

BodySystemics

General report

Chair positions during a board meeting.

What will it tell us?



January 2017

BODYSYSTEMICS

Introduction

Thanks to this report I created for myself a special focus at the positions in the chair for the last half-year. This moment of focus gives me an extra insight and energy boost in Bodysystemics (BSM). During this period I recognized that our main basics / focus area can be optimized to the next level. To share our experience and knowledge is an important driver for this next step.

With this report I would like to make this next step, because an optimization is just in the beginning of big journey. We, humans, are so complex that we always have a surprise in our behaviour and thoughts. For my opinion we need to use these surprises and make them concrete on behalf of our profession of body language.

I would like to thank Gerard Stokkink for his support in the Netherlands for the last 3 years. Thanks to him I found a new goal in live. I would like to thank Rabah Aiouaz and Yacine Aiouaz to connect us with their company Bodysystemics. They also did a wonderful job to optimize the study of body language so we can use it for our exam and more important.. in our daily life.

With kind regards,

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Report title	Chair positions during a board meeting, what will it tell us?
Name	Jeroen de Graaf
Promotion	1 July 2017
Hypotheses	What does the position in the chair mean in relation with the gesture we make during a conversation in a board meeting?
Results	<p>First of all we can conclude that the theory of BSM is correct if we compare this with the video analyze. 100% of my videos showed that the configuration in the BSM documents is correct.</p> <p>Secondly, the analyze conclude that 95% of the video's the person prefer to have a confident position in the chair and directly after this position the gesture by the person follows. The gesture that can be seen is like the Speed (S), Tension (T), Distance (Y), Item (I).</p> <p>In other words we can conclude that the position in the chair is more important than to mention a chair is only a product. During the meeting and discussion the chair becomes part of the interlocutor.</p>
Observations	Analyzing several movies and business meetings created this report. During this process I found out that there are more details to analyze than only my hypotheses. I would like to advice to continue analyzing the position in the chair by several focus areas. For example; the culture difference in a meeting or the environment where the meeting takes place, or the type of chairs.

1. Synopsis

It is interesting to find out that an interlocutor can have several positions in the chair during a meeting. This change in a chair does not only happen in a business related meeting but also can a culture making the difference.

In chapter 5 I will give you some examples concerning the definition of the positions in the chair and the theory of the Speed, Tension, Y distance and the Item.

In the other following chapters 6 and 7 I will give you more detail information concerning the chair positions in relation with the meetings.

In chapter 8 I will make a relation between the position in the chair and the gesture by the body. Because which relation does a position in the chair mean with a gesture. Is the chair more important than the gesture? Takes a person first a good and confident position in the chair and makes than a gesture? Lets found out and check my conclusion in chapter 9.

2. Description of the problem

Hypotheses

What does the position in the chair mean in relation with the gesture we make during a conversation in a board meeting?

Interest of Bodysystemics

This report has been created with the study and profession of Bodysystemics. Bodysystemics is a method for decrypting non-verbal language. Bodysystemics is a discipline whose specific purpose is to study and understand the functioning of thought, notably through the study of non-verbal behaviour. It is largely in the paradigmatic field of social constructivists and borrows from the findings of the Palo Alto movement. More broadly, it tries within these criteria to understand the cognition and human behaviours that are incarnated in the body through nonverbal behaviours. In this perspective, it integrates the relationship that an individual has with his / her contexts in order to better understand his or her intentions, emotions and motivations. Culture and verbal communication are therefore also taken into account, since they are part of the interactional context.

The equation that best sums up the Bodysystemics is:

$C = f(P, E)$ with C = comportment, P = person (gestures, emotions ...) E = environment (context)

The Bodysystemics method attempts to understand the system that articulates these names or concepts among themselves. It thus integrates de facto this "dictionary" but also offers a real grammar in order to better understand the logics, rules and principles that underlie the production of gestures, mimics and postures in each particular context.

3. Used Method

During my search I could not find a special dedicated study or research concerning the position in the chair. The only studies I found are specific written about the position in the chair related with health and neuroscience (back problems).

This is the reason why I concentrated on videos that I specially selected from several sources. These movies were specially selected with the background of my chapters and the hypotheses, which I would like to answer. By searching for these video's I find out that there are a lot of different kind of movies concerning board meetings in for example YouTube or Google Video. The difference in these videos is often the position of the camera. To analyze the position in the chair you do need to have a good quality. Most of the videos are recorded in a bad position of the camera, like you cannot see the whole table and their attendances in the chair. By this bad position I could not and did not use this video.

The movies in this report are special selected with a good quality and position of the camera for this report. You can watch the movie by using the link in the text or you can use the QR code next to the image. If you prefer the QR code; you need to have a proper QR reader on your Tablet or Phone, which you can download, in the app store. I can recommend the app QR Reader or QR Scanner.



A QR Reader has read a QR code.



An example of a QR code

In chapter 4 I will explain you more about the background of Bodysystemics concerning the position in the chair and the theory of the gestures S, T, Y, and I.

The next chapters will concentrate on the several kind of meetings and the difference of this meeting.

The focus area will be concentrated on the chair position and the gesture the person makes.

Thanks to the background of the theory, which I will give you, you will have a better understanding of my conclusion. With other words, I would like that you would be part of the Hypotheses and the conclusion.

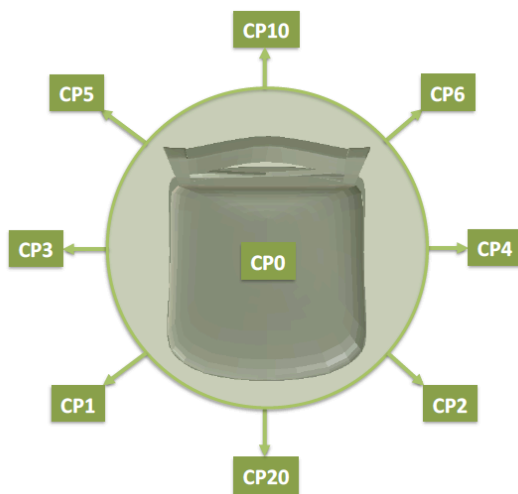
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4. Sitting positions definition

When we are talking about a sitting position in Bodysystemics we do talk about the position in the Chair. We do have 9 different kind of positions in a Chair. I am sure we can recognize them if you read this following chapter.

