

We're really fascinated with body language, and we're particularly interested in other people's body language. You know, we're interested in, like, you know, an awkward interaction, or a smile, or a contemptuous glance, or maybe a very awkward wink, or maybe even something like a handshake.

When we think about communication, we think about interactions. So what is your body language communicating to me? What's mine communicating to you? And we make sweeping judgments and inferences from body language. And those judgments can predict really meaningful life outcomes like who we hire or promote, who we ask out on a date. (中略)

We are also influenced by our nonverbals, our thoughts and our feelings and our physiology. And what are nonverbal expressions of power and dominance? Well, this is what they are. In the animal kingdom, they are about expanding. So you make yourself big, you stretch out, you take up space. And this is true across the animal kingdom. It's not just limited to primates. And humans do the same thing.

They do this both when they have power sort of chronically, and also when they're feeling powerful in the moment. And this one is especially interesting because it really shows us how universal and old these expressions of power are. This expression, which is known as pride, Jessica Tracy has studied. She shows that people who are born with sight and people who are congenitally blind do this when they win at a physical competition. And when they cross the finish line and they've won, it doesn't matter if they've never seen anyone do it before. They do this. The arms up in the V.

What do we do when we feel powerless? (中略)

We know that our mind change our bodies but is it also true that our body change our mind? What do the minds of the powerful versus the powerless look like? So hyper people tend to be, not surprisingly, more assertive and more confident, more optimistic. They actually feel they're going to win even at games of chance. They also tend to be able to think more abstractly. So there are a lot of differences between powerful and powerless people.

There also are differences on two key hormones: testosterone, which is the dominance hormone, and cortisol, which is the stress hormone.

And what we find is that high-power alpha males in primate hierarchies have high testosterone and low cortisol, and powerful and effective leaders also have high testosterone and low cortisol. So this is what we find. Risk tolerance, which is the gambling, we find that when you are in the high-power pose condition, 86 percent of you will gamble. When you're in the low-power pose condition, only 60 percent, and that's a significant difference. (中略)

The last thing I'm going to leave you with is this. Tiny tweaks can lead to big changes. So, this is two minutes. Before you go into the next stressful evaluative situation, for two minutes, try doing this, in the elevator, in a bathroom stall, at your desk behind closed doors. That's what you want to do. Configure your brain to cope the best in that situation. Get your testosterone up. Get your cortisol down. Leave that situation feeling like, I really feel like I got to say who I am and show who I am. So I want to ask you first, you know, both to try power posing, and also I want to ask you to share the science, because this is simple. I don't have ego involved in this. Give it away. Share it with people, because the people who can use it the most are the ones with no resources and no technology and no power. Give it to them because they can do it in private. They need their bodies, privacy and two minutes, and it can significantly change the outcomes of their life.

Thank you for listening.