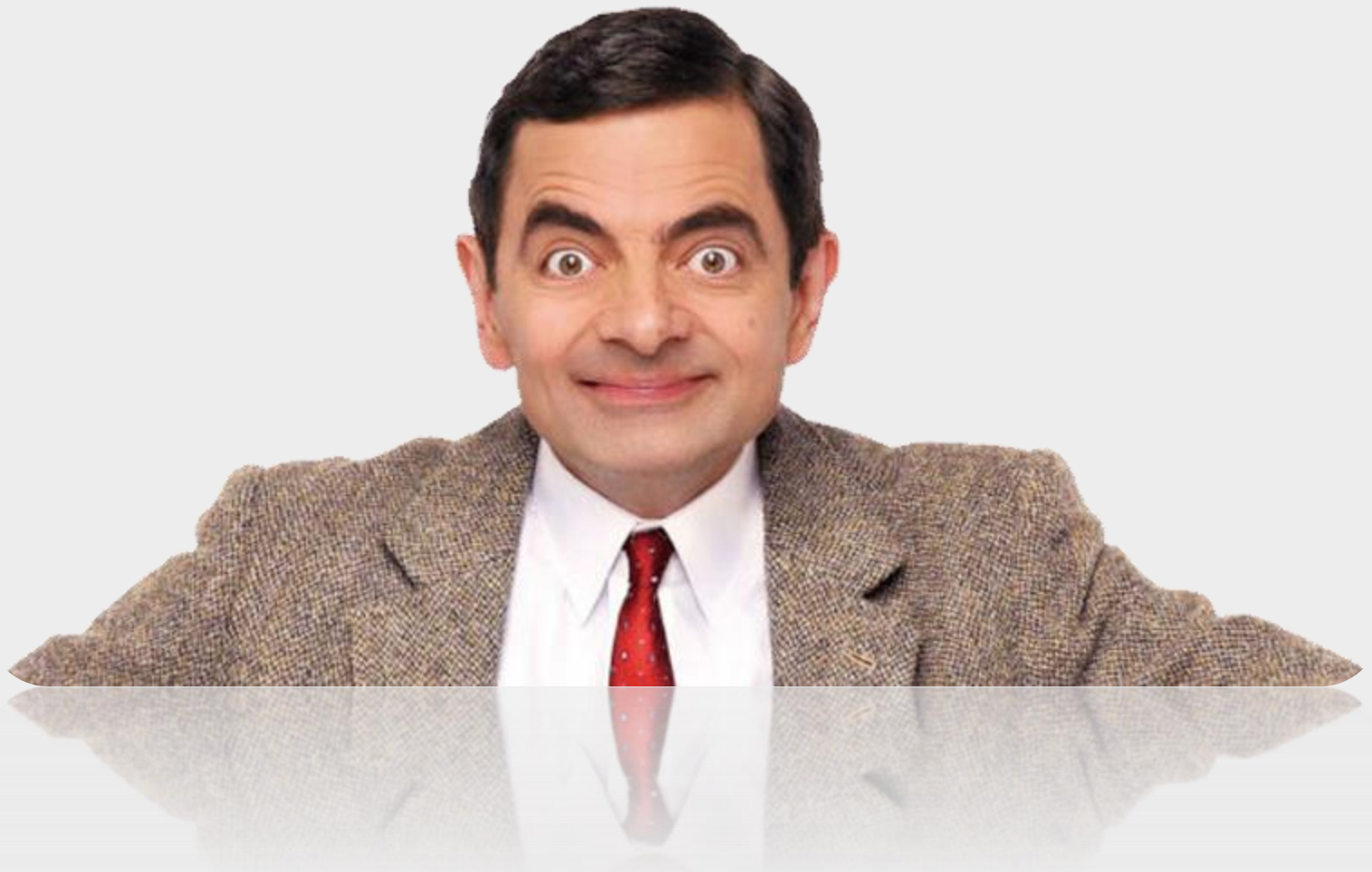








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THE BEST FOOTBALL
REFREE OF ALL TIME
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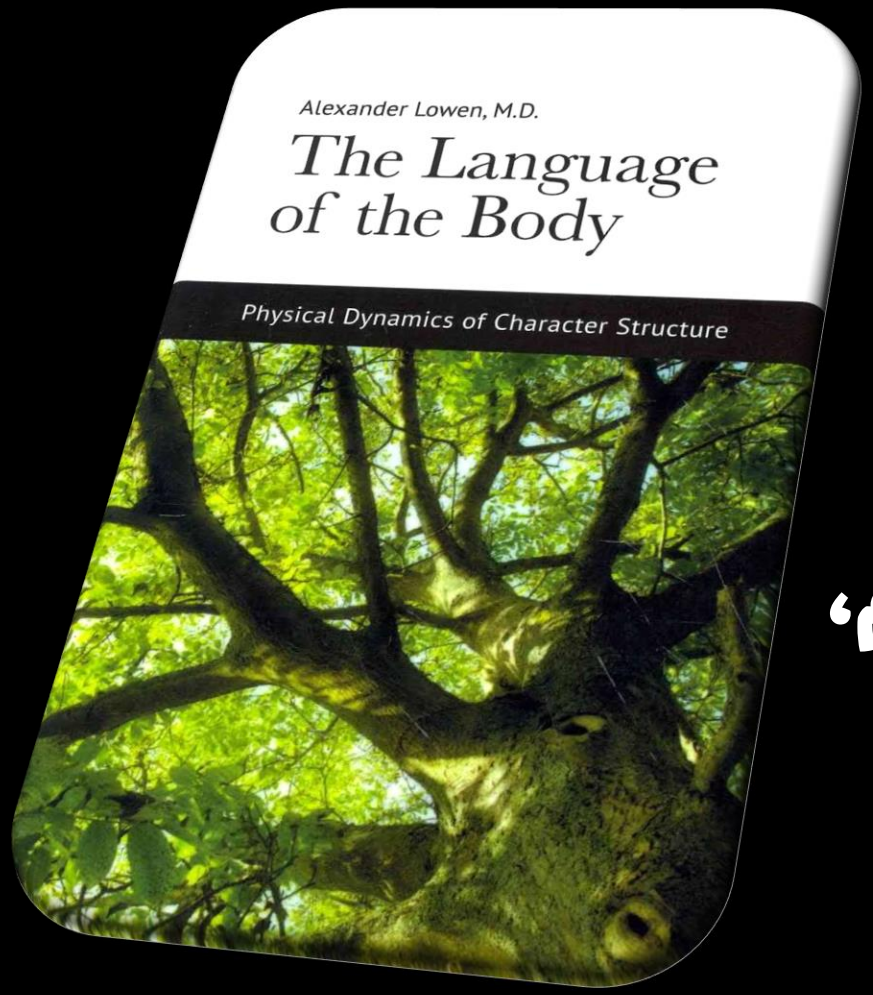


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ALEXANDER LOWEN
1910-2008

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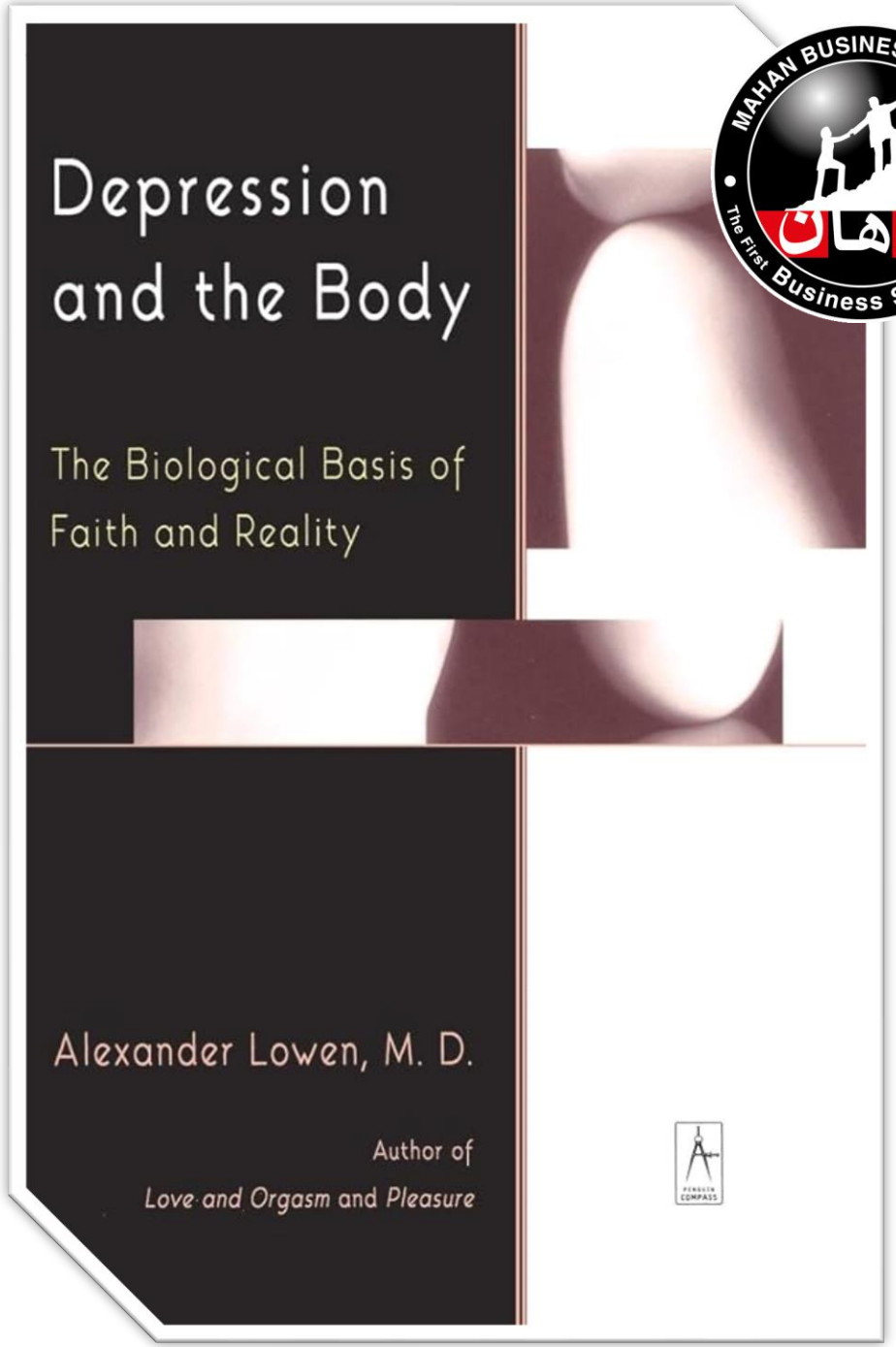


ما با زبانمان می توانیم به راحتی دروغ بگوییم،

اما با زبان بدنمان....؟؟؟

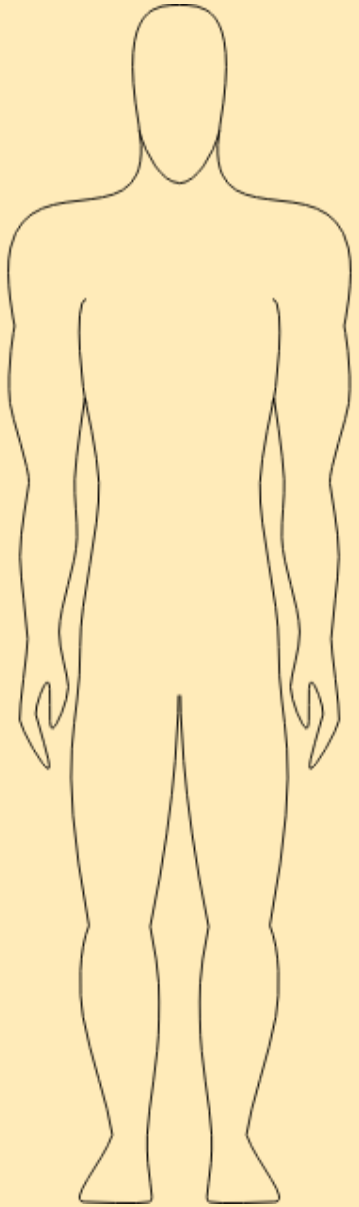
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تشخیص افسردگی از
حرکات بدن



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BODY



THOUGHTS





EMOTIONS



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روانشناس عاطفی
پل اکمن - 1971
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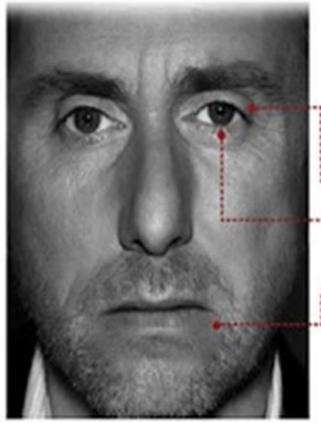


پل اکمن معتقد است که احساسات پایه،
معمولا نشانه های خود را در چهره بروز می دهند



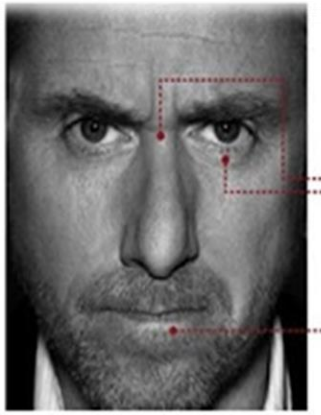
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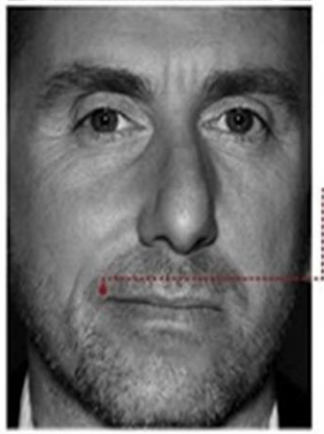
sadness

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



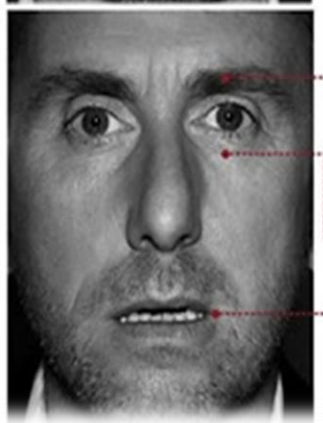
contempt

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



disgust

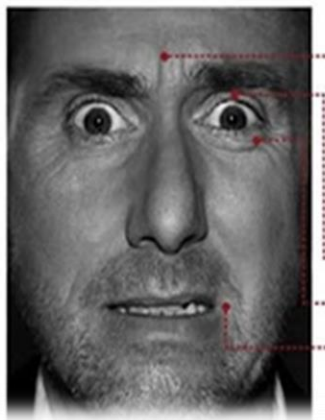
1. nose wrinkling
2. upper lip raised



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



بیشتر دروغ‌ها موفق می‌شوند

چون هیچ‌کس تلاش نمی‌کند بفهمد

چطور می‌توان آنها را فهمید.

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FACS

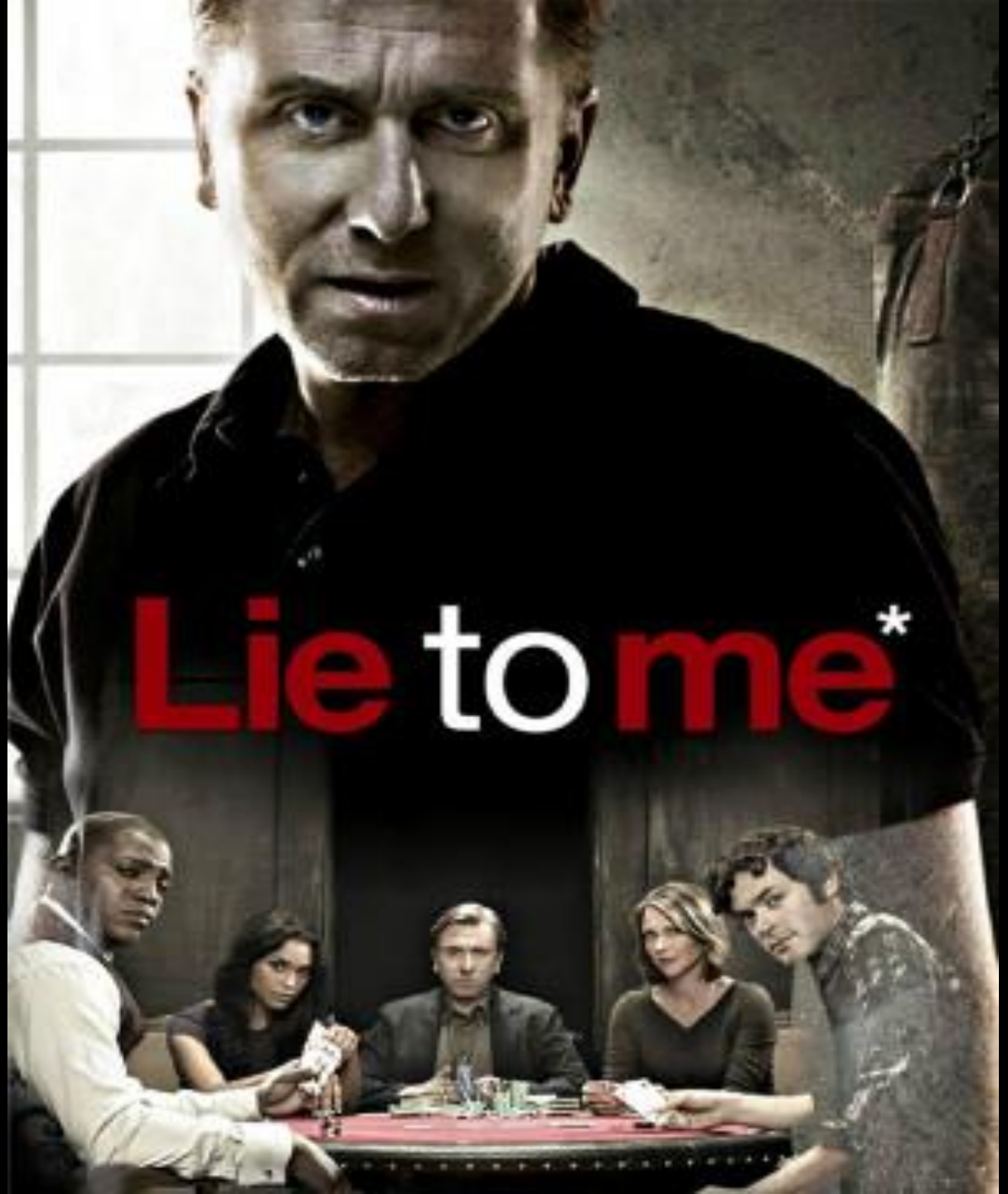
Facial Action Coding System

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Micro-expression & Macro-expression