In this report I will use this basics information to clarify the difference of the Chair positions.



Picture 1

When we take a notice of this Chair (picture 1) and the positions we can take. In total there are 9-seated positions that we can take in Chair.

Energy

It is interesting to use the knowledge that we only can do one gesture at the same time. The gestures can follow each other rapidly or slowly. But the gestures never can act at the same.

The reason is that the body has only one energy at the same time. In chapter 4.3 I will explain you more concerning the gestures.

4.1 How to recognize

A position in a chair is selected by the person himself, it is a moment where the person chooses for because it is comfortable for him.

First of all we will check the 9 positions in the Chair and how can we recognize this position as an observer:

CP10 - in the centre, back of the Chair (both shoulders are equal and leaning backwards)

CP 0 - centre of the chair (both shoulders are equal)

CP20 - in the centre, front of the Chair (both shoulders are equal)

CP 5 - right part of the Chair, back of the Chair (right shoulder to the back)

CP 3 - right part of the Chair, centre (right shoulder leaning to the right side)

CP 1 - right part of the Chair, front of the Chair (right shoulder to the front/ forward position)

CP 6 - left part of the Chair, back of the Chair (left shoulder to the back)

CP 4 - left part of the Chair, centre (left shoulder leaning to the left side)

CP 2 - left part of the Chair, front of the Chair (left shoulder to the front/ forward position)

Right left
CP2

Right Left
CP1

CP0 → incertitude
 CP20 → wants to exchange
 CP10 → exchange interrupted
 CP1 → confidence
 CP2 → lack of confidence
 CP3 → stress
 CP4 → closed (shyness)
 CP5 → analysis
 CP6 → wants to escape the exchange

CP5	CP10	CP6
CP3	CP0	CP4
CP1	CP20	CP2

↓ eyes

When we talk about our experience it is easy, we can easily find our position in the chair because we feel the position in the chair. But for the person who observes us is more difficult.

The observer needs to take notice of three items so he can analyze which position the person sits focus.

- The eyes
- The shoulder
- The torso



Picture 2 (seating positions)

4.2 What does the position in the Chair mean

If we analyze the person in the Chair (picture 3) concerning his position we will find out the code (for example CP 0 or CP 1). But what does this code mean?

Each code has his information.

CP10 - exchange interrupted

CP 0 - Incertitude = doubtfulness or uncertainly

CP20 - wants to exchange

CP 5 - analysis

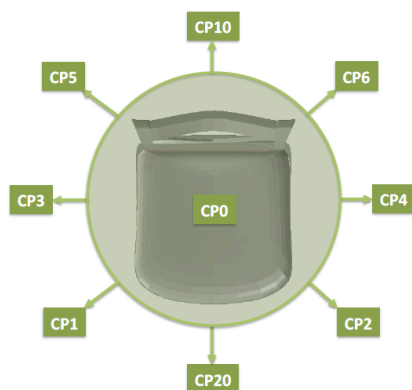
CP 3 - stress

CP 1 - confidence/ Attack

CP 6 - wants to escape the exchange

CP 4 - closed shyness

CP 2 - lack of confidence



Picture 3

4.3 What is the definition of the T, S, Y and I

In Bodysystemics we do have several codes and configuration codes that we use. We need to have these codes to have a kind of international language to analyze a situation and make the gesture into this international translation. Thanks to these codes every BSM expert can read the analyze in the same way. The T, V, Y and I are also one of the configurations. In this chapter I do give you a short notice of this definition.

The items;

The T of Tension

The S of Speed

The Y of Distance

The I of Item

We can split the notifications in two ways. The body shows only one gesture, or the body shows us more than one gesture.

More than one gesture:

T of Tension,

The definition of Tension

The Tension is a moment where the body shows us a gesture where we notice a contraction of the muscles. At some moments of the positions of the Chair in relation of an object or the body it self I will explain the relation of the TSYI. The Tension can be noticed when the muscle has a contraction. For example the hands grip the chair with power/ tension.

S of speed,

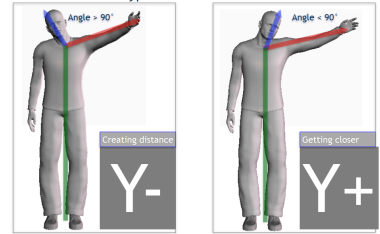
When the person is moving an object or the person create a gesture that goes very quickly or fast, we call this moment Speed with definition S. The S stands for a moment that we are aware of a lot of energy in a shorten moment of time. Speed can go fast (most of the time negative) or slow (most of the time positive), it depends of the moment.

Y of Distance (Picture 4)

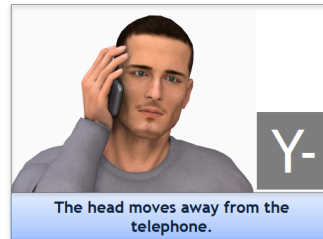
If we take notice of one or more items created by the person (gesture/ movement). And this movement/gesture is making distance or it is getting closer to the body/ object. We call this moment a Y. If the movement/gesture is making a distance (> 90 degr.) form the body or object we call this a Y negative.

If the movement/ gesture is getting closer (< 90 degr.) to the body or object we call this a Y positive.

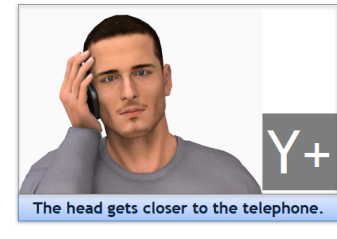
Y Gestures: 2 types



(Picture 4)



(picture 5)



The gesture Y+ and Y- can also be realized with a product like a phone, chair, table. (picture 5)

One gesture:

I of Item,

If you notice one gesture or one movement created by a person in that case we call this a I of Item.

In my report I will concentrate me at chapter 6 what the relation will be between the chair and the gesture.

5. Type of meetings

During my analyze concerning the selected movies concerning meetings, I did find several type of meetings and every meeting does have his own behaviour and results. The difference in the kind of meetings and the positions in the chair attracts me because of the behaviour and movement.

