

BODY LANGUAGE

EYE CONTACT

Why learning Eye contact skills are important?

- When your listeners see your eyes scanning their faces, they feel invited to engage with you. They feel encouraged to signal to you how they feel about what you're saying--with nods, frowns, or skeptical raisings of their eyebrows.
- As a result, your listeners are transformed from passive receivers to active participants. Your monologue takes the form of a dialogue, albeit one in which you speak words while they speak with gestures and facial expressions. Your speech or presentation is suddenly a conversation.
- However, to have a successful dialogue with your audience, you must respond to what your listeners are signaling. So, for instance, when you see skepticism, you might say, "I know it seems hard to believe, but I promise you, the investment makes sense. The data bears it out. "
- Finally, when you look someone in the eye for three to five seconds, you will naturally slow down your speech, which will make you sound more presidential. In fact, you will find that you are able to pause, which is one practice that has helped President Obama become a powerful and effective orator.

- Focusing your eyes helps you concentrate. When your eyes wander, they take in random, extraneous images that are sent to your brain, slowing it down.
- When you fail to make eye contact with your listeners, you look less authoritative, less believable, and less confident.

- When you don't look people in the eye, they are less likely to look at you. And when they stop looking at you, they start thinking about something other than what you're saying, and when that happens, they stop listening.
- When you look someone in the eye, he or she is more likely to look at you, more likely to listen to you, and more likely to buy you and your message.
- When you look a person in the eye, you communicate confidence and belief in your point of view. One of the most powerful means of communicating confidence and conviction is sustained, focused eye contact.
- Sustained, focused eye contact makes you feel more confident and act more assertively. It may feel weird at first, but when you practice, it becomes a habit that gives you power.