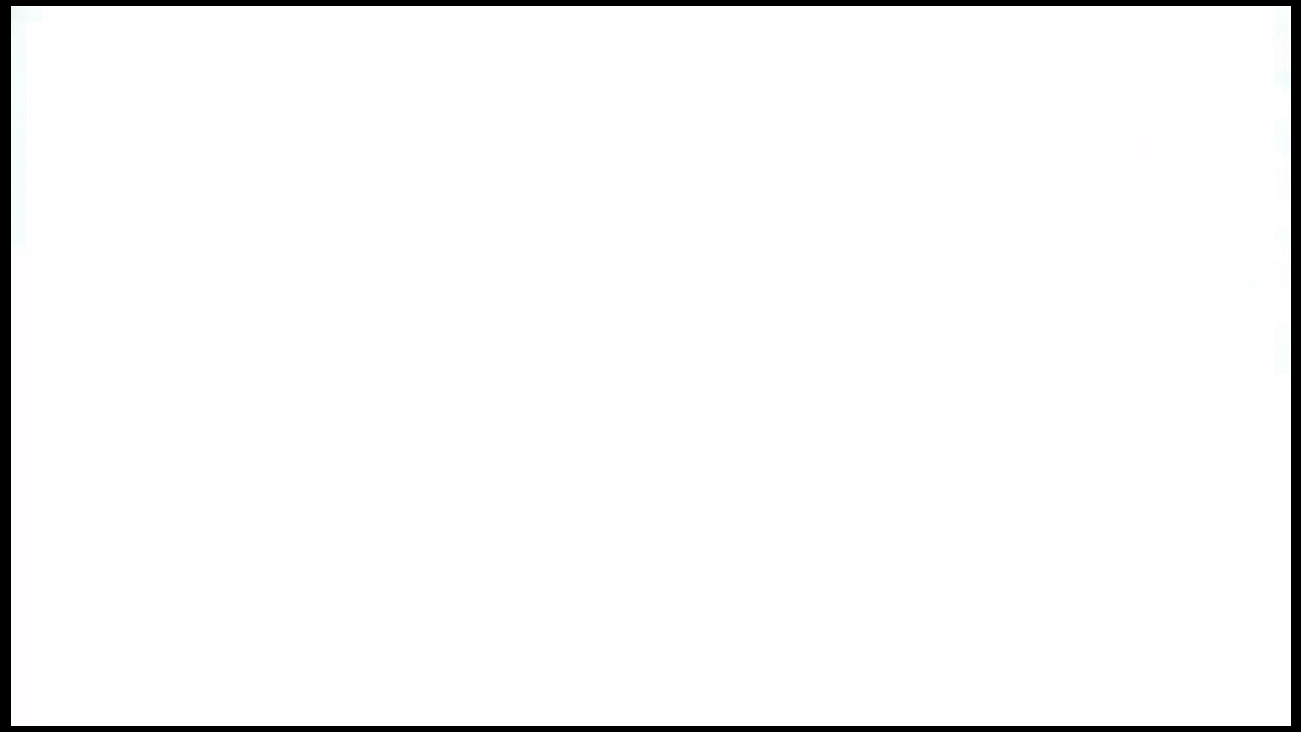
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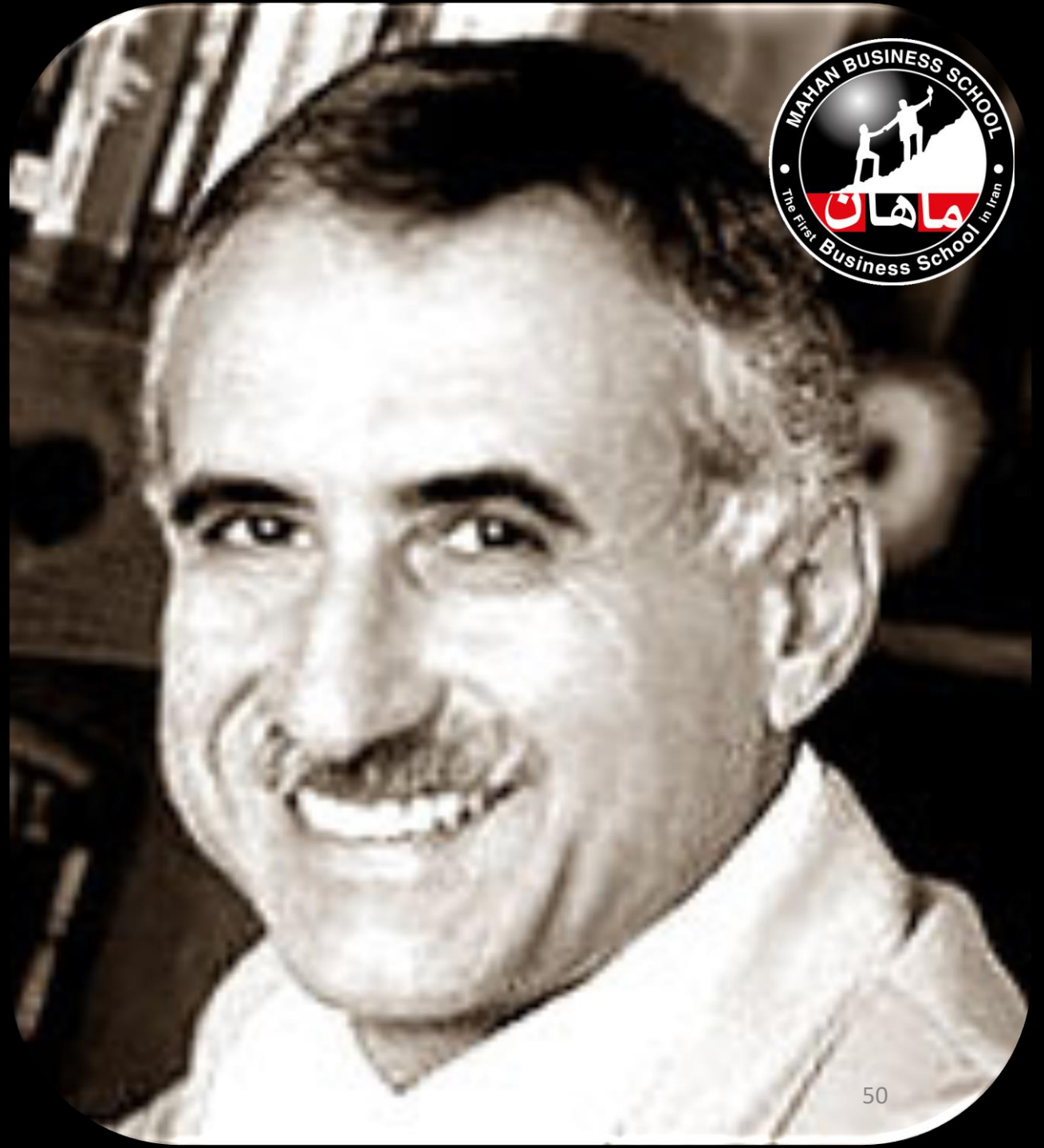


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اگر کلمات شما با لحن صدا و رفتار غیرکلامی شما مغایرت داشته باشند، مردم تمایل دارند رفتارهای غیرکلامی را باور کنند.

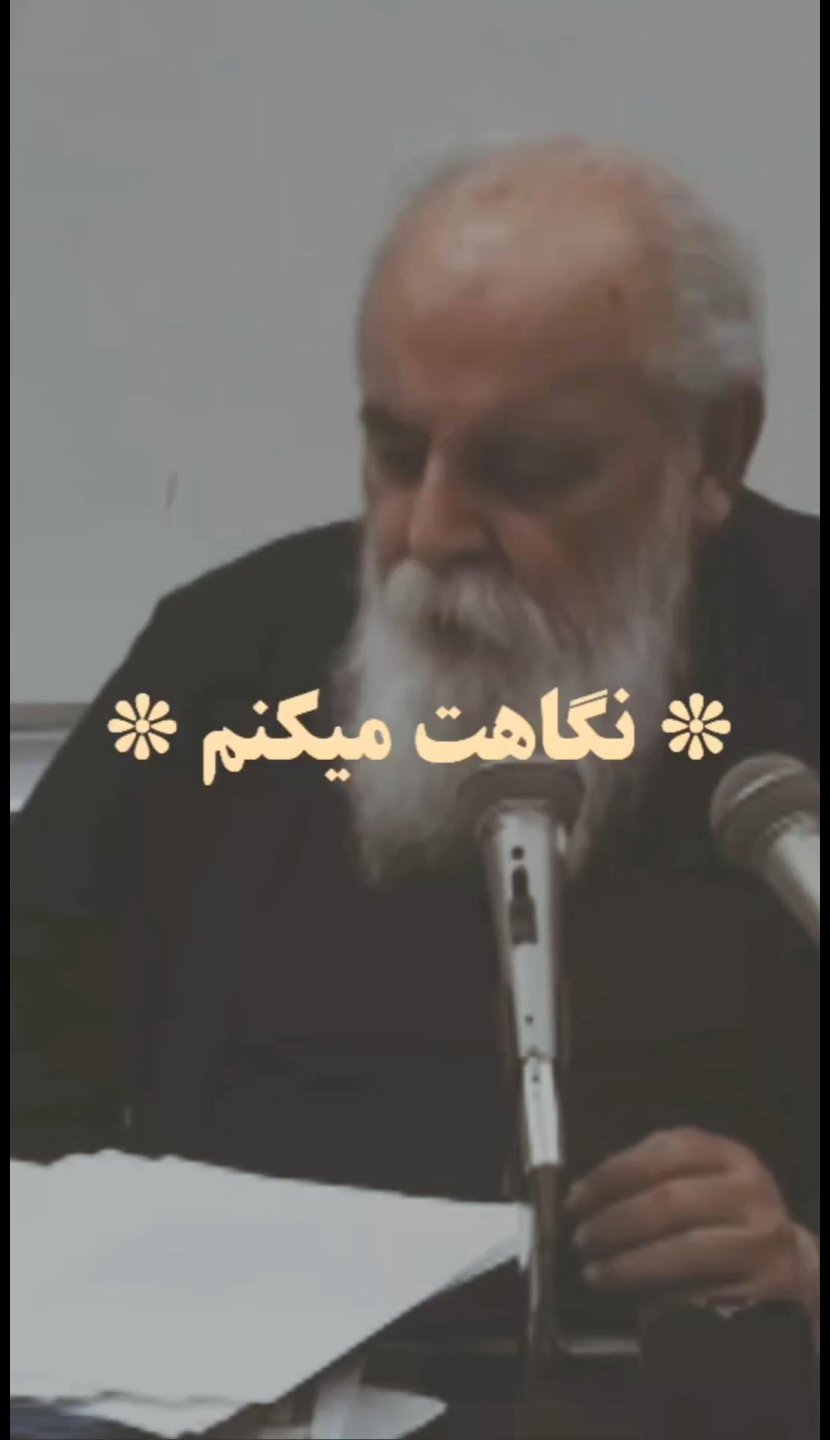
"پروفسور آلبرت محرابیان"



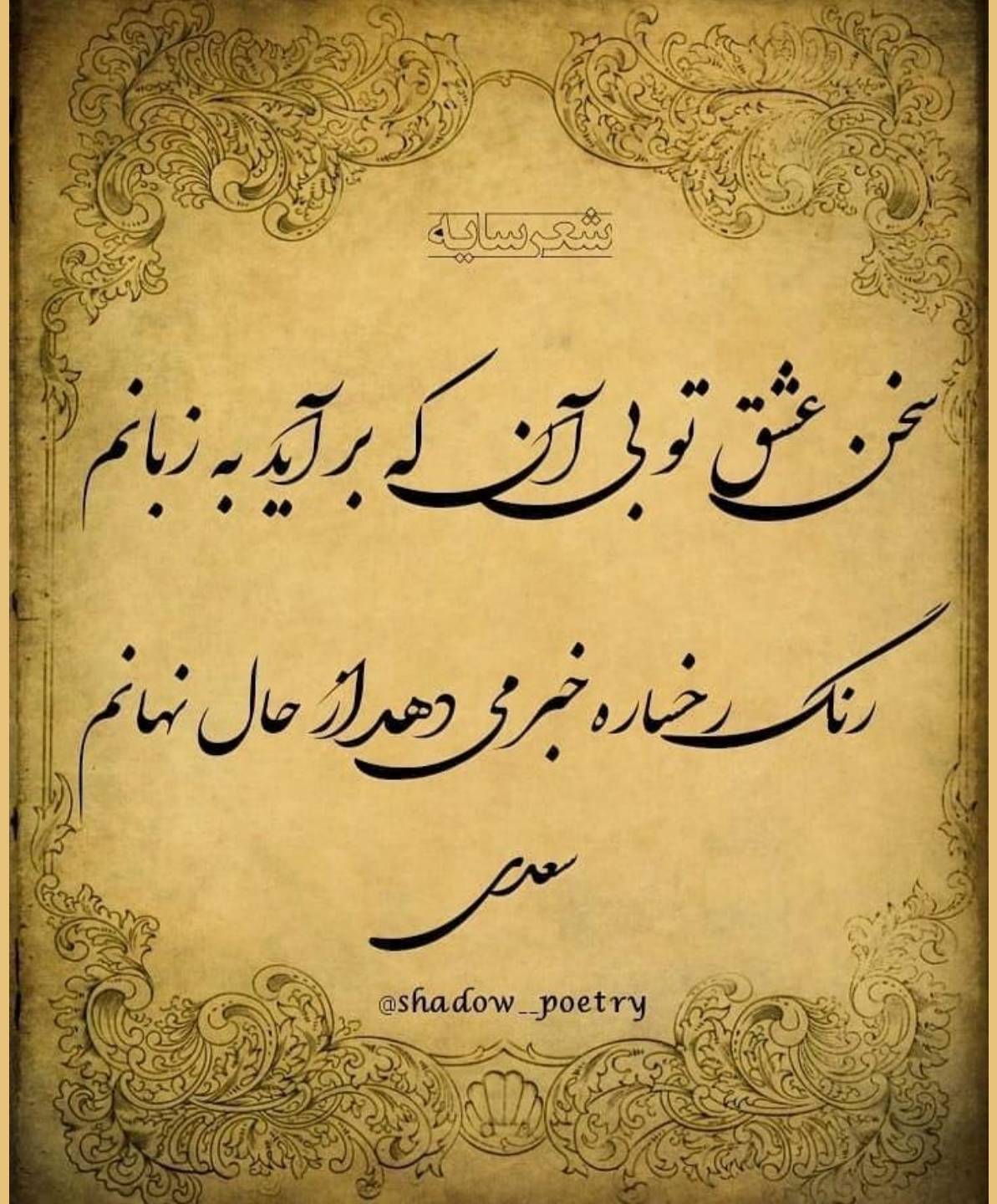
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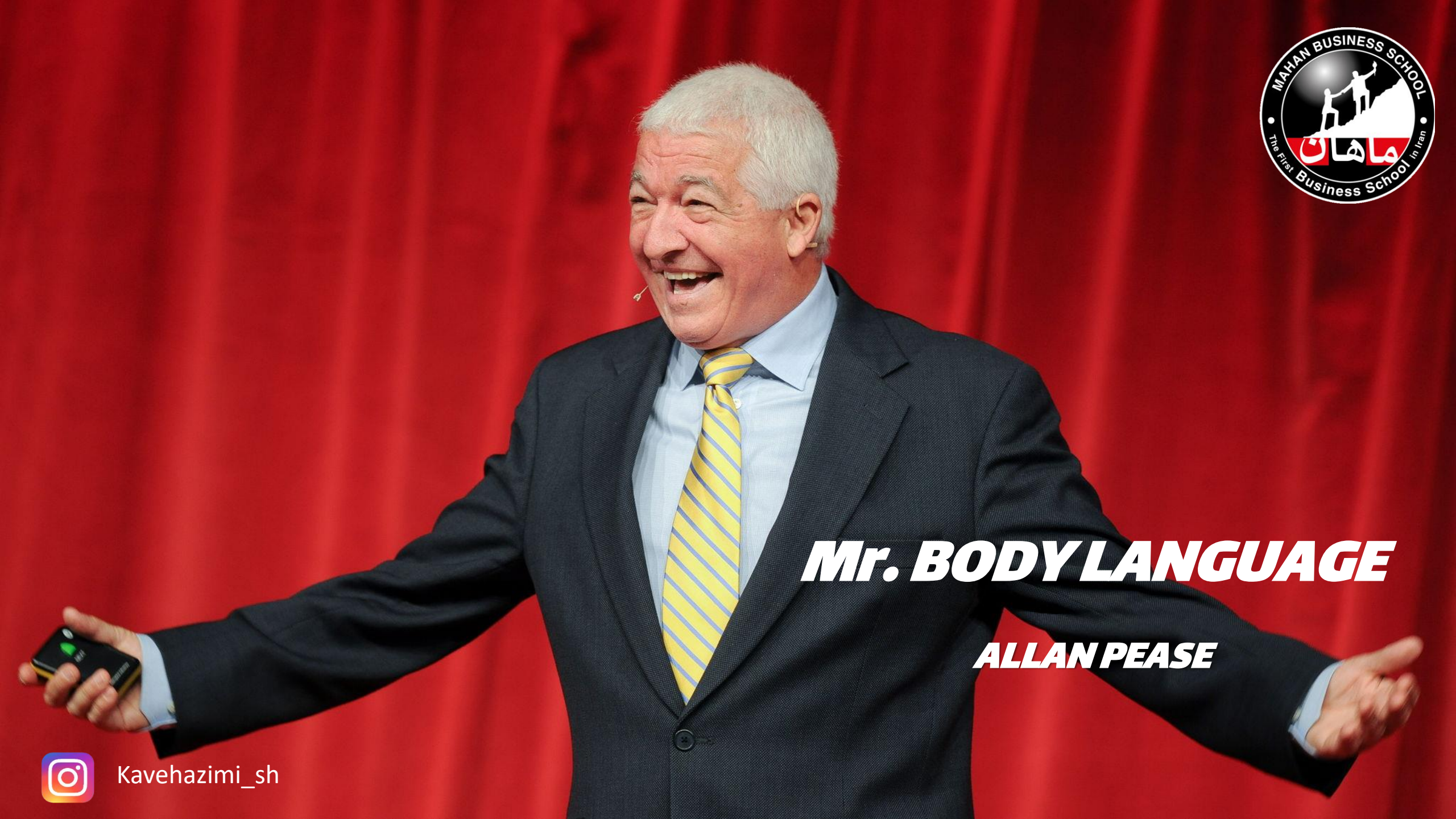
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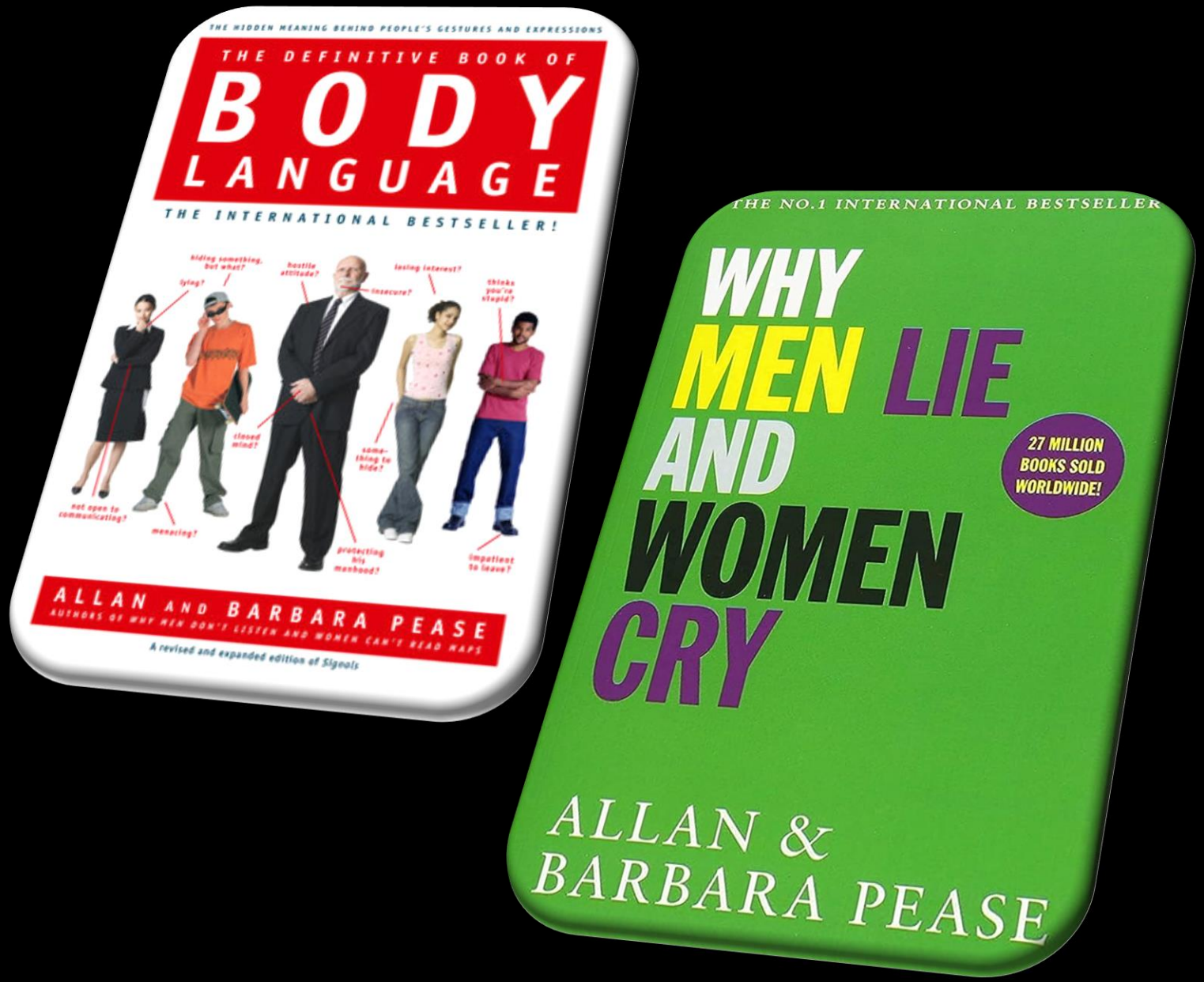