In this chapter I do give a summary of the difference of the meetings. Also I will give you a short result of the analyze concerning the sitting positions.

5.a The Presidential meeting

The official meeting with a national president for example the Cabinet meeting with President Obama of the United States.

1.



<http://bit.ly/2qwXJct>

President Barack Obama listens as Vice President Joe Biden presents proposals during a policy meeting in the Cabinet Room of the White House, Jan. 14, 2013.

Results:

The American presidential cabinet meeting lead by president Obama is a formal meeting. The attendances are aware of the formal meeting and do all have an active way of participation. One of the reasons to notify it is an active meeting is because of the way they are in their chair position. They are oft in the front CP20 or in the middle (CP0) of the chair.

If we compare the American meeting with the Russian meeting you can see a difference at the table. Most of the documents at the table are not always ordered and the attendances are not all in CP20.

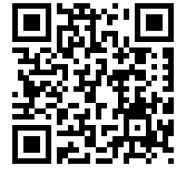
If we compare the meetings that are held by President Obama with the meetings of President Trump we see a difference. The meetings of President Obama are more given in a relax way. We can see this by the positions in the chair and their gestures.

Other movies which shown us that that the USA Presidential meeting are more relaxed but concentrated:

<http://bit.ly/2qwSJhu>

<http://bit.ly/2qD4duR>

2



<http://bit.ly/2siYvzw>

Mr Putin told the Cabinet to formulate proposals on the fulfilment of the objectives set in his State of the Nation address.

Results:

The Russian meeting is in a more structured way. Please take notice that all the attendees are focused and structured at the desk. Their documents are structured at the desk and they all do have an active Chair position. You can see this that the attendees are in the front of the Chair (coded CP20) and are busy at the desk. There is also shown a sort of respect to president Putin by opening the meeting and the greetings to each other.

It is interesting to see that most of the Russian meetings are structured and focused. All the attendees are focused during the meeting. As mentioned before please take notice of the chair position CP20.

More movies were found in the same thought, Russian presidential meeting lead by Putin:

<http://bit.ly/2sb4ze6>

<http://bit.ly/2rBzblK>

<http://bit.ly/2rBZizm>

3



<http://bit.ly/2qSw0r>

Mr Putin has a meeting with factory owners including the press

Results:

It depends of course of the topic of the meeting. This meeting contains that all the factory owners needed to sign a contract with the state Russia. President Putin is well known of the situation and selected one owner to sign the contract in public. You will see here that Putin has a chair position in CP5 and analyze the meeting very carefully. The attendances are aware of the urgency and are in CP20.

5.b Business board meetings

If we analyze a business meeting like a board meeting or a management team meeting we do also find some comparison with the president meetings. The attendees are also more focused and well aware of each other. The meeting is structured and prepared by the attendances. You can also find here an active chair position CP20 when the attendances take the word to address their items.

1



<http://bit.ly/2qMd7JK>

Share Medical Center Hospital Board Meeting of August 16, 2016

Results:

During the meeting we can say that if the persons are more concentrated and well focussed at the topic, they take an active position in the chair and at the table. You can see this active position in the Chair by sitting in the front of the Chair and active at the desk with their hands and items (papers, pen, book) we called this the CP20.

If we compare this meeting (concerning positions in the chair) in relation with the presidents meeting there is a difference. The difference is that the meeting is more relaxed. This is shown by some positions in the chair a speaker takes. If the topic is not “hot” the person is more relaxed and in chair position CP10 (34.31min).

In this movie it is also very interesting to take notice of the balance in the chair. The chair is flexible and the attendances are aware of that. During the meeting you will find some persons who are in position CP10 and are moving in the chair. In chapter 8 I will concentrate on this item to explain more about this movement.

2



<http://bit.ly/2qTvMSu>

NHS England board meeting held on the 28 July 2016

Results:

The attendees can change their chair positions by the topic or the focus moment. For example in this movie if they get the attention during the meeting and the topic is theirs they move often from the CP10

or CP1 to the CP20 (Check movie from 0 - 0.19 sec). Even the Chair it self is used to take position by the person. Later in chapter 7 and 8 I will continue with this item CP 20 and the gesture the person makes. More movies with the same structure of hierarchy of these board meetings like:

<http://bit.ly/2rRT125>

<http://bit.ly/2rRTn8V> (after 7 min)

<http://bit.ly/2siVmQc>

5.c Management team meetings

The management team meeting is more tactical and less structured if we compare this with the presidential or the business board meeting. It is interesting to take notice that these meetings do have a less structured process. Or perhaps we can call this meeting a more relax meeting compare with the president meeting. And what can do this situation with the position in the Chair.

1



<http://bit.ly/2qegLt8>

Management meeting Paris Union School District No. 95

Results:

It is interesting that some attendees are more relaxed in the chair during this board meeting. You can see this by the movement at the table by the papers and books. The papers and books are less structured at the table. Also the position in the Chair is lean back (CP10), the legs are more stretched or open. And the position in the chair is more in the back of the chair (CP10 or CP0). The body is during listening at a presentation also easier, you can see this for example at the shoulders. The shoulders do not have tension and are relaxed. But in total you can say that they are all aware of the formal process of the meeting.

2



<http://bit.ly/2qdPRBU>

Google search Quality Meeting: Spelling for Long Queries (Annotated)

Results:

At a company like Google they have also senior management meetings but they are configured in a new structure and way of working.

We call this new structure of senior board meetings an agile way of working/ meeting. We can see that the people who attend this kind of agile meeting are less structured (way of communication, documents, laptops).

It is very interesting to take notice that these people listen to each other and do have attention for the speaker. Even at the positions that are not at the table are active. When a person wants to speak they change from position (they join the table for that moment). Please be also aware of the online attendances. You can see they attend by Skype/ Google hangout and they are visible.

The attendances that take the word during the meeting are in the position of CP20 or CP10. They all have an active position in the chair and willing to respond / negotiate. In chapter 8 I will go more in detail concerning the CP and the gestures.

