

Study of hands and communication

(Allan & Barbara Pease)

(The Definitive Book of Body Language)

A group of university lecturers were asked to choose one of the following hand gestures and perform them from time to time during different lectures:

palms up



palms down



the wagging finger

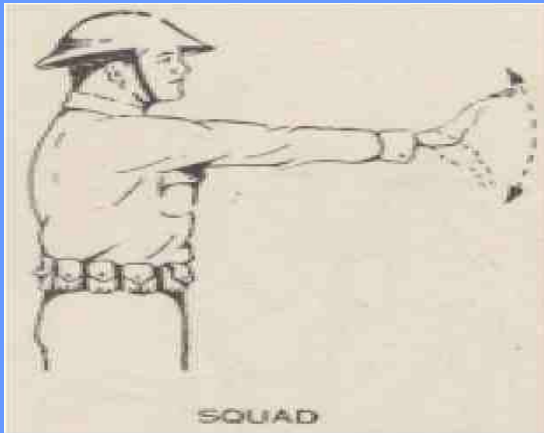


At the end of each lecture the students were tested for recall of the content.



Palms upwards

84% recall.



Palms downwards 52 % recall.



Wagging finger 28% recall.

(Some listeners walked out.)

To manage charismatically teachers
can help students memorise content
by using:

palms up **often**



palms down **seldom**



the wagging finger **never**