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Mr. BODY LANGUAGE
ALLAN PEASE
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THE HIDDEN MEANING BEHIND PEOPLE'S GESTURES AND EXPRESSIONS
THE DEFINITIVE BOOK OF
BODY LANGUAGE
THE INTERNATIONAL BESTSELLER!
ALLAN AND BARBARA PEASE
AUTHORS OF WHY MEN DON'T LISTEN AND WOMEN CAN'T READ MAPS
A revised and expanded edition of Signals
THE NO.1 INTERNATIONAL BESTSELLER
WHY MEN LIE AND WOMEN CRY
27 MILLION BOOKS SOLD WORLDWIDE!
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10 MOST
POWERFUL PEOPLE
OF THE WORLD IN 2021
THE TOP FACTS
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The Moscow Times
30 YEARS
INDEPENDENT NEWS FROM RUSSIA

Support The Mo
CON

NEWS UKRAINE WAR BUSINESS OPINION ARTS AND LIFE PODCASTS NEWSLETTERS RU

The Aussie Who Taught Putin Body Language

By Anastasiya Byrka
Nov. 25, 2013



MOST READ JUST IN

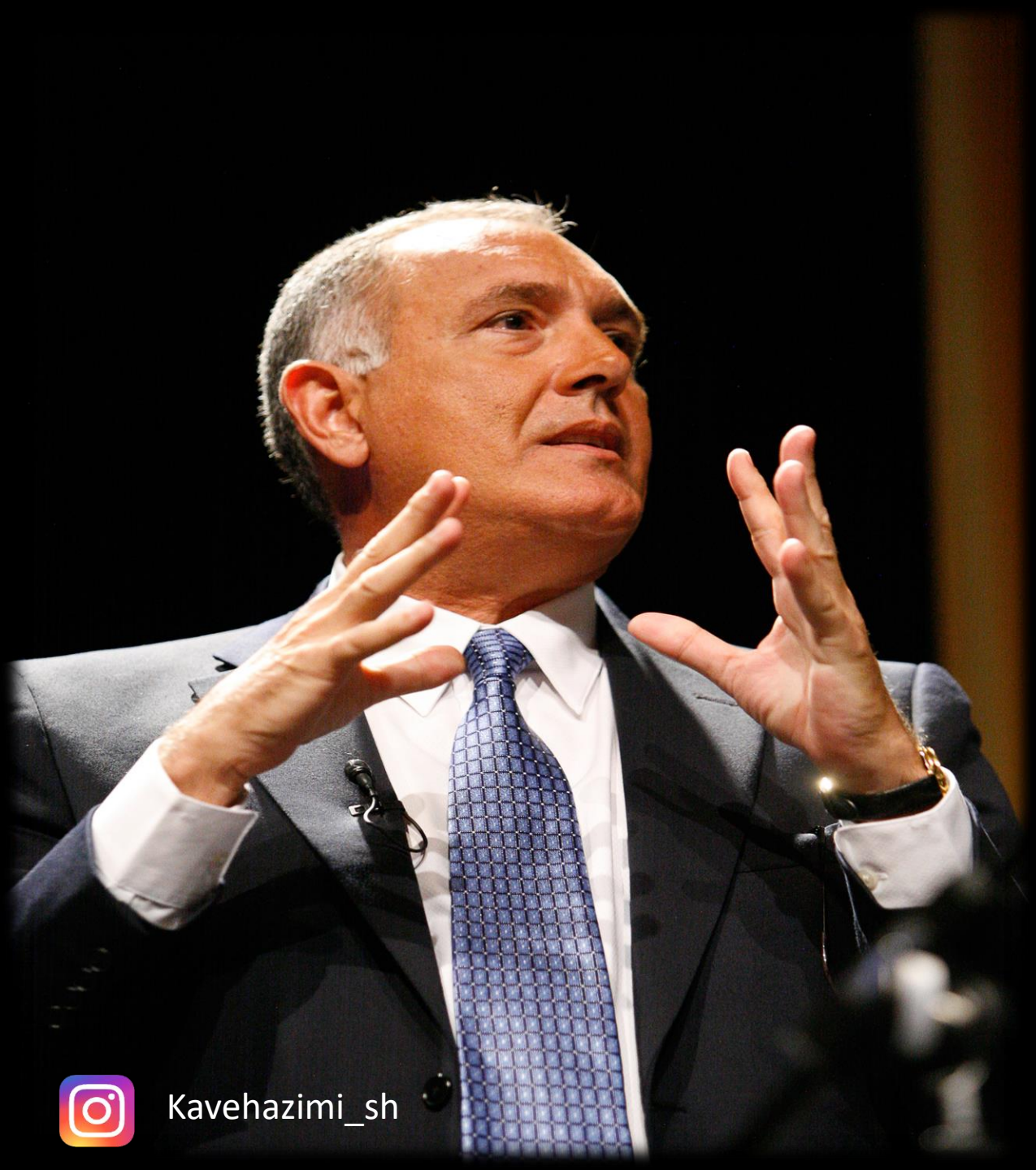
1 SOARING TOLL
U.S. Estimates Russian Casualties in Ukraine Nearing 200K – NYT

2 DNIPRO ATTACK
'I Couldn't Stay Silent': Anti-War 'Flower Protests' Spread to 60 Cities Across Russia

3 LIVEBLOG
Ukraine War: Air Raid Sirens in Kyiv Ahead of EU-Ukraine Summit

4 'TWO RUNETS'
1K Journalists Have Fled Russia Since Ukraine Invasion – Report

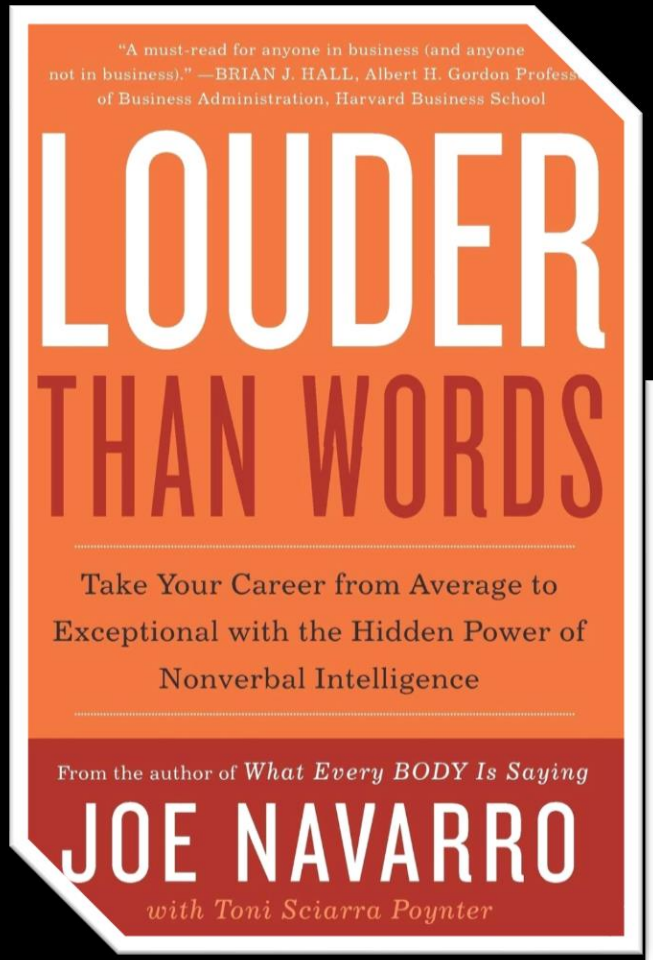
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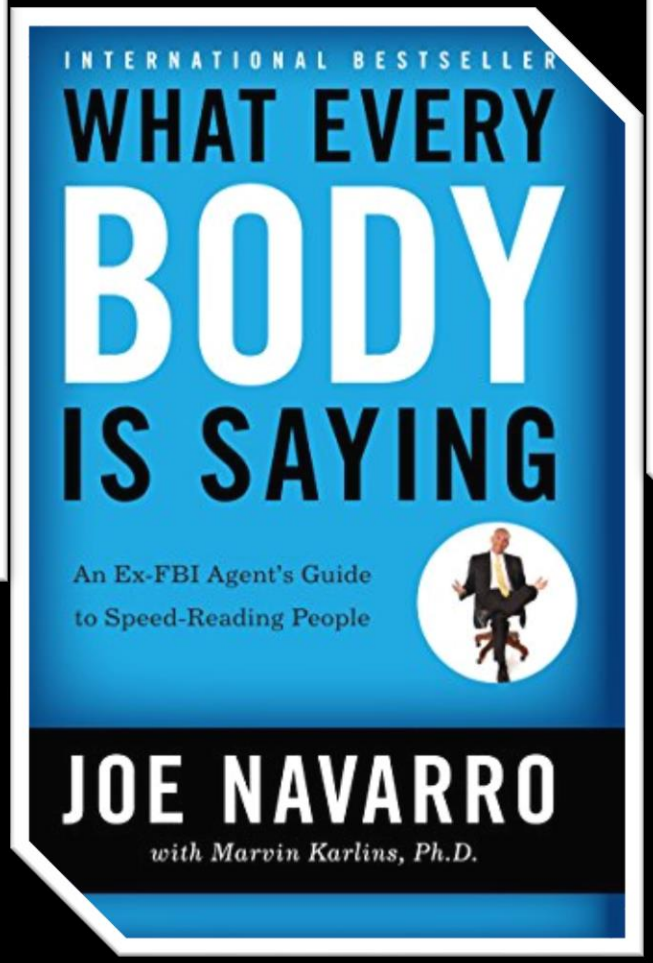


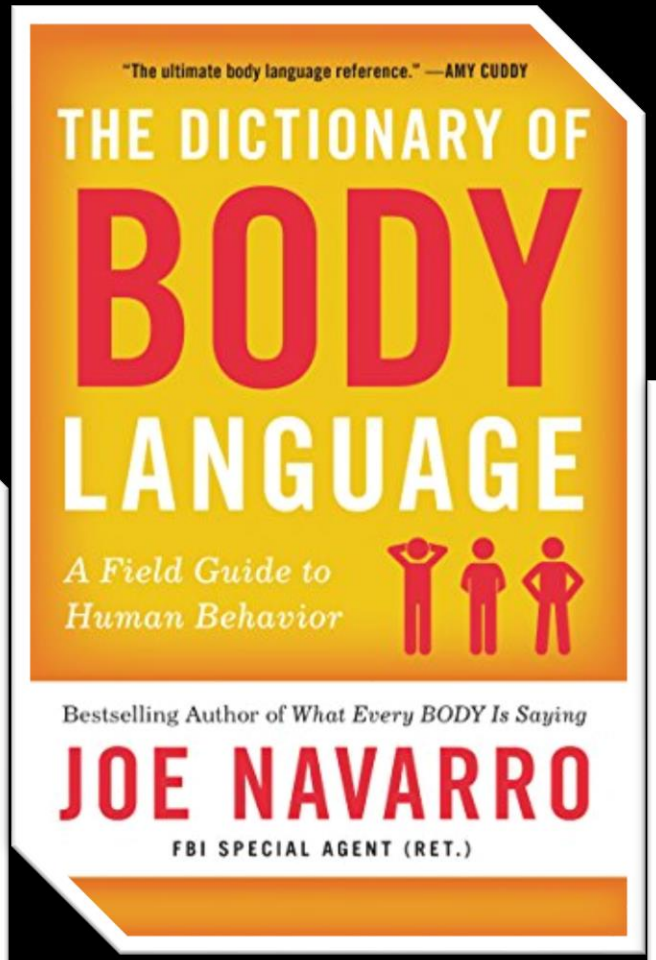
JOE NAVARO

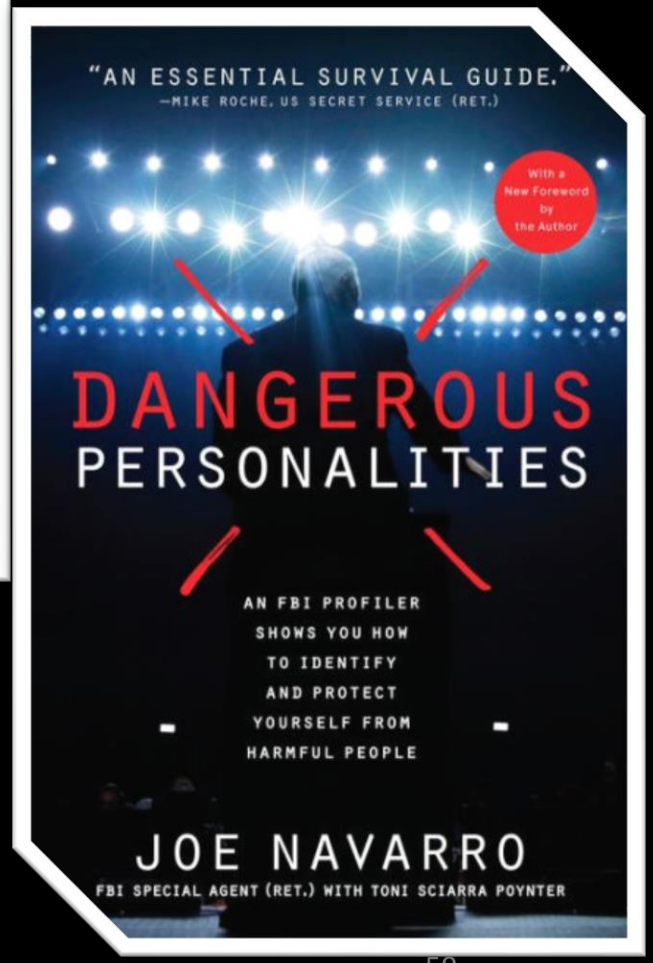
International bestselling author
& body language expert

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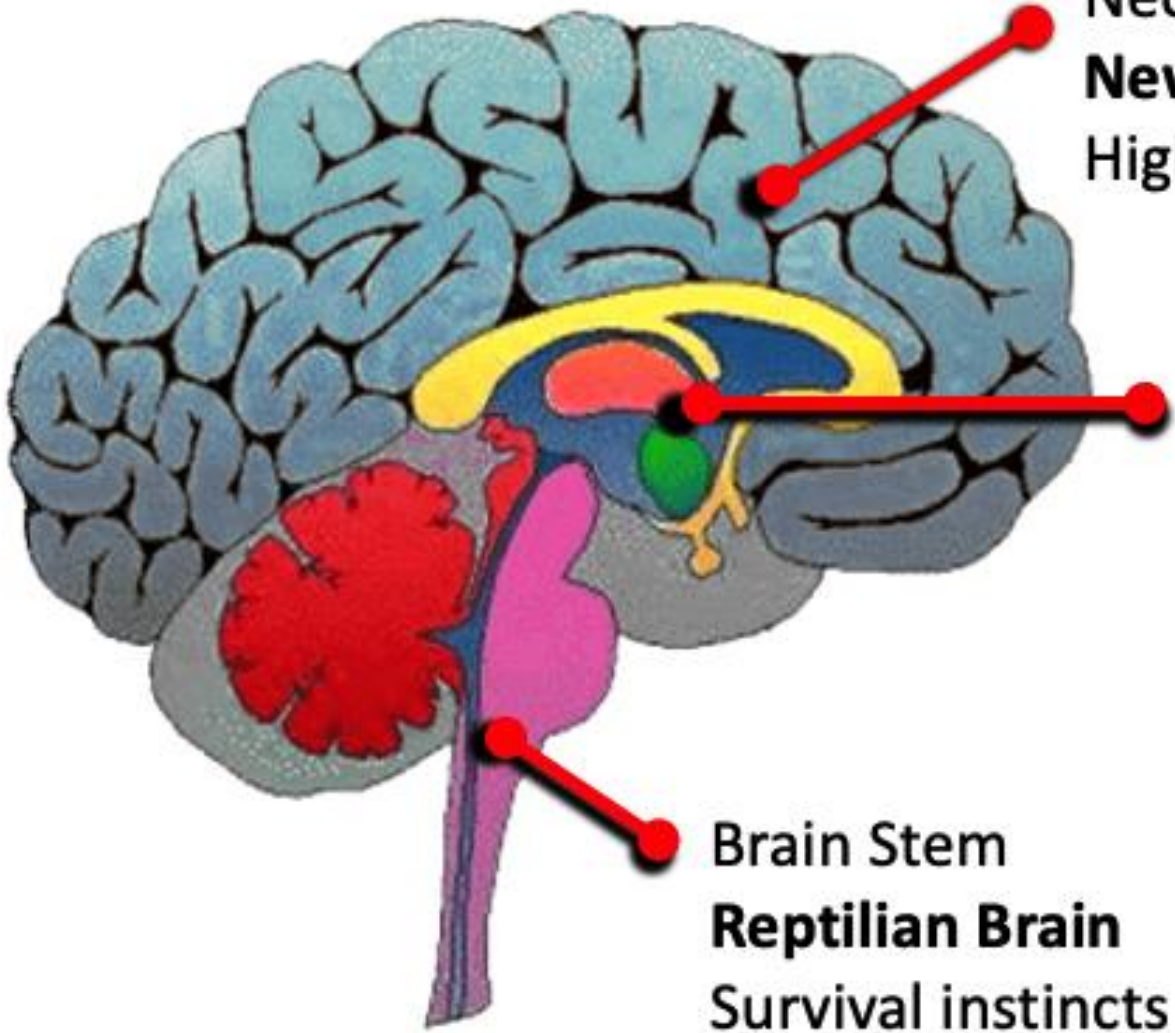