3



<http://bit.ly/2qz76BD>

Official meeting of the municipality area of Drenthe concerning Noblesse Proteins - 10 september 2013

Results:

This movie is about a Dutch municipality meeting where they are discussing a topic in relation with the neighbourhood. In relation with other senior meetings this is a nice example of a meeting with a process. The municipality has certain rules of the process of the meeting that is noted by the position of the chairman. In chapter 8 I will explain more in detail what the relation is of the chair and the gestures the person makes.

If we analyze a more operational meeting we have for example a meeting of a sport club. We can say that a non-professional sport club has a more operational board meeting. The attendees are much more relaxed and non-structured if we compare this with the presidential meeting.

4



<http://bit.ly/2qMwH8Q>

Management meeting of the Social Club Spie - januari 2015

Results:

It is interesting to create a difference in type of meetings. This meeting is one of the most non-formal if we compare this with the presidential meeting. The position in the chair is also different and we can say it is more relaxed. The attendances do all have different kind of positions in their chair. Some persons are not focussed at the meeting and doing other businesses and others try to be more serious. The position at the table is not structured (if we compare this with the presidential meeting) which we can see by items/documents at the table and the chair position. At 0.04 sec/ man with glasses (A) with beige clothes is in the beginning not active during the meeting same as (0.16 sec) lady in blue (B). The lady in blue is busy with her mobile phone and in CP4 (closed/ shyness) and does even have her both legs at the chair.

6 Focus area

In the previous chapter I explained you about the type of meetings (presidential meeting, a board meeting and the management team) and their process. In relation with the type of meetings there is a difference of the position in the chair.

There is a lot to tell you about the difference of the type of meetings in relation with the position in the chair. I also find more changes in detail during an analyze of a meeting but I would like to keep the focus. So at this moment I would like to create a focus to the synopsis and my hypotheses.

In the following chapters 7 and 8 I will explain you more about the movement in the chair in relation with the gesture of the person during a meeting.

I will use videos of several business meetings and will explain you what happens at a certain time frame.

7 Sitting positions change during a conversation

In the following chapters 7 and 8 I will explain you more about the positions in the chair in relation with my hypotheses.

Chapter 7 will give you an impression about the positions in the chair during a presidential meeting or board meeting. I selected 3 moments to analyze the process and the chair position in a better way.

7.1 What happens with the position in the chair when the person gets a question or when he does wants to take the attention/word.

7.2 What happens with the position in the chair when the person receives a question.

7.3 What happens with the position in the chair when there is a negative or positive emotion.

7.1 What happens with the position in the chair when the person wants to take the word.

Let's focus on this topic what happens when a person wants to take attention or when he gets the floor to say something. It is also interesting what happens with the other attendees during the meeting. They also show movements in the chair when they are part of the meeting/ discussion. In the following movies I will give you some examples besides the primary focus point 7.1

1



<http://bit.ly/2q8e2pr>

NHS England board meeting held on the 28 July 2016

Results:

If we take notice of this video we will find at 0.15 sec that Ian (A) takes the word during the meeting after the Chairman has give him this moment. Ian takes his position by grapping the Chair and get forward to his position of the desk. He comes from the back of the Chair position CP10 to CP20 (exchange). He takes the word at 0.17 sec and first he takes the Chair position, than the hand and arm configuration and is starting to talking to the attendees of the board meeting.

If we take notice of the Tension, Speed, Y distance and Item we can say that he has a Positive Y because he is taking the Chair to the Table. With other words he is closing the gap/distance between the chair and the table. Also his body is moving to the Table to take position and address his words. I will explain this process in chapter 8 more in detail.

If we analyze this video at a longer time frame we see more details and some several chair positions. Lets use this video and analyse it more in detail in chapter 8. I will add the time frame and the Chair Position to clarify the movement.

At 19.36min he ended his speech and went from position CP20 to CP5 (analysis). The reason is that another committee takes the word. At the same time 19.36 min the person in the right corner (first person in the back/ right corner) takes the word.

He came from position CP6 (wants to escape the exchange) to CP20 (exchange). The person (B) takes the word (19.38min) and give some answers to person (A). Person A takes his position by grapping the Chair and uplift himself of the Chair and takes position CP10 (exchange interrupted) and starts to listen. At 19.40min person B takes his position from CP20 to CP2 (Lack of confidence) and answering person A (Person B is saying: *is not the only point of Challenge*).

In chapter 8 I will continue more in detail what person B shows us concerning the gesture in relation with the chair position.

2



<http://bit.ly/2rExbzC>

President Trump (2017) of the USA is opening the meeting to his cabinet.

Results:

At 0.02sec he is opening the meeting and present his words to the attendances. He is directly in CP20 and full of confidence but it is very interesting that he is reading his words from the paper.

3



<http://bit.ly/2qARqxN>

NATO Military Committee Conference - Opening remarks, 14 September 2013, Budapest, Hungary

Results:

During the NATO military committee conference the chairman (A) gives the word to the minister (B). At 1.24min the minister is already in CP20 and aware of the moment and is willing to take the word to the meeting. At 1.30min he opens his microphone and he takes the word.

4



<http://bit.ly/2rgydjX>

25 May 2017 - NHS England Board Meeting

Results:

The chairman opens the meeting at 0.03sec in chair position CP20 and addresses his words to the board. At 7.11min the chairman hands over the word to the person left from him. The person is aware of this and is already in CP20 and thanks the chairman and starts directly.

Conclusion of all movies: when we analyze these selected movies and check the time frames than in total we can say that if the person is confidence and knowing he is getting the word during the meeting he will or is already in chair position CP20. CP20 is the position of exchange in a neutral way and if the person wants to say something in this neutral position

7.2 What happens with the position in the chair when the person receives a question.

When a person is taking a position in the chair after receiving a question depends on the question. It could be a question that he should expect or a question that is not convenient. Lets check this in the following movies.

1



<http://bit.ly/2qMcrUB>

Putin Fires Corrupted Bureaucrats Like a BOSS: You are fired for moonlighting!

