

Nom: \_\_\_\_\_ Grup: \_\_\_\_\_

## COMPRESIÓ DE TEXTOS ESCRITS

**MULTIPLE CHOICE.** You are going to read a text about body language. Choose the best option (A, B, C or D) to respond to the questions.

### Body talk

You will probably laugh when I tell you that my interest in body language was sparked by a favourite professor of mine at university. He mentioned 'Pinocchio Syndrome' to me one wintry morning after claiming that I always rubbed my nose when giving excuses for being late to his lectures. Apparently, when someone tells a lie, the person's blood rushes to the nose and the extra blood makes it itchy. So if you think someone is not being entirely honest with you, perhaps like my professor you should watch to see if they scratch their nose! This little example of non-verbal communication inspired me to become a body language expert.

Now, I earn my living by training people in non-verbal communication. Knowing when someone is lying and knowing how to convince people you're telling the truth are two of the most important skills you'll ever learn. For example, lawyers build their reputation on their deductive skills when cross-examining in court, while politicians need to rely on their powers of persuasion to gain support.

I have dedicated my life to studying the ways the human body gives more reliable information than the words we speak. The words say one thing but the body may say something completely different. This is the theory of body language and most of us are familiar with the basics. We know that crossed arms can be seen as either defensive or aggressive, but what about facial expressions, gestures, posture, and the intonation and rhythm of our speech? All of these speak volumes and can be understood if you only know how to make sense of the signs.

Take the eyes, for example. If I told you a lie, you would probably expect me to look away rather than look you full in the face. However, this is not, as commonly thought, the sure sign of a lie, but the reflexive movements we make when we are trying to remember something. Because of this, glancing away is not as easy to interpret as you might believe. A good liar is not searching his memory for the truth, so he can quite easily look you straight in the eyes as he speaks to make the lie more convincing. Here's a tip, though. Watch the pupil of the eye; does it change size? If it gets bigger, this is probably an involuntary sign that something is being hidden.

Body language is something that the majority of us cannot control; it's what escapes when we're

concentrating on something else. I might think I'm creating a good impression because my voice is strong and steady and my speech is clear, but the sweat pouring off my forehead and my constantly moving feet say otherwise.

Business clients are constantly in need of my services and I try to improve their confidence in themselves by teaching them about body language. I give advice about handshakes, which should always be firm and steady, and I teach the importance of personal space, explaining that people who live in warm climates stand a lot closer to one another than people in cooler climates. They may seem like minor matters, but these codes of behaviour can be the key to making or breaking a business deal. My working life gives me a great deal of satisfaction. I feel that I'm providing a public service, but it is a service that has had its downside. Whenever I meet someone new and I tell them what I do for a living, they immediately put their guard up and they're no longer relaxed. They quite literally freeze in the attempt to hide all the signals that they assume I'm reading. It makes life difficult at times, but I consider it a small price to pay for a job I enjoy so much.

## READING TASKS

**PART 1. MULTIPLE CHOICE. Body talk. Choose the correct answer. 0 is an example.**

**0. The writer originally became interested in body language because... A. of a comment someone made to him.**

- b. he wanted to know why people tell lies.
- c. he wanted to learn more about 'Pinocchio Syndrome'.
- d. his professor recommended the subject to him.

**1. According to the writer, non-verbal communication is important because...**

- a. it helps lawyers to be more skillful.
- b. politicians need to know when people are lying.
- c. it can help make people believe what you tell them.
- d. it provides a unique way of earning one's living.

**2. What does the writer assume about his readers?**

- a. They are able to change their intonation.
- b. They need to develop good posture.
- c. They use only words to communicate.
- d. They know something about the subject.

**3. According to the writer, it is not easy to recognise when someone is lying because...**

- a. they have an honest look on their face.
- b. they move their eyes very rapidly.
- c. listeners read their body language incorrectly.
- d. listeners do not look into their eyes.

**4. To have a positive effect on someone, you should try to avoid...**

- a. making any facial expressions.
- b. having any involuntary reactions.
- c. giving the impression of not caring.
- d. moving your legs about too much.

**5. A liar always...**

- a. looks away.
- b. sweats.
- c. looks you straight in the eyes.
- d. has dilated pupils.

**6. What is the most important thing for businessmen to learn?**

- a. The laws of a particular country.
- b. The correct way to behave.
- c. The necessity of being polite.
- d. The skill of appearing confident.

**7. Why do people react in a negative way when they meet the writer?**

- a. They think he is too self-confident.
- b. They assume that he is always lying.
- c. They have heard about him previously.
- d. They believe he is studying them.

**8. What do we learn about the writer from the passage?**

- a. He makes a lot of money from his job.
- b. He travels the world giving advice.
- c. He is dedicated to his work.
- d. He trains body language experts.

**ANSWER KEY**

0 A

1 C

2 D

3 C

4 B

5 C

6 B

7 D

8 C