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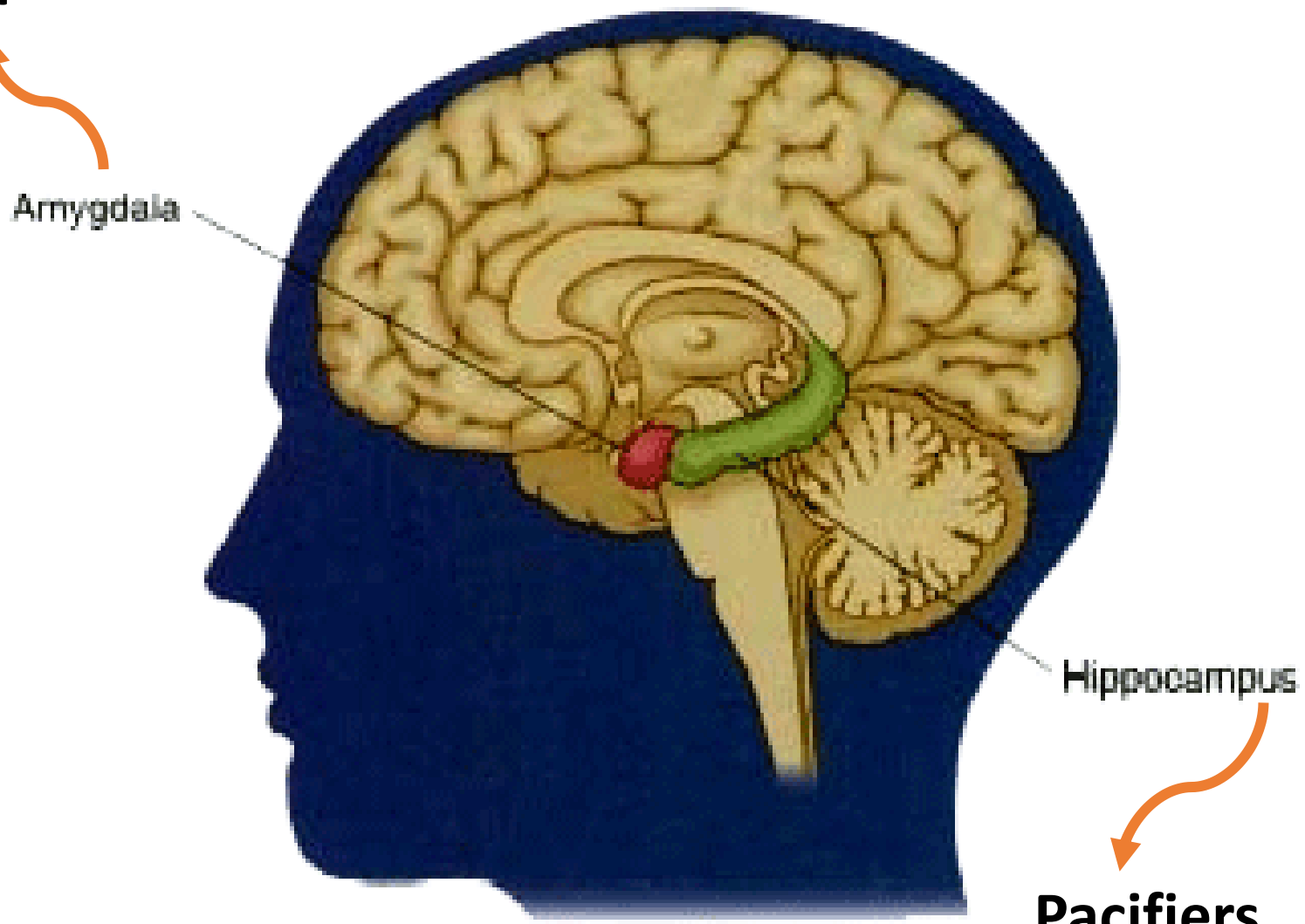
Neocortex
New Brain
Higher-order thinking

Limbic System
Mammalian Brain
Emotional Center

Brain Stem
Reptilian Brain
Survival instincts

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3F



Pacifiers

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پاسخ های 3F

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FIGHT



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Freeze, Flight, Fight?



Freeze, Flight, Fight



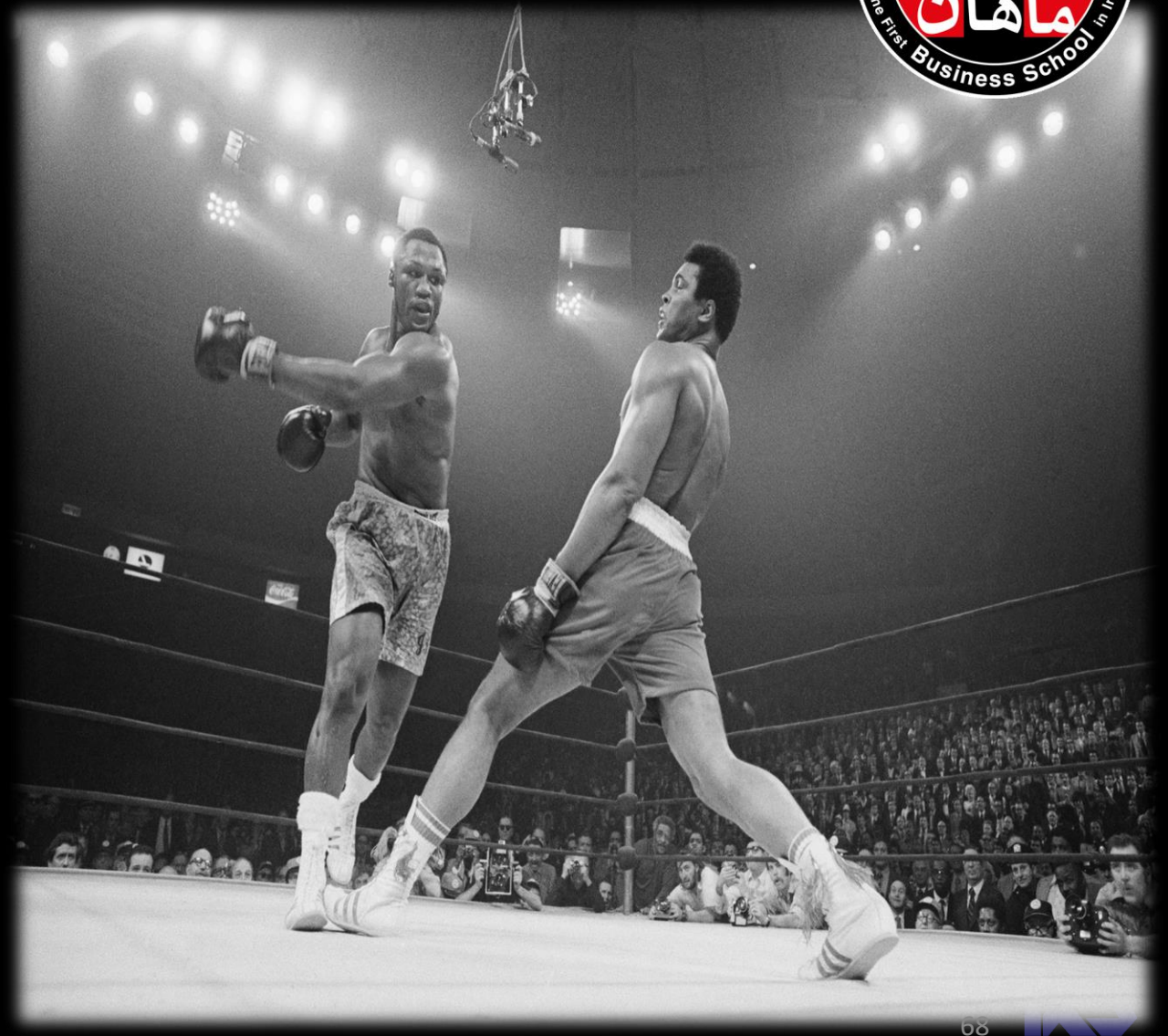
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Freeze, Flight, Fight?



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Freeze, Flight, Fight



Freeze, Flight, Fight?



Freeze, Flight, Fight



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Freeze, Flight, Fight?



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3F RESPONSE





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3F RESPONSE





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3F RESPONSE



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حرکات پستانکی



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PACIFIERS

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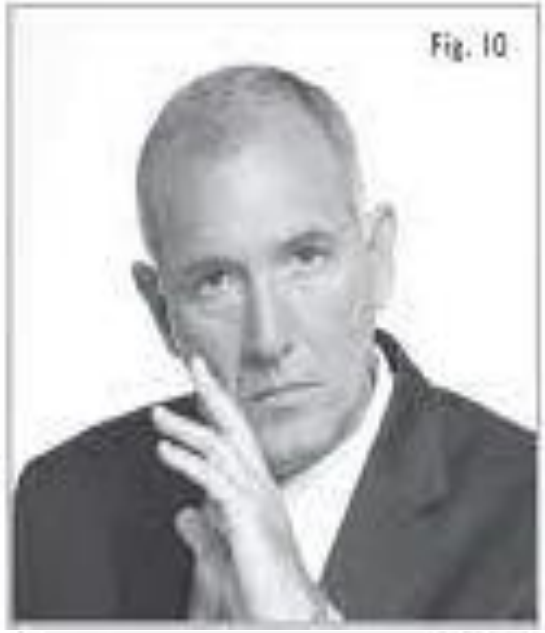




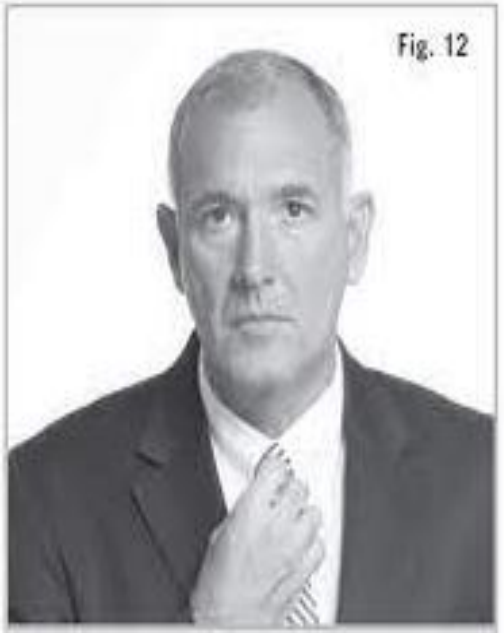




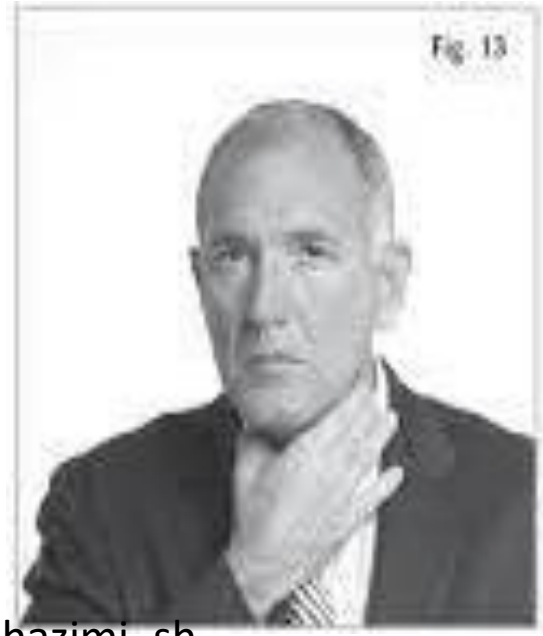
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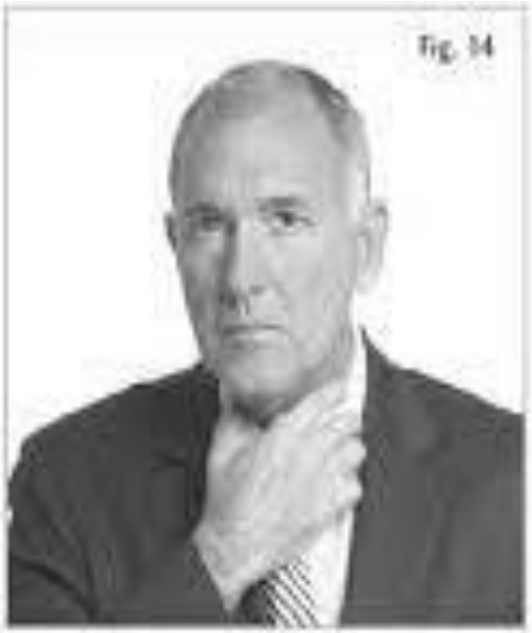


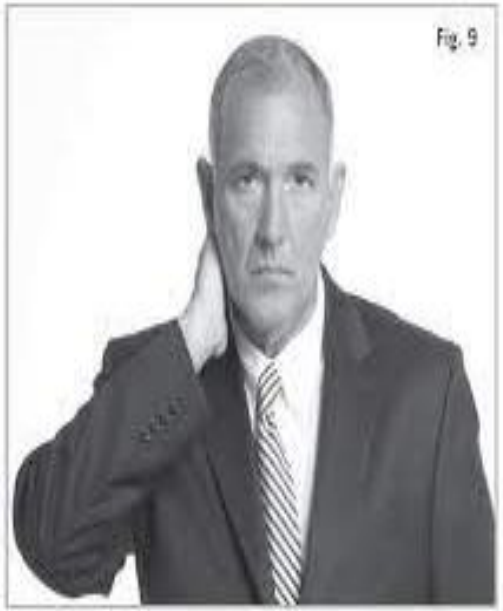












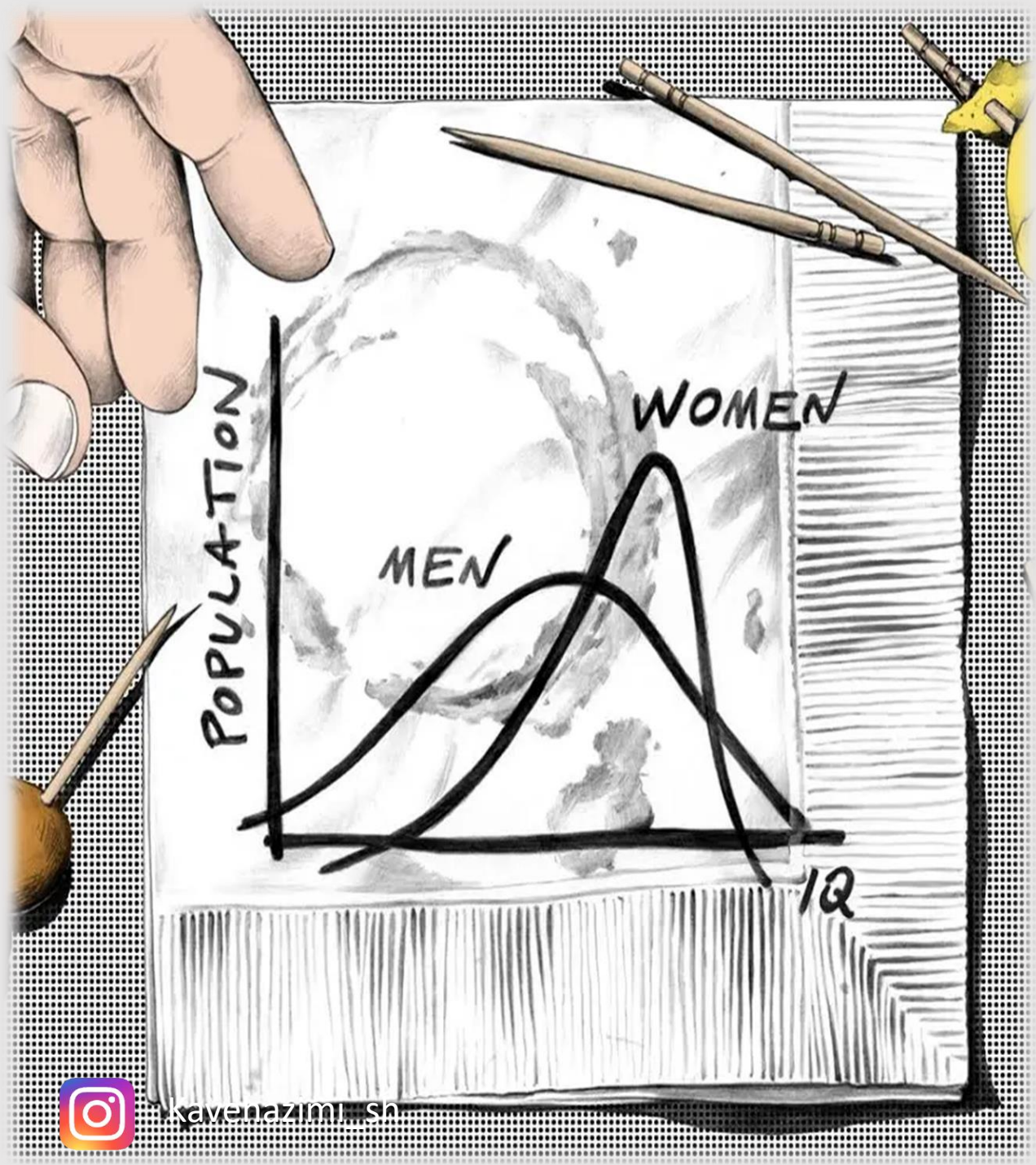
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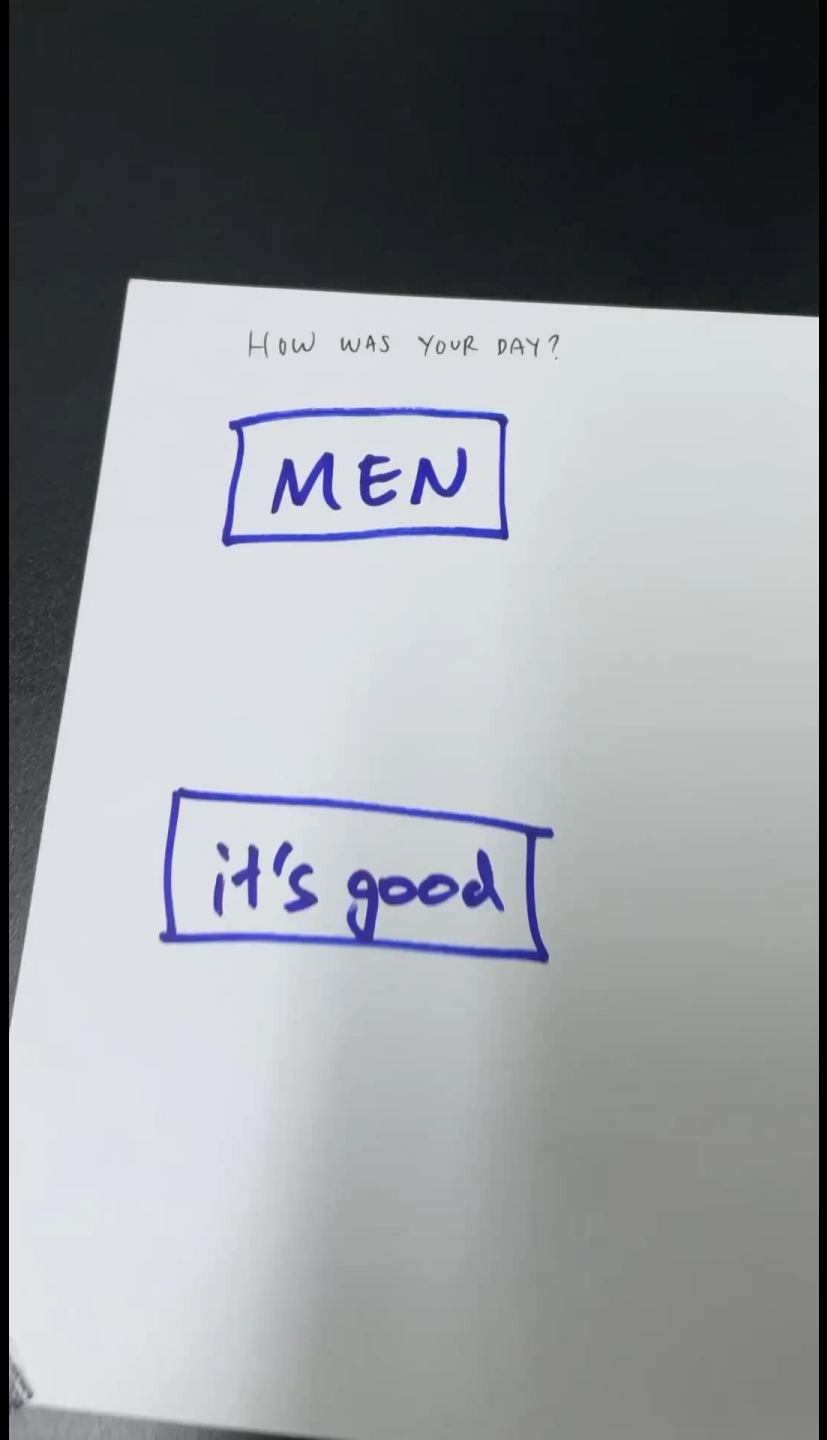
سایزمغز