Results:

During a presidential meeting with several ministers, President Putin (A) is interviewing his minister. You find out that 0.03 sec president Putin has taken his position at CP20 and address his questions to a minister. The minister (B) is not aware of the questions but listens very (0.12 sec) carefully. His position in the chair is CP20 but interesting is the way he sits in the chair. It looks like he is lower than his normal body show's, (gravity) his jacket looks bigger than he is. At 0.52 sec he is listening to President Putin (twice to the question) but here he is in the chair position CP2 (lack of confidence). It is hard to see but his left shoulder is more to the front than his right shoulder. At 1.00min the minister answers the questions in CP20, both shoulders are equal and in the same line. President Putin is confidence of his questions that is shown by the chair position CP20, were he is asking the same question to the minister again. The minister is now answering at 1.37min more in CP1 (confidence) because he turns his body and right shoulder to Putin and so it looks like that the minister is attacking the President with his answers. The culture shows a form of respect to the President were the minister is answering the President. But the answers are not attacking the president directly; they are more given with a mindful thought.

Conclusion: When President Putin is making his point to the delegates and the minister he is certain of his case. He is showing us by his position in his chair. He is in front of the chair and leaning at the table with both arms. The minister who he is talking to is first listening in CP20 and during his first question the minister is in position CP2. But when the minister gets the correct question he turned to President Putin and was answering the questions in CP1 with full confidence and a form of an attack.

2



<http://bit.ly/2qdBjCk>

Russia: Teacher gets nervous after Putin asks how much he earns

Results:

President Putin has a meeting with several teachers. He is asking them some questions about the education and their salary. From the start 0.01 sec President Putin is in chair position CP20 and telling the teachers how proud he is at Russia. But during the conversation he is in CP1 and is starting to use his hands when he is talking about a historical Russian book writer.

At 1.06min President Putin is asking the teacher what he is making for salary. The teacher respond at 01.10min first by changing his position in the chair from CP0 to CP20. And the interesting part is when he is in the position CP20 the body (1.11min) goes down by gravity (Speed) where the head (1.12min) is following downwards to the inferior part. It seems that the teacher is a shame to the question of the President. Before the teacher is answering the question within 2 seconds a lot of movements are visible. At 1.13min the left arm moves to the table edge and the body is taken another position in the chair CP3 and direct after hit this position CP3 the body moves (1.14min) to CP20. At the position of CP20 the teacher makes again the gesture with the head downwards where we can say to the inferior area and changed the CP1. At 1.17min the body is in the chair position CP1 where the teacher starts to answer the President. During answering the president the teacher is moving and leaning to the position CP1 (confidence).

At 1.44min the president explains about his education project Sirius and is explaining this in CP20. Most of the teachers are also listening in CP20 or CP10. It can be explained that they do this because it is very interesting and they are in an active listening position or in culture behaviour of respect to the President.

3



<http://bit.ly/2qFqxW1>

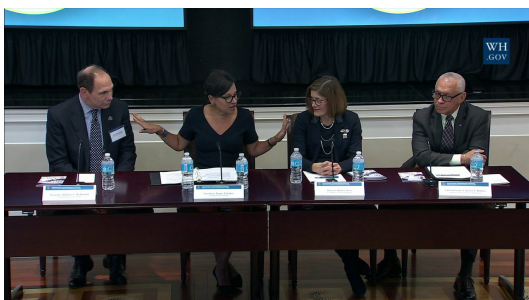
Prime minister Rutte gives comment at Turkey situation in Rotterdam - RTL LATE NIGHT

Results:

This is not a board meeting but a nice example when a person receives a question. The person is the Dutch prime minister and is in a TV program where he receives a question.

At 0.04sec he receives a question from the host and response. In the beginning he is in CP10 and waiting at the question. At 0.06 sec he is coming forward and lift him self of the chair (wants to stand above the question) from CP3 (stress) and is taking position CP20 to address his answer to the host.

4



<http://bit.ly/2rspnjz>

White House: Organizational Transformation Symposium

Results:

During a meeting at the white house the interviewer has some questions for the 4 guests.

At 3.14min the person at the left at the table gets the first question. He is already in CP20 when he receives the question and listens very carefully. At 4.01min he response to the question and comes forward to the table, still at CP20, (Y movement to table, positive gesture).

In total you can make notice of the alert of the 4 persons at the table, why? Because the guests are from the beginning (till 8min) in CP20 and they are making notes concerning the interview.

At 7.12min the interviewer asks a question to the third person on the left at the table. She can respond directly because of her active CP20 and awareness of the questions.

Conclusion of all the movies; (meeting of Putin with the teachers) is that we can say that the position of the chair is part of the configuration. The teacher who changed his chair position to CP20 (1.13min - 1.14min) after the question of the president is a nice example of this.

It depends of the type of question and the reaction of the interlocutor which chair position he takes. In these selected movies you noticed that there were some differences in the type of questions and the reaction of the interlocutor. But first, the person goes to the position of the chair he prefers and reacts.

7.3 What happens with the position in the chair when there is a negative or positive emotion.

It is interesting when the tension is getting stronger during a board meeting in relation with the position of the chair. The following movie of a government contains a lot of emotion. I will explain you some chair positions in relation with the topic. I will also use a time frame so you can find the movement in the movie that you can compare with the text.

1



<http://bit.ly/2rxLMMN>

Board meeting Village of Carpentersville President Bill Sarto demands that his chief political opponent

Results:

The chairman of this government of the village of Carpentersville demands to remove Paul Hunpher from office. He would like to have two seconders of his motion that he will not get from the board.

It is interesting when the tension is getting stronger during a board meeting in relation with the position of the chair.

If we notice this moment and the chairman (A) take the word with his thought to pass the motion. He noticed that the attendees will not give him a seconder to support this motion.

This moment gives us interesting information by the way the chairman makes and the two attendees.

The chairman starts with the chair position CP20 at the front at the table. But at 0.06 sec you can see that the chairman slowly goes to the front and his body goes with gravity at the table.

At 1.21min you notice that the lady (white clothes) asking for a procedure and is also sitting in the front at the table in position CP20. The man (in the grey suite and red tie) is answering the lady with a slow voice and in CP1. At 1.24 you notice that the lady is before asking the question moves with her chair to the front and at 1.26 during the question is moving in the chair. This is an interesting moment because she is asking and moving at the same time. Can we say there is some tension? We will found out more if we watch the recording further.

