

OK COMPASS

CUES FOR THE POSITIONS

GOW



Verbal: "Sure, where can I sign it, Mike?"

Nonverbal: You stand up and walk to them, decreasing the distance, higher pitch, energetic voice, putting hands sideways into an open position, nodding, looking at the person and their objects, smiling, brows up, you may blink more to see clearly your target, turning torso towards to other person, open posture, dilated pupils, longer inhaling, and you tend to touch the person's shoulder or give a handshake, hug.

GRO



Verbal: "I am on the phone now. Can you please leave now, thanks."

Nonverbal: You turn around and show your back on your swivel chair, increasing the distance, voice can be loud and commanding or silent and soft depending on the context, showing palm (stop), shaking head left and right, keeping eye contact to show dominance, frown may occur, tensed mouth and eyes, lines on forehead, out of sync with the other person, closed, blocking posture, smaller pupils, red or white face may be observed, touching is very unlikely - mainly when the situation is violent.

GAF



Verbal: "I am sorry, I am already late from an important meeting. Maybe next time?"

Nonverbal: You are physically leaving the room, increasing the distance, higher pitch, fast voice, putting two hands up in the air, turning head up and then towards the door, avoiding eye contact, may be smiling (social smile, not a felt smile), widely opened eyes, inner lip roll can occur, turning towards the exit, blocking with hands or objects, face may be red, faster breathing, touching the shoulder or upper arm to excuse or handshake to say goodbye. Pacifying behaviors and adaptors occur.

GNW



Verbal: "Look, I won't sign anything without reading it through and knowing what it is."

Nonverbal: You are leaning back on your chair, increasing the distance, deeper voice, sighs, emphasizing certain words, putting hands into the pockets, head shaking left and right, keeping eye contact then looking away, brows down, some lines may appear on forehead, pressed lips, out of sync with them, closed, rigid posture, small pupils, longer blinks or keeping the eyes closed, low chance to touch the other person, isolation.

- 1 – WHAT MESSAGES AM I SENDING ON WHERE I AM WITH THIS PERSON? (GOW, GRO, GAF OR GNW)
- 2 – WHAT MESSAGES IS THE PERSON SENDING ON WHERE THE PERSON IS WITH ME? (GOW, GRO, GAF OR GNW)
- 3 – WHERE DO I WANT US TO BE? (GOW, GRO, GAF OR GNW)
- 4 – WHAT MESSAGES DO I NEED TO SEND NOW TO GET THERE?