EQ & IQ



تعداد فکر

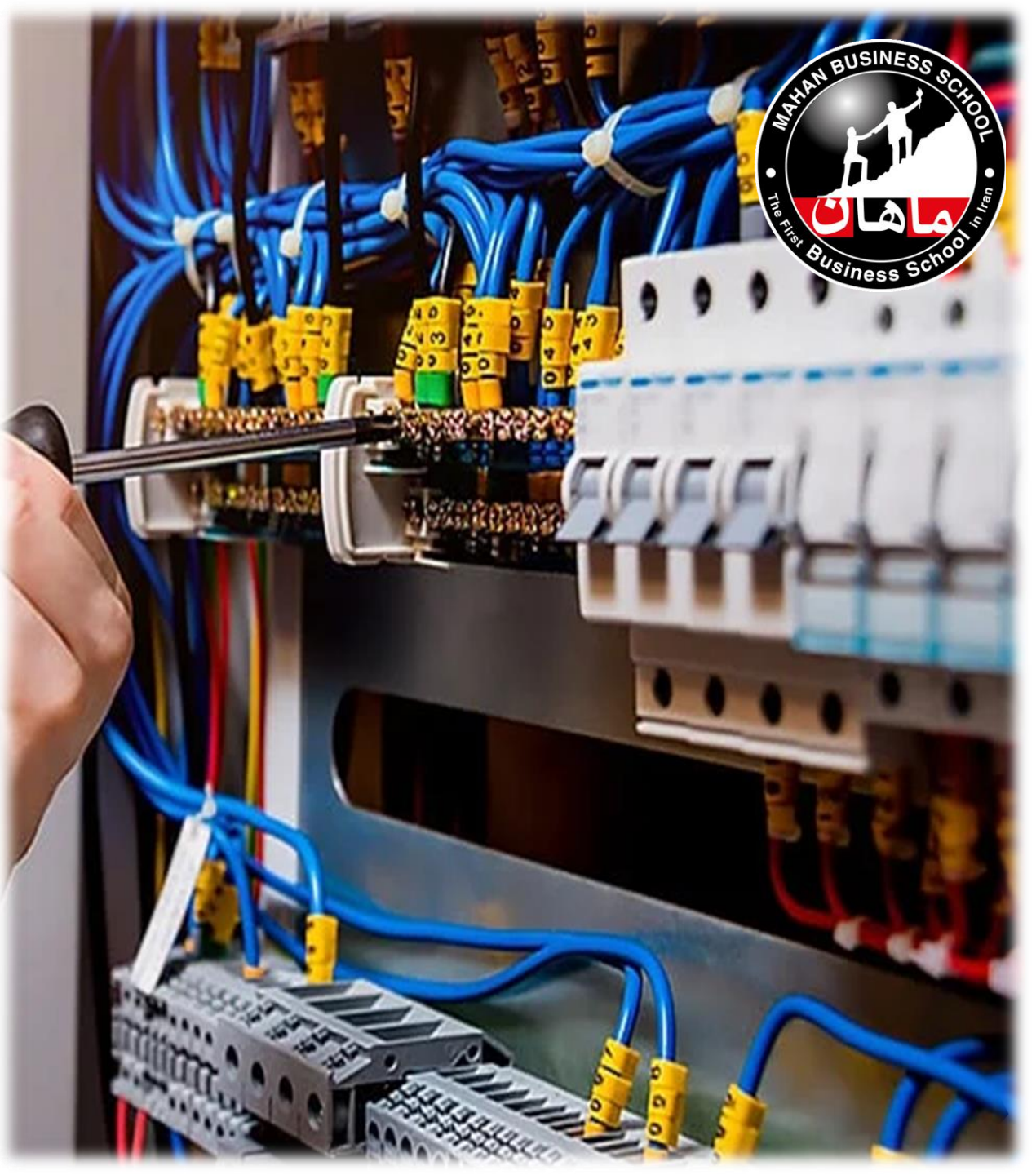


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کلید را بزن



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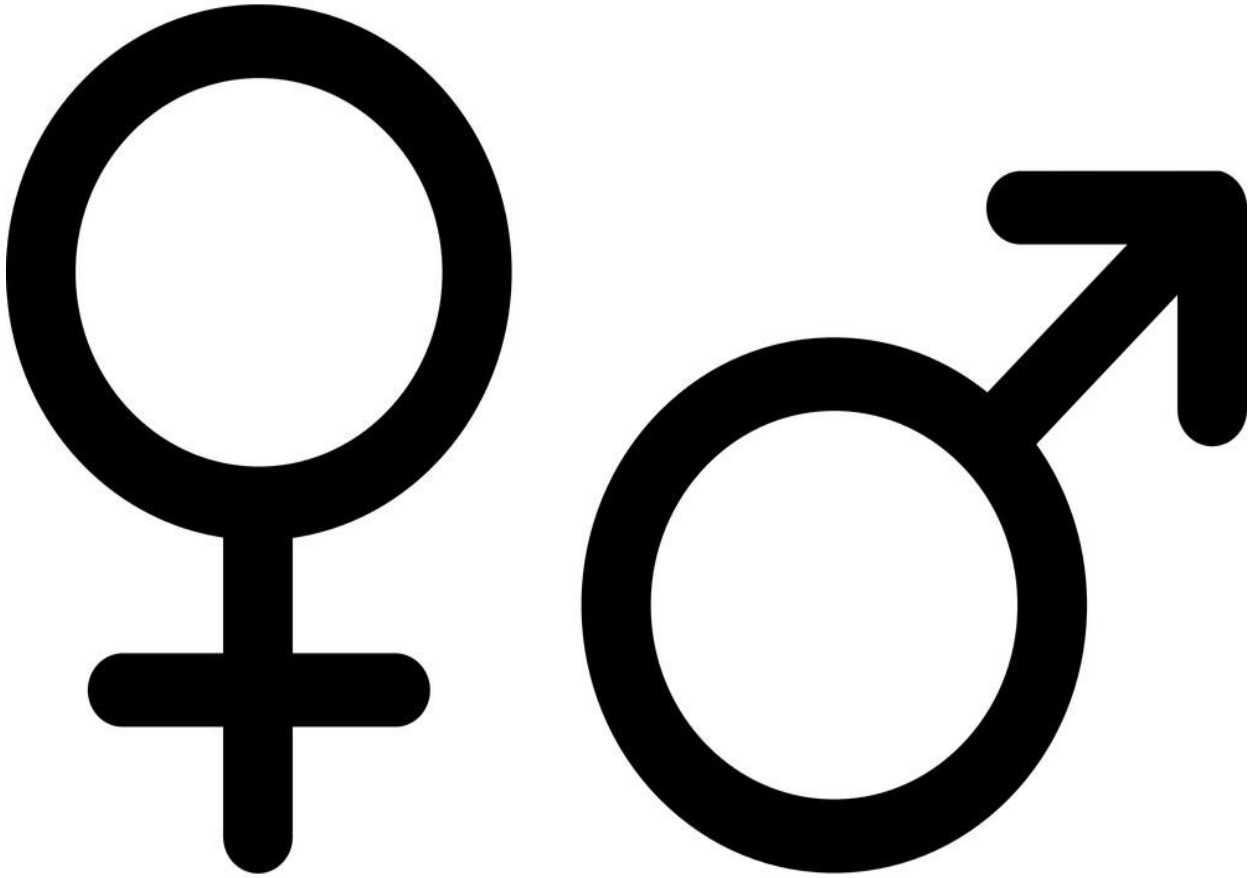
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Deepness

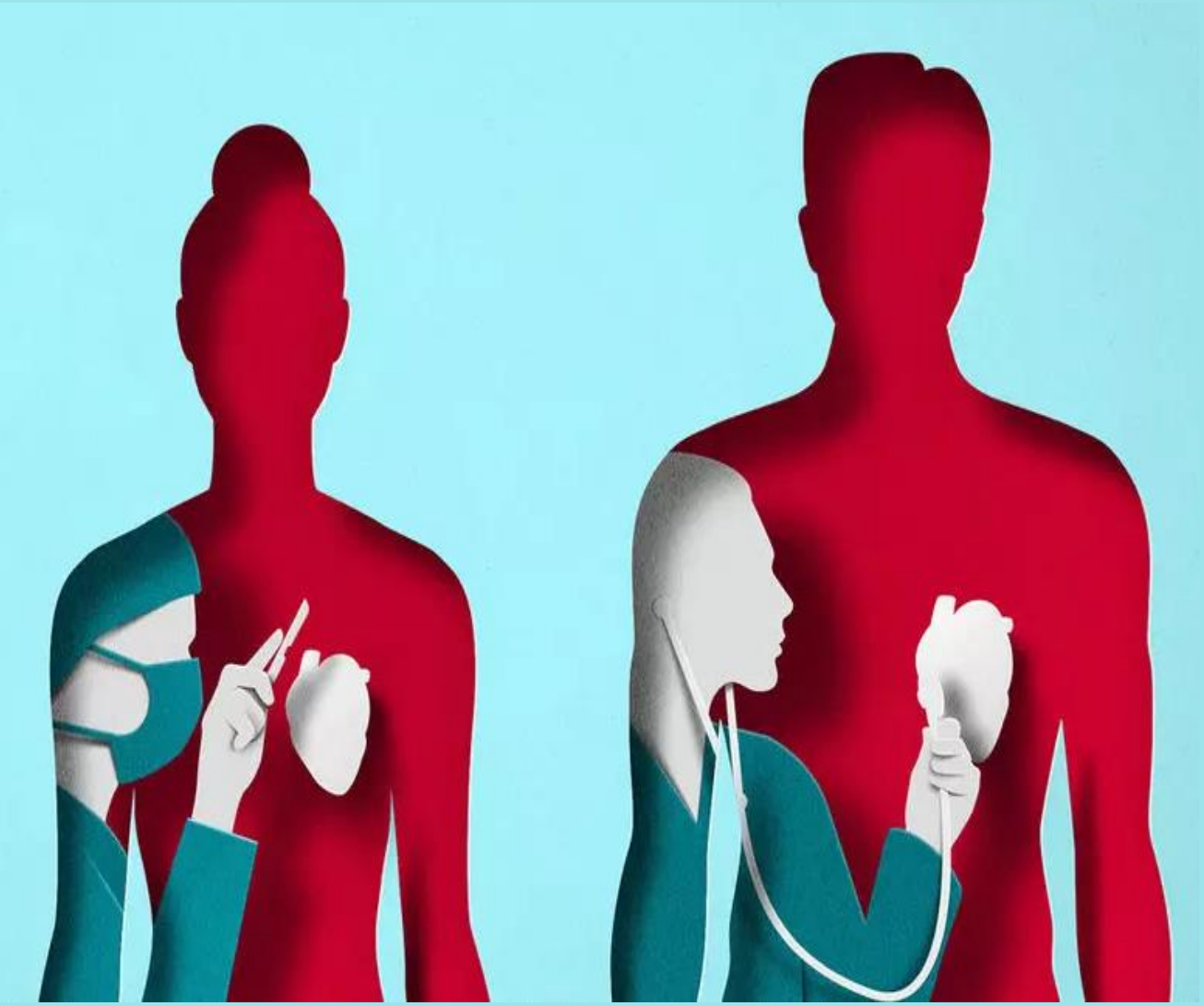
MULTI TASKING



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خانمها یا آقایون؟



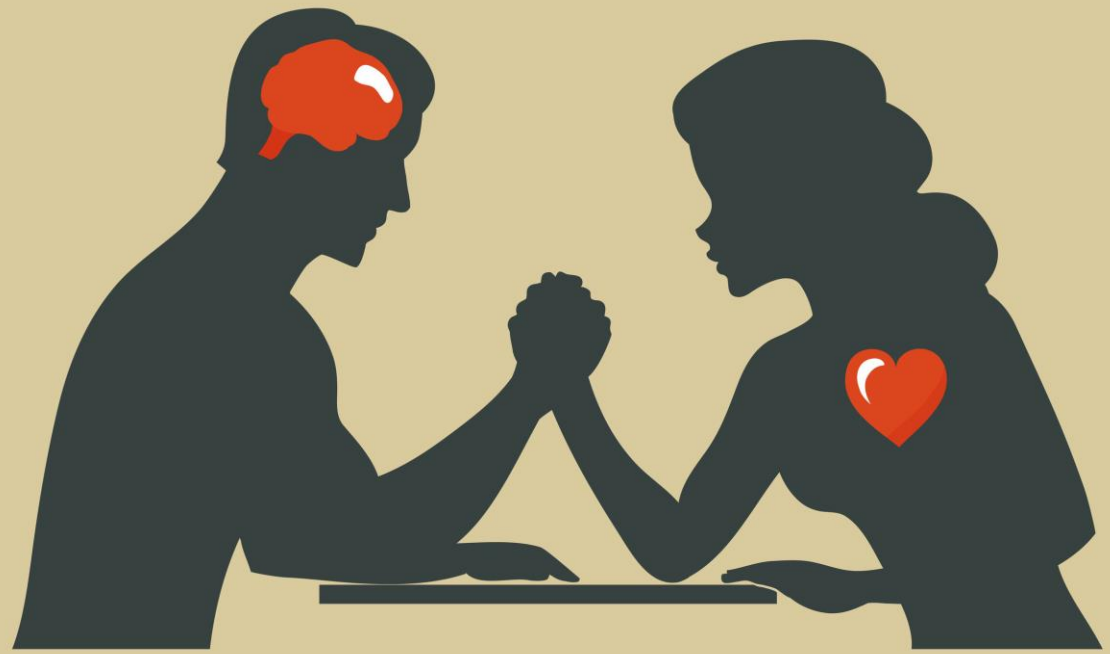
- ✓ استفاده از زبان بدن و علائم غیرکلامی در میان

زنان رایج تر است یا مردان؟

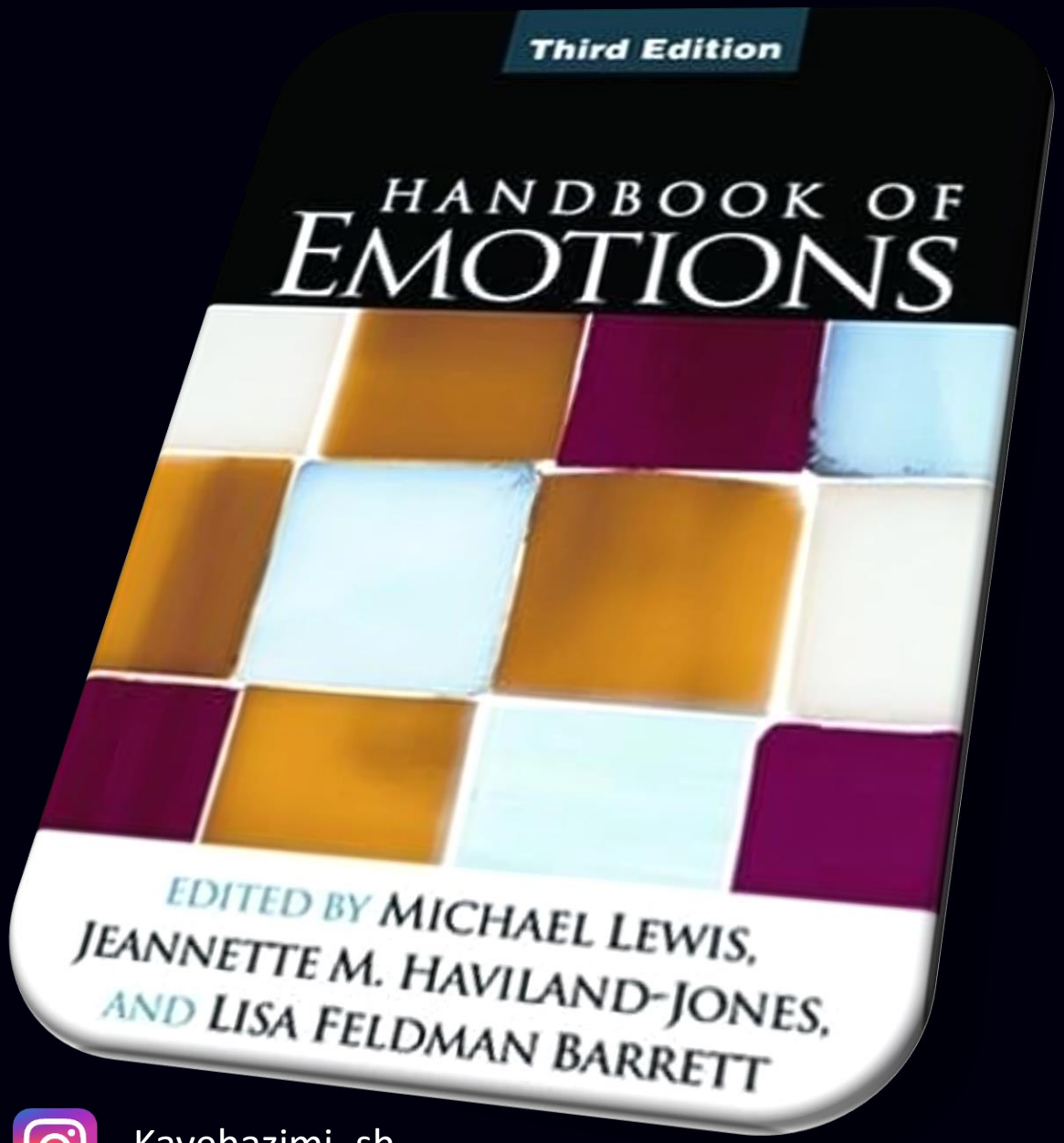
- ✓ زنان در درک زبان بدن و نشانه‌های آن بهتر عمل