When he response with the text (1.37min) *with the waiting* he moves his chair backwards and goes to the front CP20. He is taking position in the chair CP20 and at 1.45 min he is answering to the delegates. At the same time the chairman moves at 1.40min to CP2 and is getting nervous about the moment.

At 1.50min the man (in the grey suite and red tie) is talking to the board members and explain the procedure in CP20. The lady at his left is also in CP20 and moves her head and approves the process. The chairman stays in position CP2 and has lost the communication during the meeting.

During the meeting it is interesting to see the movement of the second lady at the left of the chairman (Reading and in grey/black clothes). At 1.42min she is listening and reading and taking position to say something. At 1.51 min she is starting to move more forward to the table in CP20, this happens twice quickly after each other. At 2.15min she moves to CP0 and start a debate to the chairman. At that time the chairman stays in CP2. At 2.33min we noticed that the same lady has changed her position to CP20

and at 2.34min she takes the active mode and moves her head to say something to the delegates. She holds this position but her face and hands gives us a lot of information about her speech. After her speech at 4.11min she moves from CP20 to CP6 and directly to CP10 and at the end she moves in her chair to CP20.

At 4.15min the chairman response to the question in his chair position CP2 and at the same time he is holding the microphone (Interaction Fixation and some pressure) during his saying.

At 4.28min another delegate (man in blue shirt) gives a response “No you do not have the right to” and he is talking to the chairman in position CP20. The chairman stays in CP2 position and answers the delegate.

At 4.46min the delegate in the blue shirt answers the chairman and end his debate. Direct after his debate he changed his chair position to CP10 and he hold this position.

Conclusion; it is interesting to take notice of this government meeting. During this conversation the chairman wants to make his point and he would like to pass the motion. At the same time the delegates do not want to pass this motion and does not second (support) it.

When we know this information you can see that the chairman was first talking to the delegates in CP20. He is convinced about the meeting and his goals that he wants to reach. When the delegates are reacting negative on the motion you can see the chairman is in a uncomfortable position. This negative position is shown by the chair position CP2 (his left shoulder is in front) and he is showing a micro expression by holding the microphone several times.

Also the delegates are using the chair in a certain way. Every time when they would like to react to the chairman they take another position in the chair. And when they have the word they are sitting in the front of the chair CP20.

The most interesting part is that the position in the chair is first taken before the word is spoken. Beside the position in the chair it is also interesting of the position of the chair in relation with the table. The lady moves at 4.11min from the table that means the Y negative and indicates of a negative moment.

2



<http://bit.ly/2qFNtTC>

European parlement meeting Nigel Farage destroys Angela Merkel

Results:

During a meeting with the European union a minister of the UK Nigel Farage reacts to Angela Merkel. At 2.35 min you can see that Angela Merkel is listening in CP20 but with her body she is more down and she also has her arms under the table. At 2.38min she response in CP20 with a lot of tension in her body and gestures.

3



<http://bit.ly/2qdPRBU>

Google board meeting; Search Quality Meeting: Spelling for Long Queries (Annotated)

Results:

During a meeting at Google the speaker Amit makes a joke at 0.23sec and at 0.26sec Gomes (the person in the middle with the black shirt) is changing his chair position from CP10 to CP20 and back to CP10. At 0.32sec Amit is in CP20 and makes again a joke over Gomes who is still in CP10.

Conclusion; The last two movies are reactions of the person who receive a negative reaction (movie 2) and a positive (movie 3) reaction. It is interesting to take notice that also these two persons are in the position CP20. Which we can conclude that the CP20, CP0, CP10 the middle/base line of the chair are the positions where we would like to interact with the other person in a neutral way. But the difference is more in the gesture the person makes. With the negative reaction there is much more tension in the gesture which confirm the negative reaction.

8. The gesture of the body in relation with the position in the Chair

In the previous chapter 7 I give you more insight in the position in the chair. That the interlocutor would like to have first a comfortable position in the chair and after this a gesture follows. I also give some details concerning the gesture of the body in relation with the chair position. In this chapter I will bring more focus at the gestures which will be given after the position in the chair is taken.

1



<http://bit.ly/2rxLMMN>

Board meeting Village of Carpentersville President Bill Sarto demands that his chief political opponent

I used this video also in chapter 7. But it gives us so much information concerning the movements and gestures. I love to use this movie moment again.

Results:

The chairman opens the meeting in CP 20 and shows us at 0.17sec (he is showing this during the whole movie) a lot of pressure he is putting on his pencil. At 6.35 min the man in the blue shirt (C) is first in chair position CP20 and lift from the chair (Tension). By this movement he is taking a new position in the chair CP20 and responds to the chairman.

At 6.56min the lady in yellow (D) at the left makes an interesting movement at 7.06min after the chairman's reaction. She moves from CP20 to CP10 a movement of Y distance, which is negative from the table. At the position CP10 she even moves her head (gravity) to the left. She reacts by saying "oh my god" and at 7.15min she move forward to CP20 with both hands at the table and reacts to the chairman.

For example Lady (B), she shown us at 7.35 min. a tension by lifting her up in the chair and reschedule her position. Because she was uplifting herself from the chair we call this T of tension, which was here negative.

The lady in white is in CP20 and shows a lot of gestures at time line 8.03min-8.37min. for example moving the hands at the table, uplifting her left hand, sorting the papers at her desk, her left hand fingers touching her right hand, etc.

When the chairman reacts to the lady in white at 8.46min the lady is not amused from his words. She was before the words (8.45min) in position CP20 and right after the reaction of the chairman at 8.47min she moves to CP1. In this case it is interesting because she moves first with her hands to the CP1 and than she takes her position with her body.

2



<http://bit.ly/2q8e2pr>

NHS England board meeting held on the 28 July 2016

Results:

When we take notice of this video I will give you some examples concerning the positions in the chair in relation with the gesture.

When the person has spoken he hands over the word to the chairman at 6.17min. At 6.23min the chairman gives the word to another speaker who would like to react on the previous speech. The chairman uplifts himself of the chair and moves to chair position CP1 (confidence) and starts to listen to the other person. At 6.35min the person is in CP20 and makes a hand gesture, after this gesture he holds his hands under the table during his speech. In CP20 he is moving with his body from and to the table CP20-CP0 that contains the Y gesture in negative. During his movements (front and back) he is also uplift his eyebrow.

