



# *Silent Influencing - Exercise Book and Tables*

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## Exercise #1 – The Mirror – Awareness exercise

The first step to achieving silent influencing abilities involves developing self-awareness. Because we seldom physically see ourselves as we truly are, this exercise increases personal awareness of our physical dimension.

Stand in front of a mirror so you can see yourself completely. Be sure to breathe normally while performing this exercise. Reflect on the following:

- Is there a more attractive side of your face?
- Is your stance symmetrical? Are you taller on one side?
- What do you notice about your posture?
- Where do you place your hands?
- Where is your abdomen in relation to your hips and pelvis?
- How are your knees situated in relation to each other? To your feet? To the ground?
- Slowly count to twenty, making sure to breathe normally. Do you notice movement in your stance?
- Cross your arms. How does this look?
- Hold a book. How do you feel?
- Make some facial gestures and take them to extremes. How does that look and feel?
- Scream at yourself. What do you notice?

Think of something you'd say to persuade someone at work or elsewhere. Say it aloud to your mirror reflection. For example, tell an imaginary colleague, "I'd really like you to help me out with arrangements for the banquet." How did you feel? How convincing did you think you were?

- Write down five things you were pleased with in the mirror.
- Write down four things you would like to change.

Repeat this exercise every two weeks; notice changes and make notes about them.

Write down in the following table five things with which you are content with about yourself as you were looking in the mirror.

Things with which I am content:

<b>Content</b>	<b>Detail</b>

Write down in the following table four things which you would like to change that you think would make you more persuasive.

<b>Would like to change</b>	<b>Detail</b>

Repeat this exercise every two weeks, notice changes and make a note.



**Stand in front of a mirror so that you are able to view yourself entirely.  
Is there a prettier side of your face?**

## Exercise #2 – Awareness in Context

Again, stand in front of a mirror so you can view yourself completely. Be sure to breathe normally while performing this exercise.

Say in a pleasant, seductive tone, “I love you. You’re the best thing that ever happened to me, and I believe in everything you do.”

How does that feel? Did you feel any changes in your body, stance, or breathing as you were speaking? Make sure to write down these changes.

Change your stance; stretch your hands out with palms up and say assertively, “I’m really angry with you! What you’ve done is despicable, and I won’t put up with it!”

How did that feel? Did you feel any changes in your body, stance, and breathing as you were speaking? If so, write them down.

Can you adjust your stance, tone of voice, posture, and gestures to make your verbal message more or less powerful and convincing?

Now, count slowly from one to ten in a high-pitched tone, then change to a low-pitched tone and count down from ten to one. Are you aware of your voice support? Can you give yourself more voice resonance and more support? Experiment with breathing as you’re counting. Does that change your feeling?

Repeat the exercise. Experiment with your facial gestures—lower and raise your eyebrows, squint, open your mouth and close it, flare your nostrils, and raise and lower your chin.

- How did these variations feel?
- Did you sense changes in your counting?
- Can you find other facial gestures that feel more comfortable?

## Exercise #3 – Hand and palm presentations

Do this exercise with your spouse, parents, children, colleagues, or anyone you run across. Maybe you can do this with a stranger who keeps receiving annoying texts at a restaurant. Be sure to choose your subject wisely. (I won't take responsibility for bumps in the head because of an unexpected encounter with a Smartphone!)

First, have a conversation during which you position your hands out with palms up. Notice your tonality, choice of words, speed, and eye contact. Do you notice anything else? How comfortable are you with this posture? How is your breathing? Can you ask for something assertively in this stance?

Second, carry out a conversation with hands out but palms down. Notice your tonality, choice of words, speed, and eye contact. Do you notice anything else? How comfortable are you with this posture? How is your breathing? Can you ask for something assertively in this stance?

Third, notice the hand gestures you see people using in conversations and those you see actors using in movies, on TV, and at presentations. Notice specifically the way they present their palms. Do you sense harmony between the spoken language and the hand gestures?

This three-step exercise is extremely important, so repeat it numerous times. In time, you'll develop an awareness of your hand gestures, and that will allow you to use your hand gestures as silent influencers to your advantage and have an understanding of what other people are saying with their hands.

You will notice the confluence or dissonance between the spoken language and the gestures you and others use. This will help you increase the impact of your requests of peers, lessen the antagonism you might have otherwise created, and diffuse potential



dangerous and harmful interactions that could deteriorate into violence.

## Exercise #4 – Keep on these introduction

This is a real-time exercise. Introduce yourself to at least ten people and write down later how your handshake was and how the other persons' handshakes were. Pay attention to your breathing before and while you're carrying out this exercise. Make sure to practice according to the guidelines above.

Come up with a plan to improve and develop your silent influencing style for introductions.

**Thinking alert:**

First impressions count. We tend to judge a book by its cover. Making a good first impression yields great returns on a simple investment.

Feel free to use the table below to summarize your impressions from this exercise.

<b>Handshake #</b>	<b>My handshake</b>	<b>Colleague handshake</b>
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		

## Exercise #5 – Recognizing personal stress and inconsistencies

Perform this exercise standing up, breathing normally, and letting your body flow naturally. Watch for changes in your breathing and in your voice pitch and tonalities.

Read the following sentences and say them aloud twice. The first time, say them as though you really mean them, and the next time, say them as though you're not comfortable and unsure about them.

- Trust me; this is the only way to handle this situation.
- Believe me; we have to do it this way.
- I promise to give you the results by next week.

Record your observations. If you aren't seeing or experiencing inconsistencies in your behavior, repeat the sentences but accentuate your feeling of unease.

- What happens in your body as you say these sentences?
- Do your hands make certain gestures? (Don't prevent this.)
- Do your fingers form specific patterns?
- Do your palms point in a specific direction?
- Do your hands do anything else?

Hold your right hand as if taking an oath—at heart level, vertical to the ground, palm out, fingers up, and repeat the sentences. How does that feel? Natural?

Practice these sentences and others you usually use at work, in meetings, and elsewhere to promise things. Observe your body, hands, breathing, and voice. Practice speaking while maintaining

consistent, flowing gestures you feel comfortable with. Doing this will increase your personal impact and your silent influence.

Pay attention to how others behave and what gestures they use when they're making commitments, promising things, and giving various statements.

## **Exercise #6 – Gestures and Behaviors**

Review the topics covered in this chapter. Practice them and write down what you experience as you practice. Pay attention to your breathing.

Carry out these gestures with a partner, spouse, parents, and so on. Can you guess their feelings as you're playing out the gestures? Ask them how they felt and what they experienced. What is the correlation between what you guessed and how they felt? Record your observations..

You can use the table below

<b>Gesture</b>	<b>How I am feeling</b>	<b>How perceived by partner</b>