می‌کنند یا مردان؟

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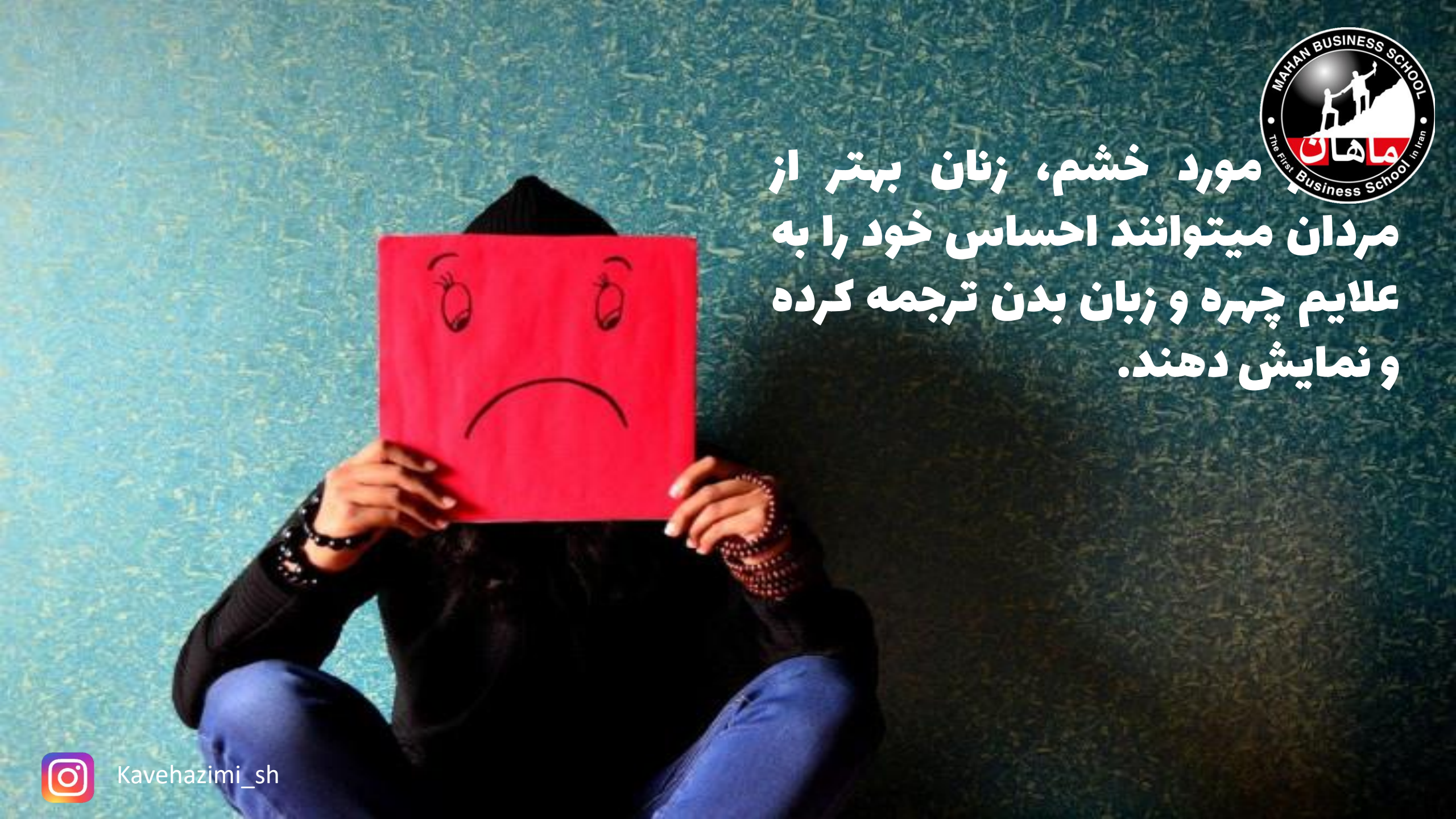


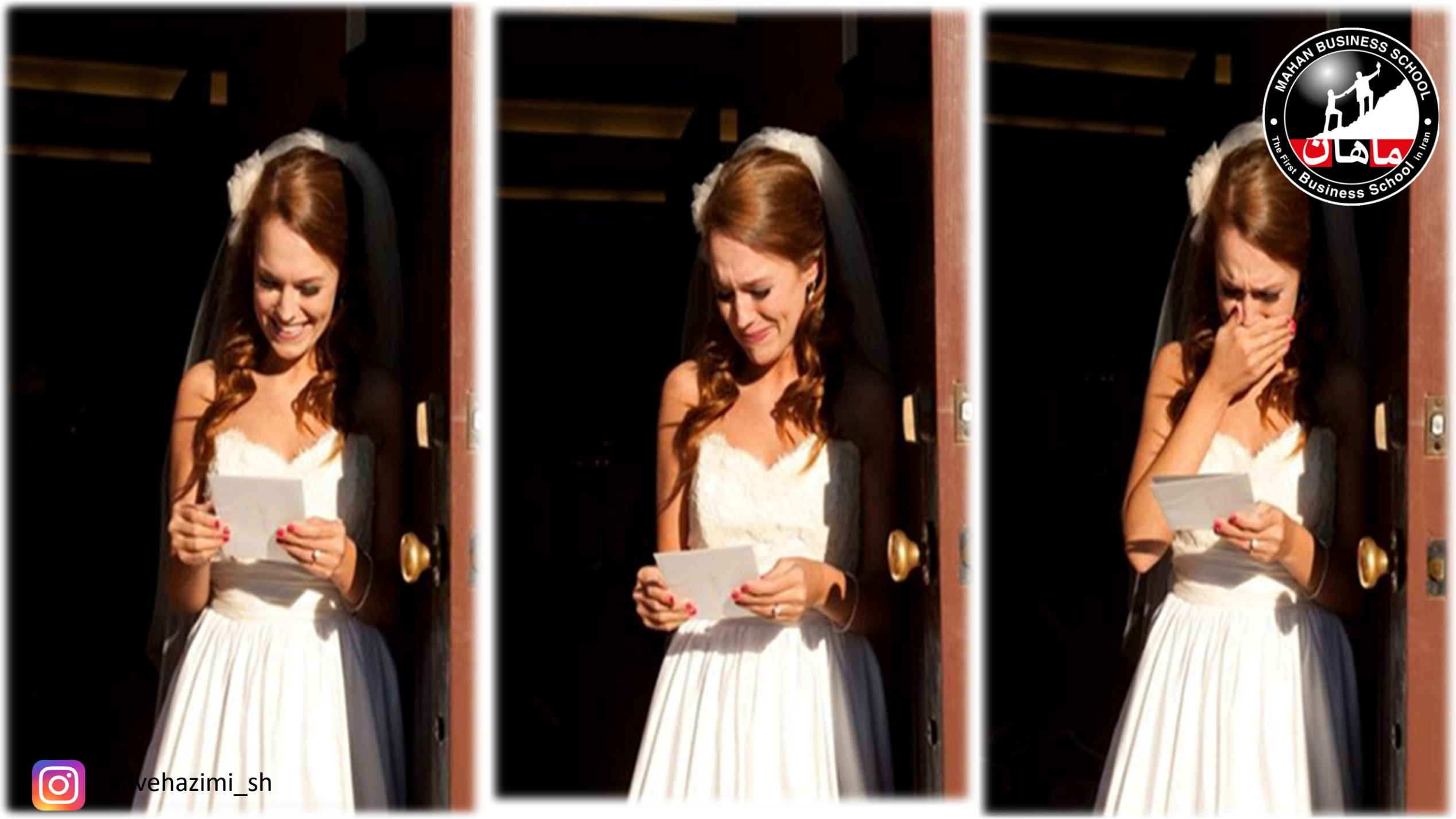
- زنان در درک احساسات بر اساس علایم چهره، بهتر از مردان است.
- مردان در مقایسه با زنان در نمایش بیرونی احساسات خود مقاومت بیشتری نشان می دهند.
- مردان در بیان احساسات خود از طریق زبان بدن ضعیف‌تر هستند.



به شرط آنکه **مانع بیرونی** وجود نداشته باشد، توجه به علائم چهره و زبان بدن برای درک احساسات طرف مقابل، وقتی طرف مقابل یک زن است، قابل اتکاتر است.

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به مورد خشم، زنان بهتر از
مردان میتوانند احساس خود را به
علایم چهره و زبان بدن ترجمه کرده
و نمایش دهند.
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Daily Mail .com | News

British women look in the mirror up to 71 times a day, survey reveals

By Liz Hull for MailOnline
20:07 EST 04 Nov 2007 , updated 03:18 EST 05 Nov 2007

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We all know looks go a long way in these image-obsessed days but some of us, it appears, are taking things a little too far.
A quick look in the mirror to make sure no hideous malfunctions of hair, makeup or clothes have occurred is clearly no longer enough.



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How long did you spend in f of the mirror this morning? Women dedicate 55 minutes day to their appearance - the equivalent of two weeks a year!

By Misty White Sidell
14:10 EST 24 Feb 2014 , updated 14:35 EST 24 Feb 2014



Share

59 comments

The average woman spends 55 minutes on her appearance every day - a figure that equates to two full weeks a year, a new study has found.

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from
2018
The Sydney Morning Herald


LITTLE GIRLS' REACTIONS TO THE KISS AT A WE
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FOR WOMAN , FACE COME FIRST



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***MEN** don't show their emotion on their face*

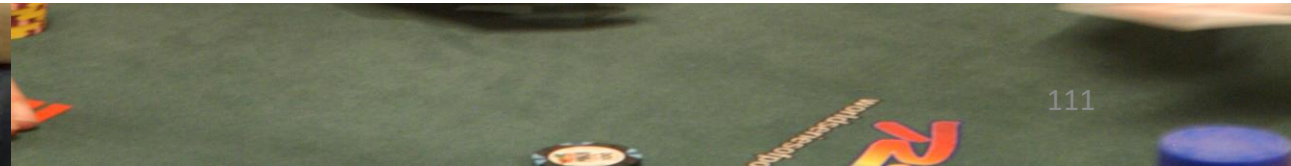
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“POKER FACE”



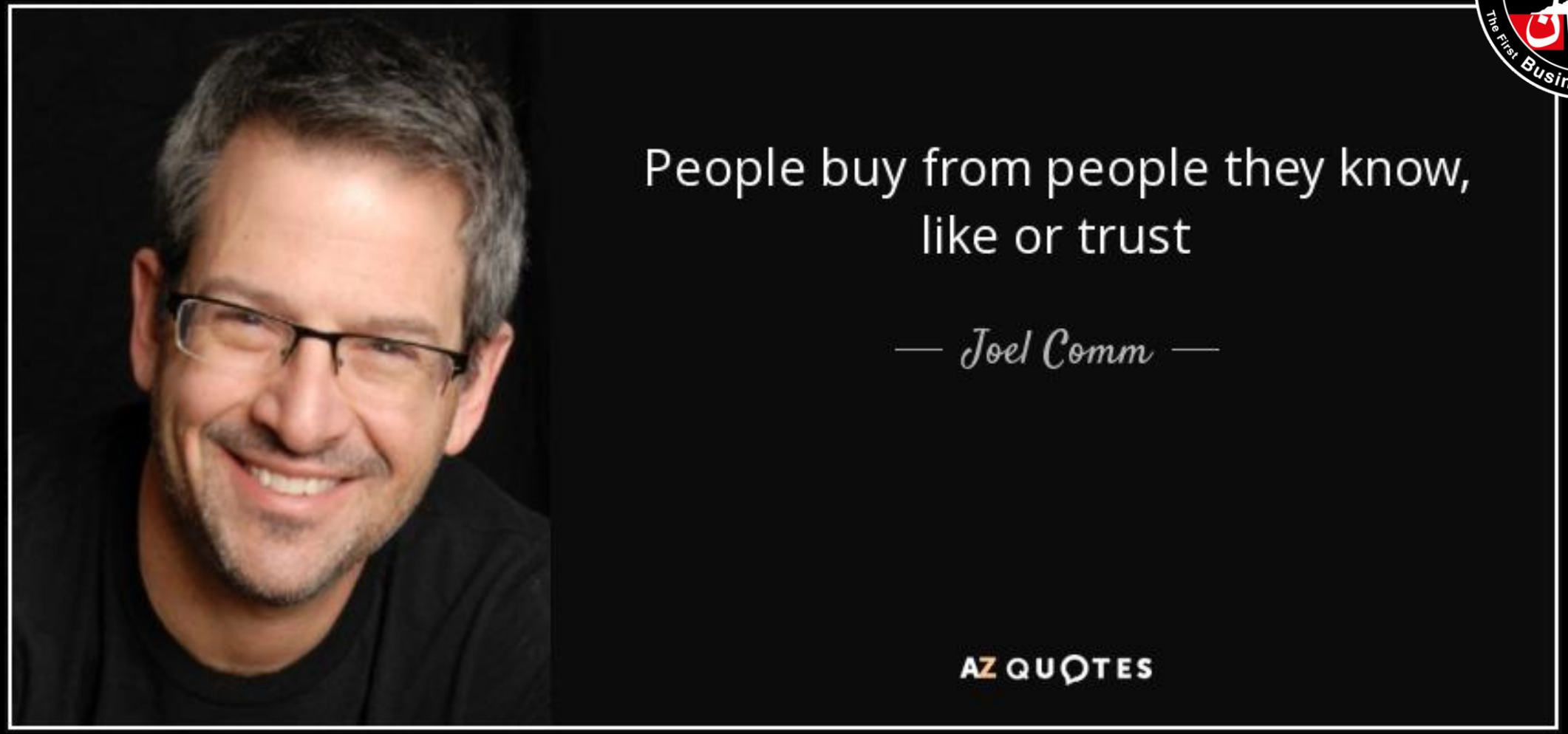


BODY LANGUAGE TYPE

- COMFORT
- DISCOMFORT



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Behavioral Mimicry

تقلید رفتاری

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CHAMELEON EFFECT

اثر آفتاب پرست

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ارتفاع
و تاثیر آن در زبان بدن
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حرکات صورت

FACIAL EXPRESSIONS

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تماس های چشمی

EYE CONTACTS



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نواحی
ZONES


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لنگر انداختن کمر

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لنگر انداختن ساق پا



The American leg lock

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لنگر انداختن آرنج


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حرکات پا در زبان بدن



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V & T
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PIGEON TOES





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Proxemics

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ISNA




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STANDING CROSSED LEGS

BALLET VS FLAT



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SHOEPLAY

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radiofarda عکس روز – یکی از نمایندگان در حال مطالعه پشت میز خود در جلسه علنی مجلس شورای اسلامی؛ عکس از فار

all 663 comments

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TORSO

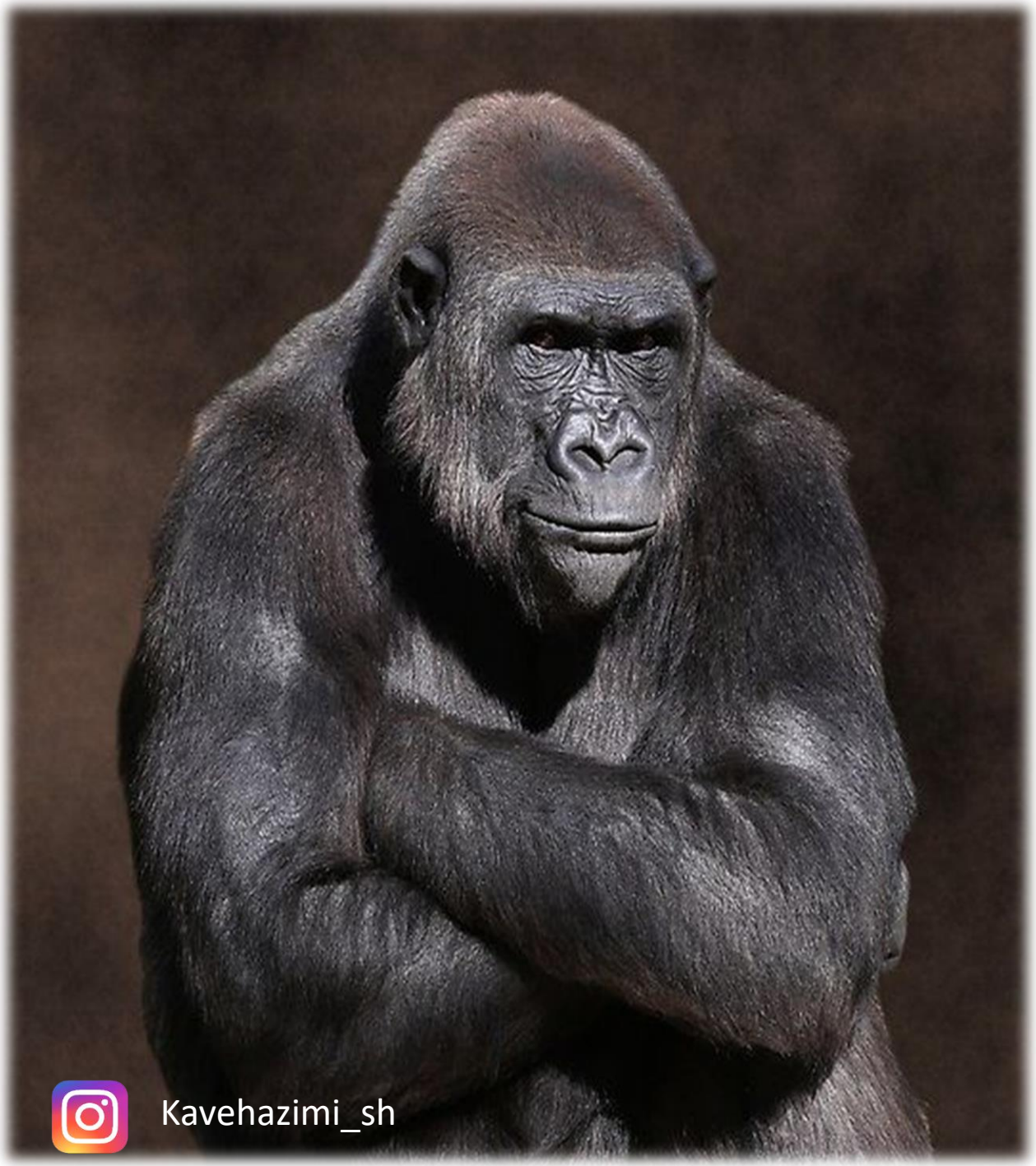
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دست به سینه