At the end of his speech he shows a tongue of his under lip (holding back words) at 7.23min. After showing his tongue movement he also stops with moving (forwards/backwards).

At 20.04min person B is in CP2 but is holding his left arm under the table. It is interesting that person B (20.09 min) goes first from position CP2 to Position CP0 (incertitude) and then he shown his gesture with the hands (in Tension). Directly he is saying *it is a very fundamental change*. During this period he uses his hands during the talking, when he stopped talking he hold his hands under the table.

At 20.20min he also changed from position in the Chair (from CP0 to CP3/stress) and then he shown his gesture and cuffing (person B is saying *it is not the only issue*).

At 20.32min it is getting interesting because he is here doing more items. Changing from CP3 to CP10, have a gesture with his hands and is saying *so with that in mind*.

In the position CP10 he is making a summary of the conversation and his question. During this summary he uses his left hand and figures the summary per finger (pink and at the end holding his pink and ring finger).

After the summary at 20.56min the body moves from CP10 to CP6 (wants to escape the exchange) where person B is saying *problems in saying: ways of working*. Where he hold his hands also under the table.

At 21.13min he makes a movement with his mouth (contraction to left part of the face) after saying: *avoid making the mistakes in the past*

At 21.16min person a response, after he is saying *thank you David* he change position from CP10 to CP1 (confidence) and he is answering person B (*At your first point..*). Directly person A moves from CP1 to CP5 (analysis) and is asking *is there enough support* he comes to the table and moves from the table (taking distance Y negative, a negative movement). After he is in position CP5 at 21.22min he moves his right leg forwards and put it under tension (negative movement). It is again interesting that he stays in CP5 and make some gestures with his hands in tension.

When person A is going to another chapter (22.25min) in the conversation (he is thanking person B) the body is lifting up out of the chair and moving in the chair from CP5 to CP20 (wants to exchange). Here person A is starting a new conversation and makes some gestures after taking the position CP20.

The difference of first communicating from CP5 was more negative and now in CP20 is more talking to the future. It is difficult to see where his hands are, it looks under the table (where he is perhaps hiding some information).

3



<http://bit.ly/2qz76BD>

Board meeting of the municipality area of Drenthe concerning Noblesse Proteins - 10 september 2013

Results:

At 0.11sec the person (of the picture) is taking position in the chair while he is taking the word to the attendances'. He is answering the question in CP2 (not confidence) and creating an introduction. He is directly showing us some more gestures like at 0.27sec grabbing his right little finger with his left hand and directly he shows a hand configuration (both arms uplifting H5).

He asks the attendances' for any questions and he takes another chair position CP20 in. He makes at 7.30min a gesture with his both hands closed/crossed (knife position; elf protection).

At 7.35min the person receives the questions and would like to answer them. He is in CP2 and making a gesture with his right arm and lay down his arm at the chair next to him (a gesture interaction fixation: need self-confidence) and he is repeating a question where the right arms returns to the table and his fingers are tighten (tension which shows a negative movement). He shows a lot of hand movements by answering the question and at 10.49min he is grabbing his left finger (ring) with his right hand (very shortly). Directly after this movement the person put his left hand/arm under the table and is answering the questions while he is still in CP2.

4



<http://bit.ly/2qMd7JK>

Share Medical Center Hospital Board Meeting of August 16, 2016

Results:

At 11.20min it is interesting because the lady in black (A) is already taking a position in the chair. She is aware of her moment because she is next on the agenda and is moving to CP20. At 11.39min she gets the word to present her items to the attendances. The chairs are flexible and she makes use of it during the conversation. At 11.47min she makes a movement to the table (y positive, closing the distance between table and chair). She also changed her position in the chair to CP10 and using the flex of the chair during her conversation. Every time she gets to a point of her agenda she moves a little bit with the chair, like 12.20min, 12.26min (*when of the things we looked at*), 12.34min (*patient does not like portals*), and during her movement in the chair she is also making a gesture with her right hand. Nice example is at 13.07min when her conversation is getting tenser, her movement in the chair and the gesture of her hand is also getting more with tension. She also makes a new topic at 13.34min and is moving with her chair (forward/backward).

5



<http://bit.ly/2rExbzC>

President Trump (2017) of the USA is opening his cabinet meeting.

Results:

From the beginning he is directly in CP20 and with full confidence address his words to the delegates. It is interesting to take notice that he gets first in CP20 and from that moment he is leaning at the table. From that moment you will find a lot of gestures he is making which I would like to resume for you:

Time :	text	movement
0.16 sec:	a great team.	Tongue is quickly out of his mouth.
0.33 sec:	which is sweeping.	Left hand makes a gesture outwards (speed, negative movement)
0.35 sec:	there is such spirit.	The lips of the mouth are (a lot during this movie) moving forward, (tension, negative movement)
0.52 sec:	O care is collapsing.	Trump is moving forward and backwards (Y distance, negative movement)
1.02 min:	will be no waiting.	Mouth is moving down and retreat (Tension, negative movement)

6



<http://bit.ly/2qdPRBU>

Google board meeting; Search Quality Meeting: Spelling for Long Queries (Annotated)

Results:

At 5.21min the person with the grey shirt is in CP5 and analyze the communication. He makes also a gesture with his right hand to the chin (Doubt). At 5.50min the person has now his arms over each other and still contains in CP5. Now he also makes with his head a rotation movement and saying (figurative) no, he does not believe the outcome. At 6.13min he makes a movement with his mouth and doubt about the outcome that were saying.

At 7.42min he is getting to a solution and he is up lifting himself in the chair. After doing that he changed his position in the chair to CP20 and finalize the outcome. He is saying “we can lounge this but” at 7.51min while he is holding his hands faulted together in position CP20.

7



<http://bit.ly/2qARqxN>

NATO Military Committee Conference - Opening remarks, 14 September 2013, Budapest, Hungary

Results:

During the NATO military committee conference the chairman gives the word to the minister (a). At 1.24min the minister is already in CP20 and aware of the moment. At 1.29min in his chair position CP20 he makes the gesture of nodding his head and agrees (figurative movement with the head of yes).