Folded Arms

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Folded arms
Thumbs up






QNB
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PMU



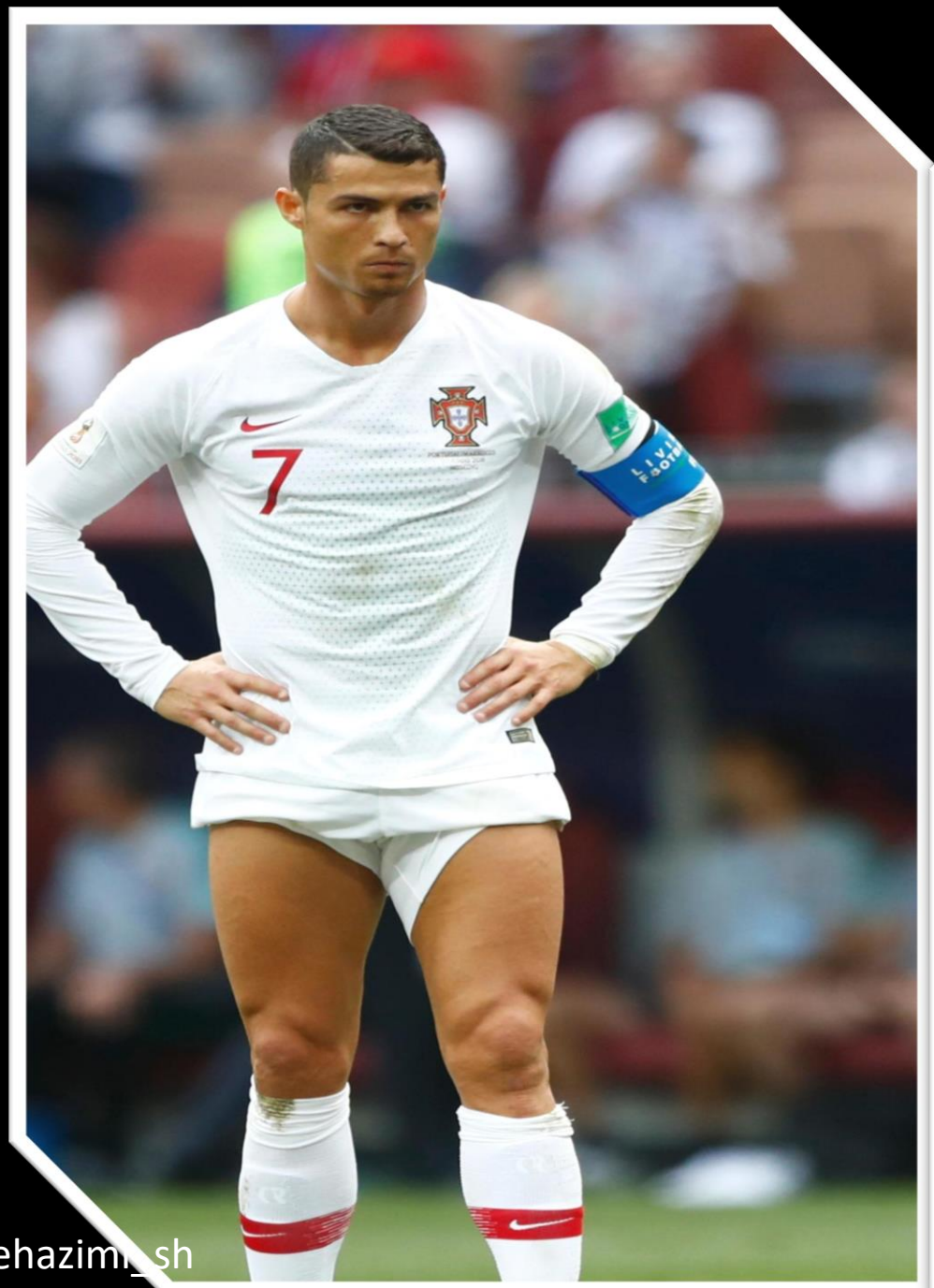
ARMS AKIMBO

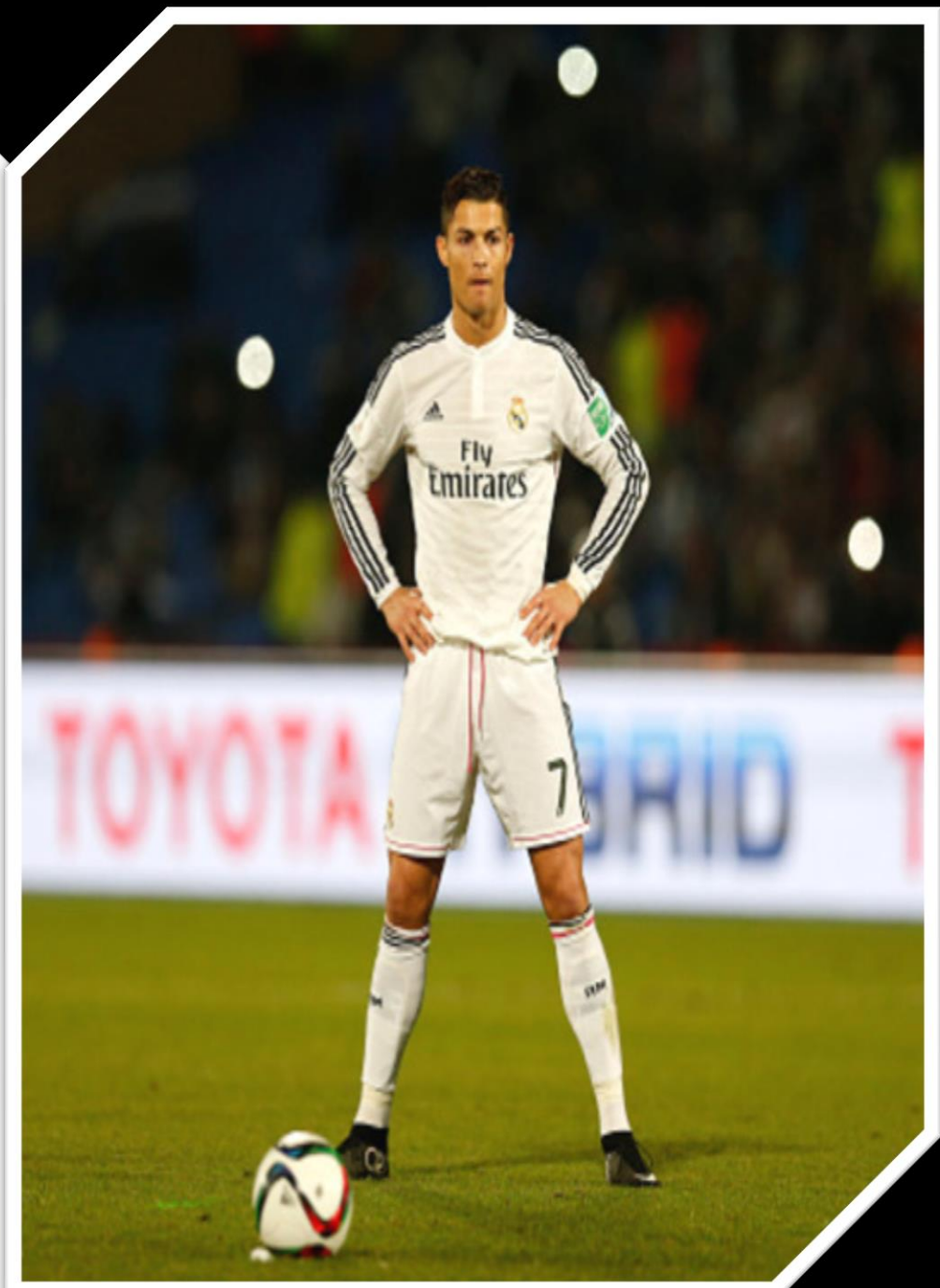
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حرکات دستها



FIG TREE LEAF



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قواعد دست دادن
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اصغر فرهادی هر دو شست دست خود را به سمت بالا گرفته که نشان از اعتماد به نفس وی در برابر دوربین ها است.

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V sign







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OK sign
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LIKE sign
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Sign of the HORNS
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برج سازی با دستها
Steeple hands



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سیم خاردار ناتو
NATO barbed wire
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مالش کف دستها
Rubbing the Palm
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حرکات گردن

PIPELINE OF EMOTION

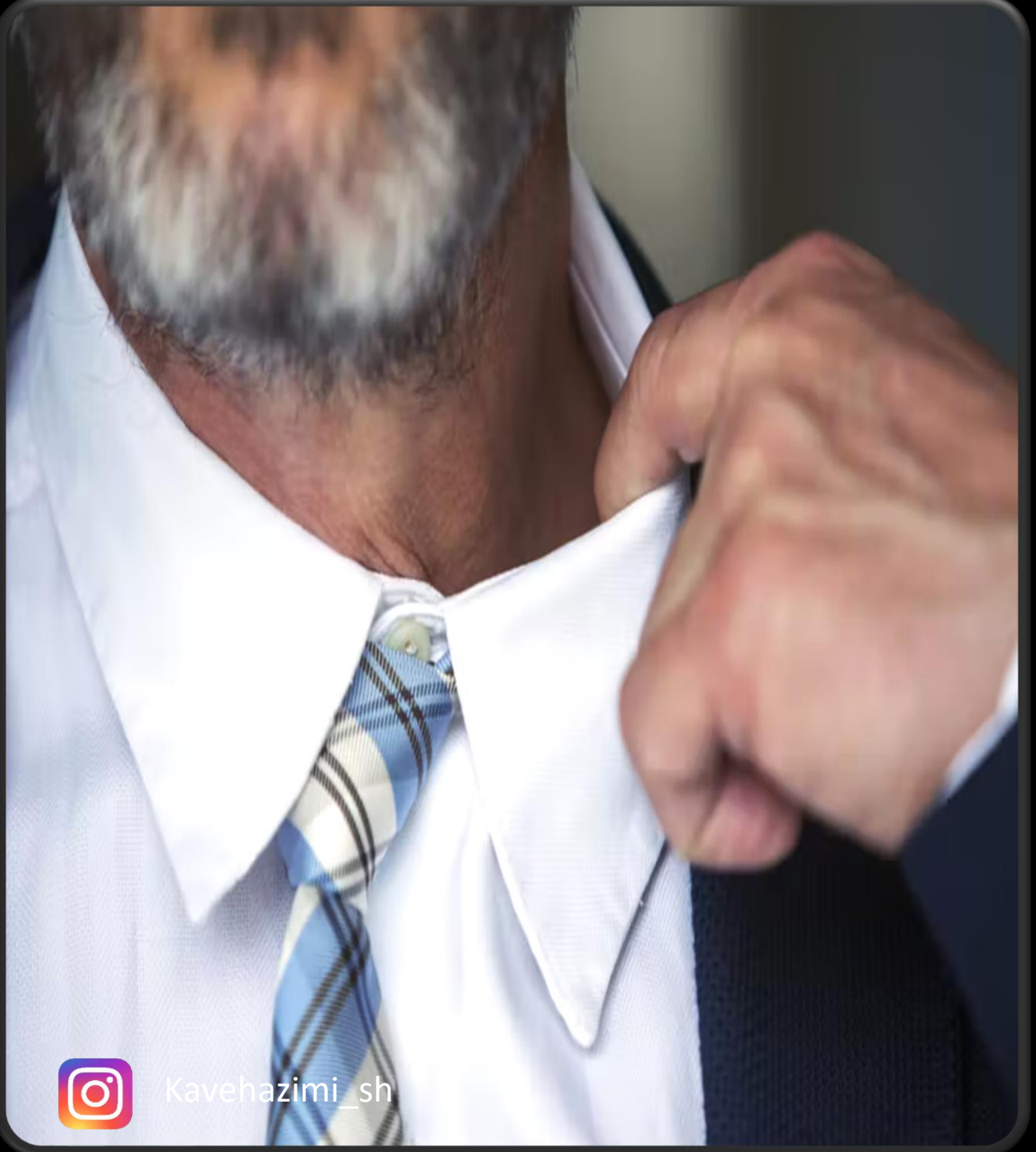


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the
bodylanguage
project.com


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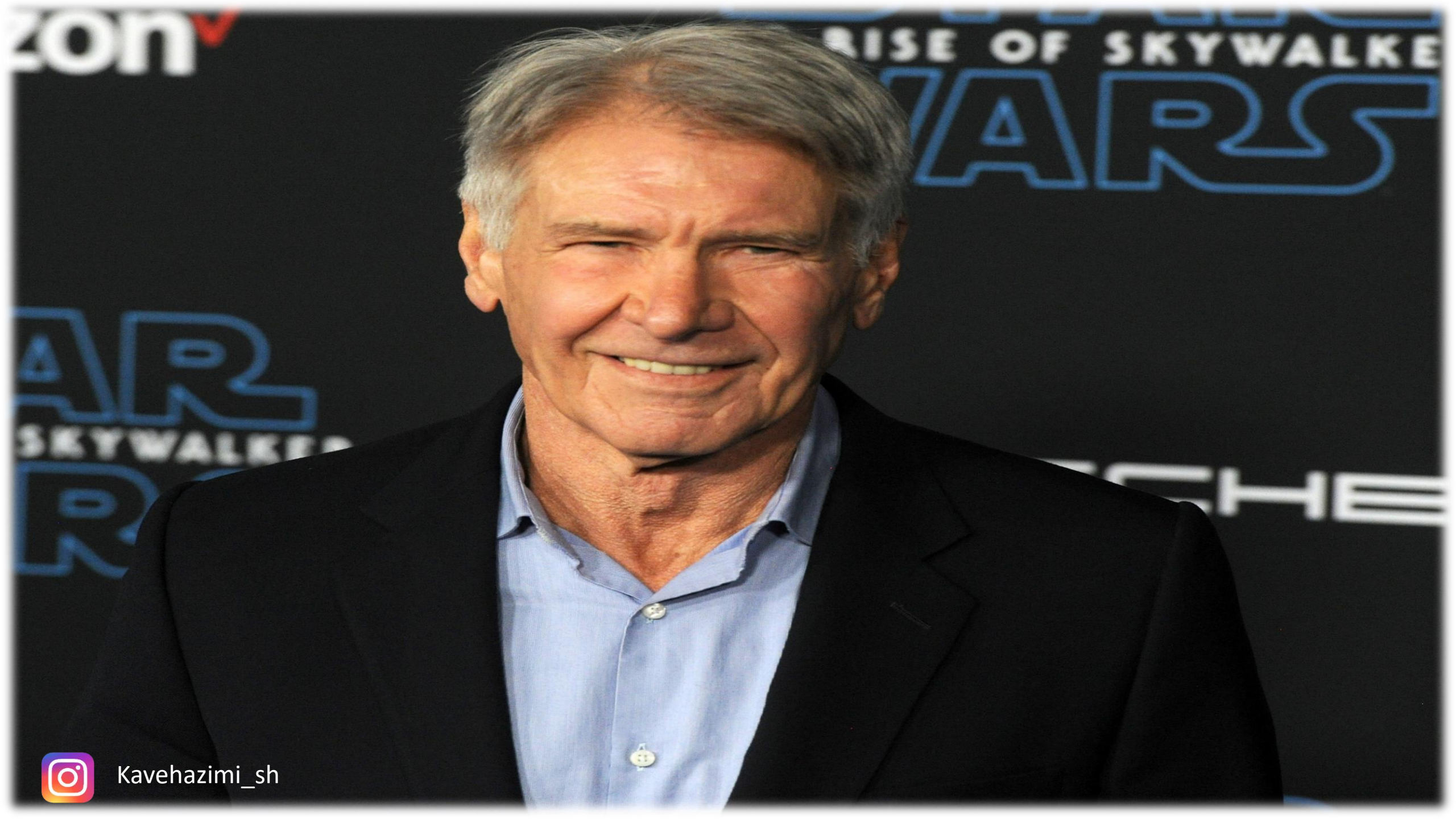
COLLAR PULL
کشیدن یقه



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Playing with hair


RISE OF SKYWALKE
WARS
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یک نرم افزار چهره شناسی تشخیص داد که مونالیزای لئوناردو داوینچی 83% خوشحال، 9% منزجر، 6% هراسناک و 2% خشمگین است.

#تحقیقات

🔴دانستنیها🔴

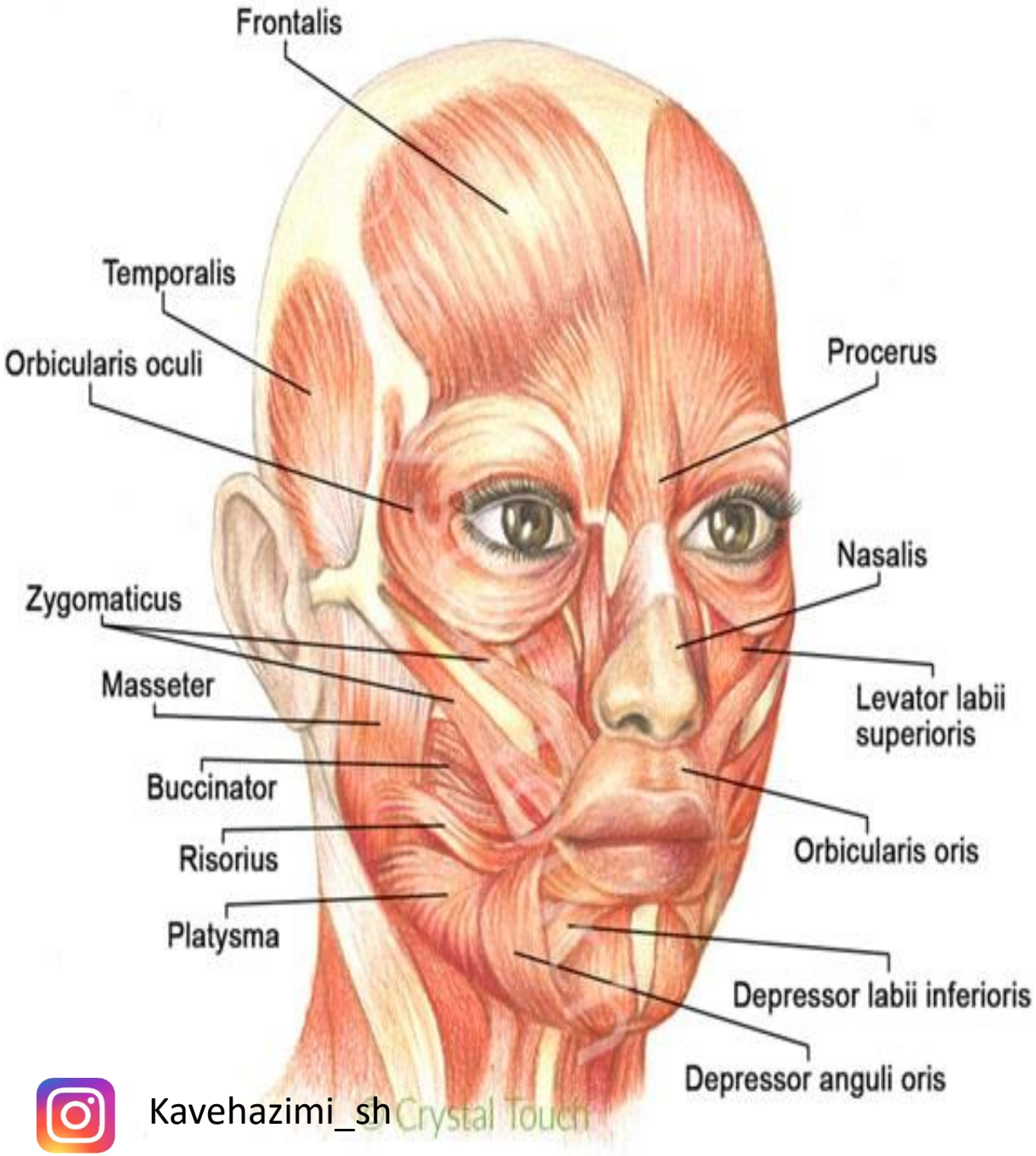
https://telegram.me/joinchat/BxYlOj0eWBZ9lRZ5aErtTg

14.5K 00:34

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1. The Forehead
2. The Eyebrow
3. The Mouth and Cheek
4. The Nose and Ears
5. The Lips and Tongue
6. The Jaws and Chin

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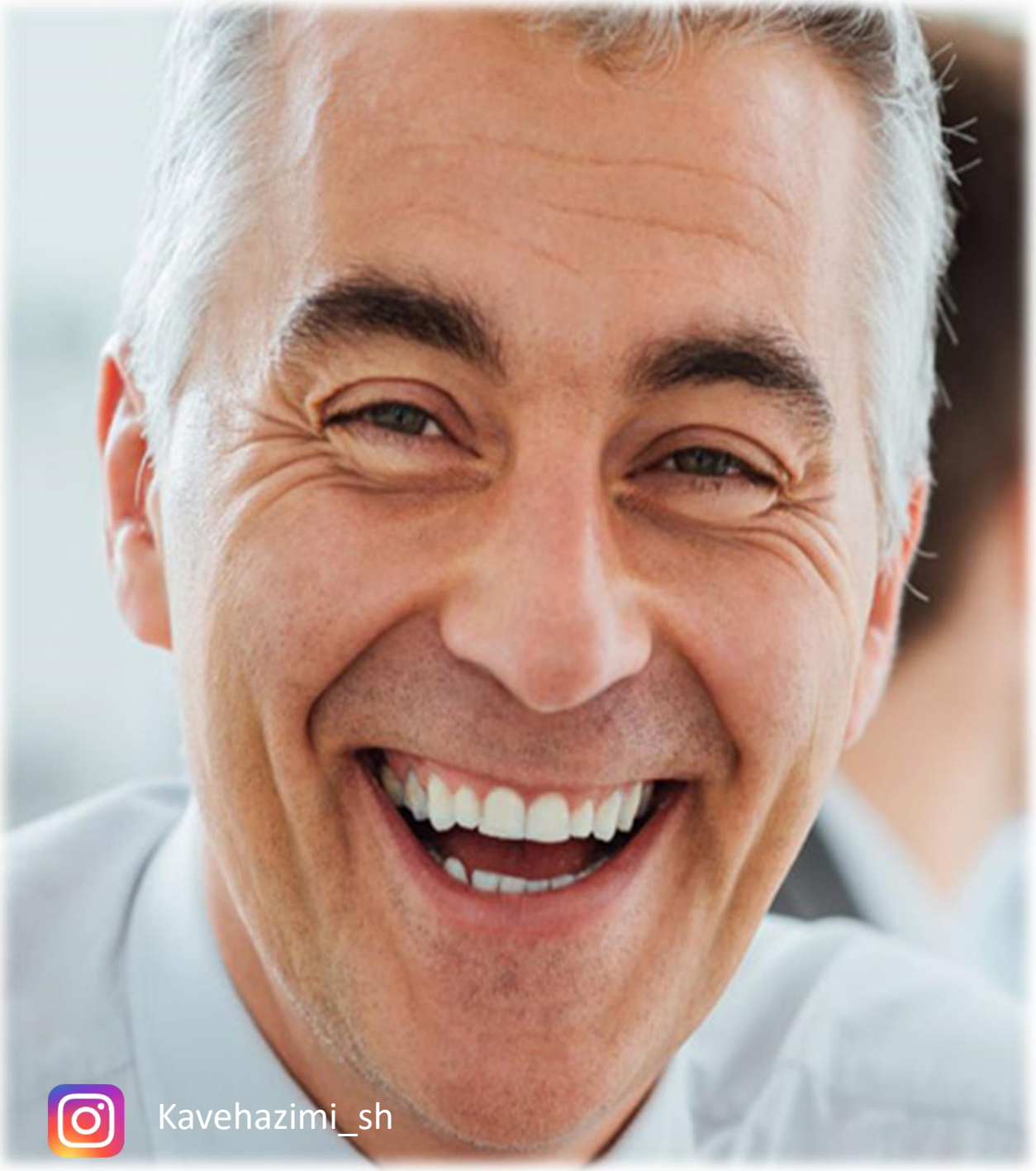

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Smirk

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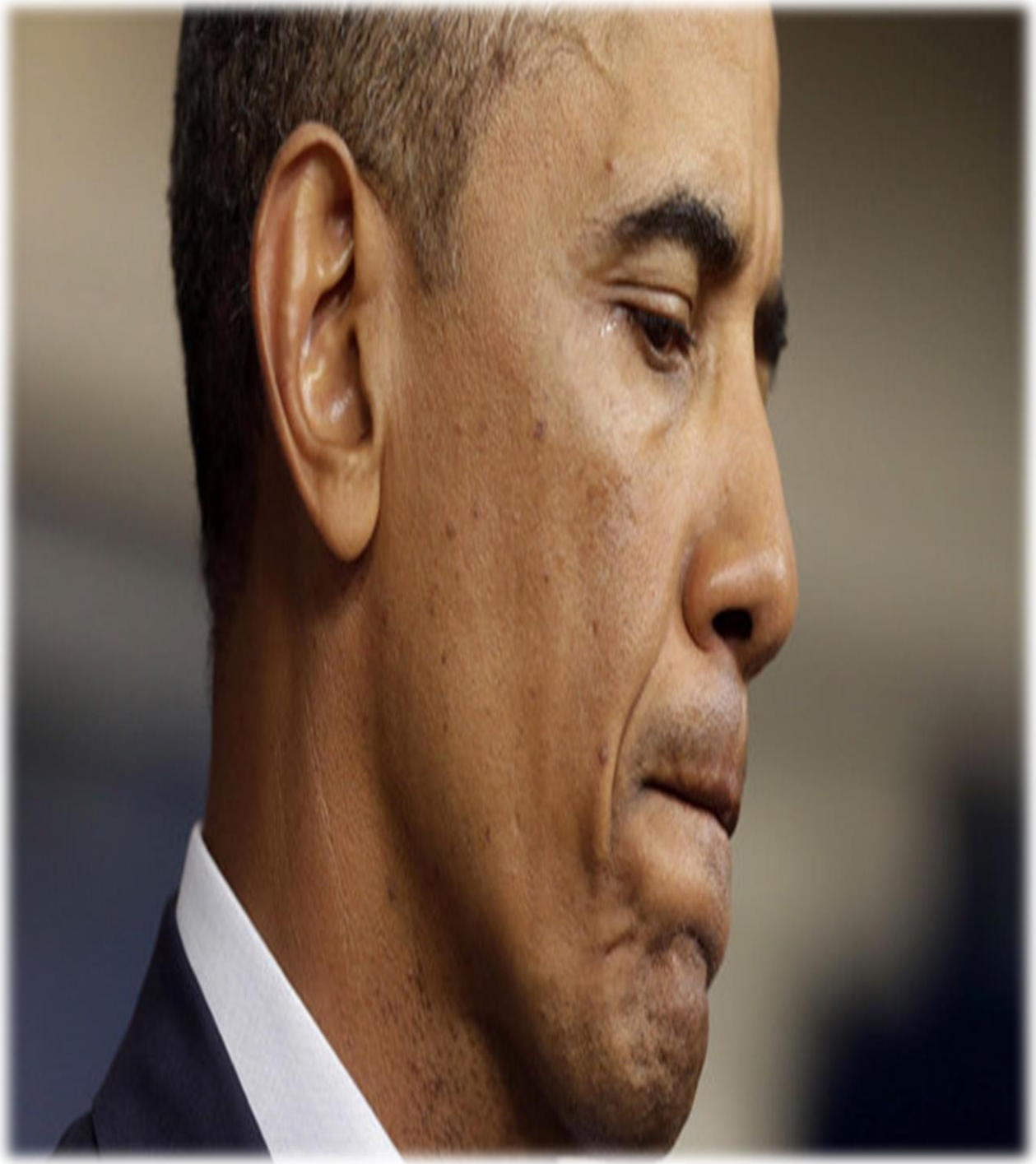






Kiss me lips








BODY
TALKS







Evaluation gestures


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Facial Platter
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IRNA 1934
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Date & Time: 1393/11/07 - 14:26


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EAR HOLDING

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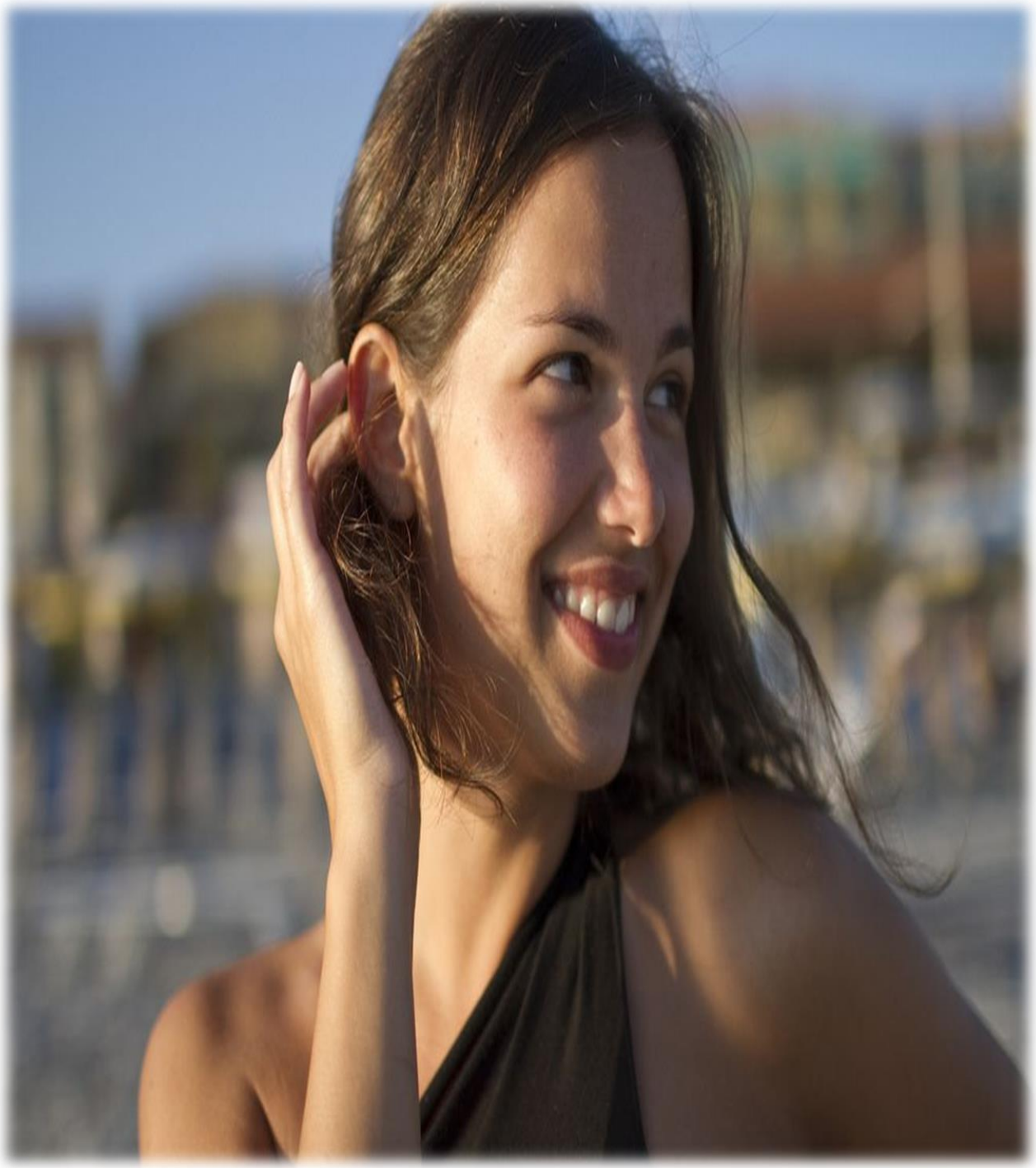
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EAR CLOSING



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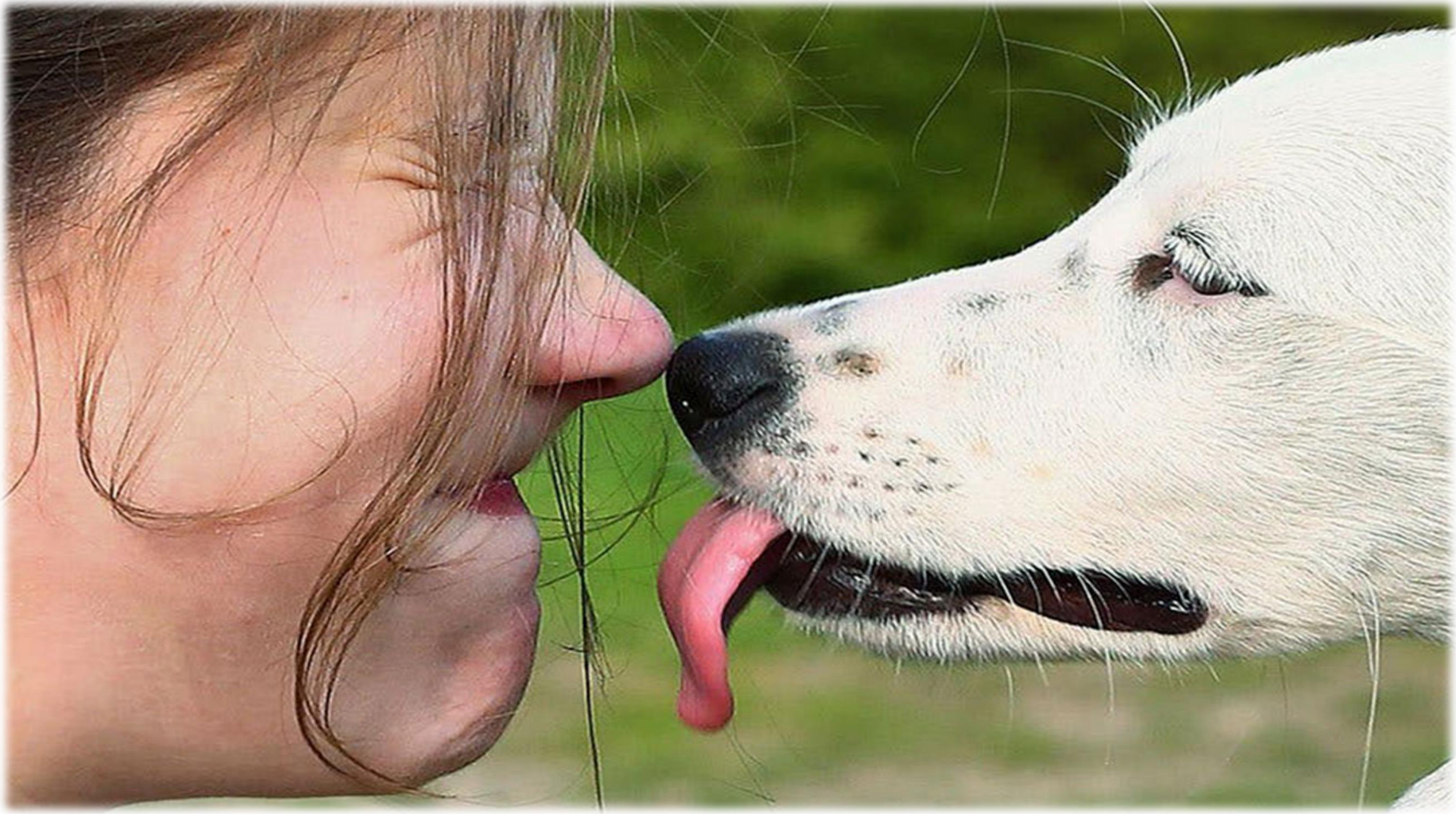
BACK OF EAR RUB











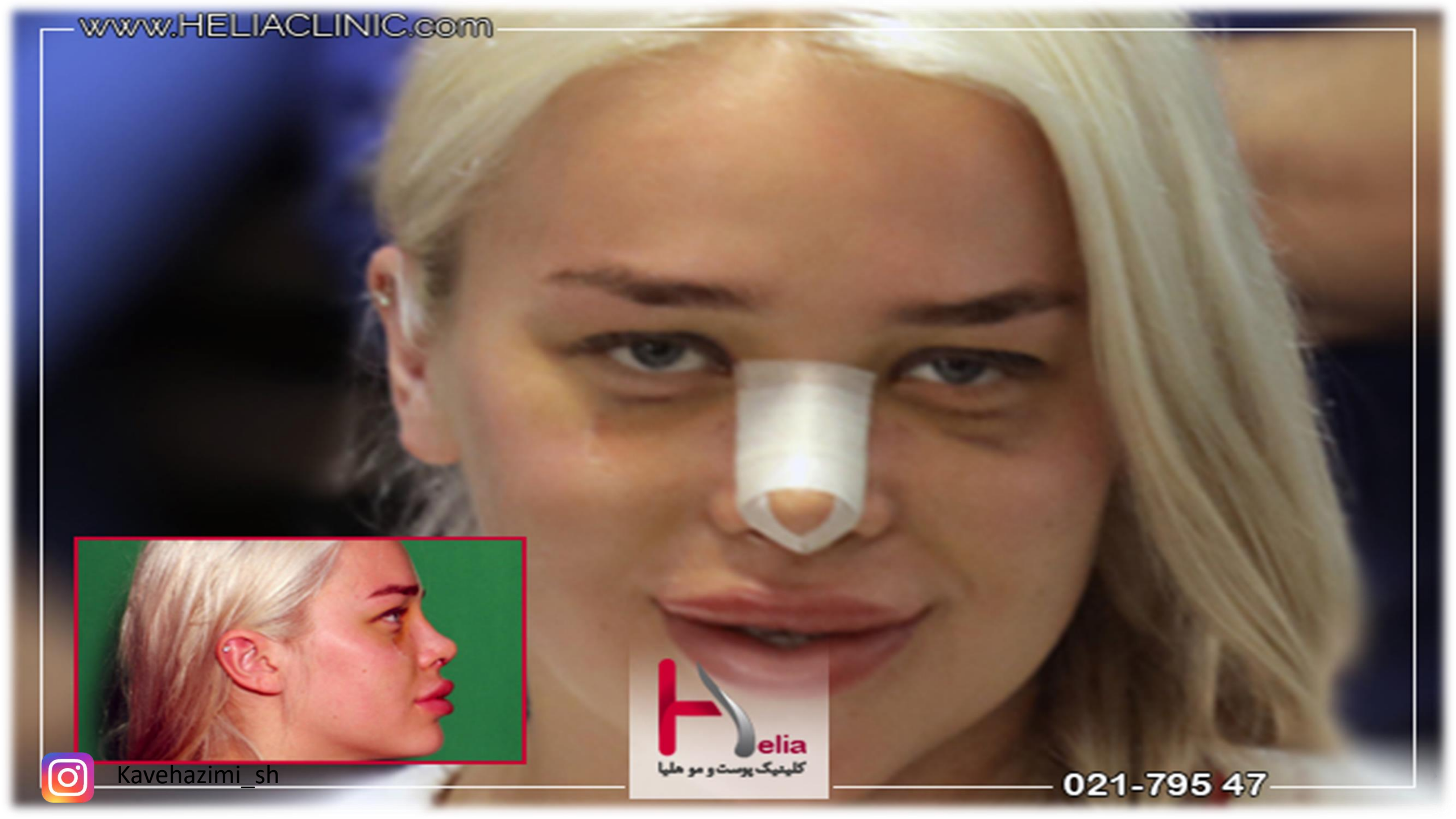











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Are you lying to me?







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