At 1.33min he makes a hand configuration first his left hand over his right hand and at 1.35min he folded both hands together. It is interesting that he still is in CP20 and every time when he says something that is important/ or to close a sentence he uplift his folded hands very quickly.

8



<http://bit.ly/2qFNtTC>

European parlement meeting Nigel Farage destroys Angela Merkel

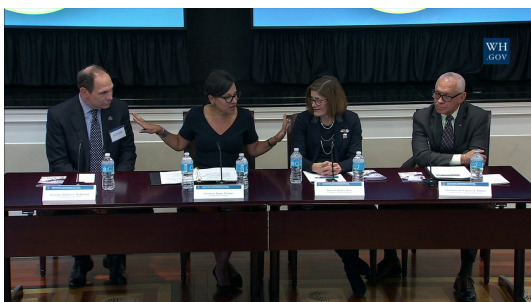
Results:

Angela Merkel is answering the question of minister Farage in CP20. She makes some gestures, one is to grab the microphone with a fixation (interaction: fixation/ searching for self-confidence) arms under the table. At 2.38min she starts and response in CP20 with a lot of tension in her body and gestures. Her gesture with the right hand/arm gives also a lot of tension when she response at the question of minister Farage. She completes the hand gesture with her face by moving as her hands. They both moves at the same time and confirm her tension during her speech.

At 3.40min it is interesting to see that when she ended her speech she is more in a relax phase and she moving her chair (to left and right) while she is in CP20.

At 3.57min minister Farage response also seated in CP20 and he is showing also tension in his communication by moving his hands/arms in a higher gesture position. But during his gestures he slowly moves to CP1 (at 4.28min) and attacks Merkel by his wording. At 4.38min he is still in CP1 but also shows his right shoulder up and down lifting (showing if he doesn't care). Also in his speech you can see a lot of tension because of moving his head after every sentence.

9



<http://bit.ly/2rspnjz>

White House: Organizational Transformation Symposium

Results:

If we look closer to the gestures the guests makes during their interview in the White House we do have the following examples.

The movie does takes more than 1 hour so I will concentrate me at some items concerning the synopsis. At 6.02min the men on the left at the table explains his situation in CP20. You also notice that he first is in this chair position and this gestures follows after. Like his hand gestures which are first crossed with each other and the fingers are interlaced (like holding a knife meaning protect himself) and he is making the gesture to his right (when he is talking to the future) and to his left (saying *rather than..*). At 6.32min he is still in CP20 and he makes a gesture with his both hands where the fingers are in full tension (a negative movement).

At 9.05min the lady (second from the left, hands open) is in CP20 and also answering the question of the host. She makes also a lot of gestures with her hand and fingers in this position. At this time frame she create a gesture with her fingers (counting) when she explains about the 5 things, which she repeats at

time frame 9.30min. At 9.52min she creates a gesture with her arms/hands that is in tension (negative movement).

At 17.11min the person at the right on the table is in CP20 that is not easy to see. His chair is not equal with the desk that makes it so hard to see. Interesting here is that he is not only making gestures with his hands but also with his feet. He explains some items and at some items his left foot goes up and down, his right leg goes backwards at 17.18min.

At 21.21 the second lady from the right is answering the questions and is in CP20. She is also making nice gestures during her speech with her hands and arms. The hand movements are in tension when she is explaining about the differences and their way of working.

10



<http://bit.ly/2rf8ulu>

Putin holds meeting with anti-corruption council

Results:

President Putin has the word and addresses his presentation to the attendances. He is in position CP20 and reading his words from the paper. He does not make many gestures with his hands but you will find a lot in his face during his speech. At 1.22min you can also see that he is lifting his body during his speech. But still is in CP20. At 2.39min he gives the floor to another minister. After Putin said this he is moving from CP20 to CP0 and lift himself from the chair (Tension, negative gesture) and at the same time he put his tongue out of his mouth (viper tongue over his under lip/ would like to keep the words for himself). Directly he is in his new CP0 he makes a movement with his mouth (both exterior has tension backwards and he also repeats his tongue movement (viper tongue).

At 3.24min it is very interesting that most of the ministers are in CP20 and making notes. As mention in chapter 5.a the presidential meeting, a cultural behaviour is also very important to make notice of this, they are all active and aware.

11



<http://bit.ly/2ryJHzH>

US Senator Attacks Defense Secretary for not Planning War With Russia

Results:

At 2.48min it is interesting to see that Mr Graham moves his chair very quickly all the time when he is communicating to the two persons. All the time he is in CP20 and questioning the two persons concerning a political topic. At 2.57min he is also showing his right hand gesture (uplifting) and tension in his face when he is asking the questions. At 3.02min he is re taking his seat (uplifting him self in the chair) and pointing his left hand to the committee when he is asking the questions. Directly at 3.05min he is moving quickly forward his chair to the table (Speed negative, closing quickly the gab between the table and the chair). From 3.06min it is interesting that every time he close a sentence/question he uplifts himself a little bit from the chair. When he is not moving in his chair (tension, negative movement) he is moving his arms and hands with tension.

Conclusion; in chapter 8 I focussed more at the combination chair positions in relation with the gesture. With these examples I showed you per time frame the moment were a person took (or was) a chair position and showed later the movement/gesture. The chair is more important than just a product, it is part of the communication.

9. Conclusion

The hypotheses as mentioned before is: What does the position in the chair mean in relation with the gesture we make during a conversation in a board meeting?

In chapter 5 I explained you more about the positions in the chair and the difference in the meeting. As we make notice of the theory from BSM "seated positions" we can say that the notification is correct. In chapter 7 I did proof this with an example what happens during a meeting and what position in the chair is the most common.

In chapter 8 I combined the position in the chair in relation with the gesture. If we combine this with the gestures and the theory of Speed/Tension/Y distance/ Item we have an interesting situation.

First of all we can conclude that the theory of BSM is correct if we compare this with the video analyze. 100% of the video's showed us that the configuration of the position in the chair in relation with the study documents of BSM is correct.

Secondly, the analyze conclude that 95% of the video's the person would like to have first a confident position in the chair and directly after this position the gesture by the person follows. The gesture that can be seen is like the Speed (S), Tension (T), Distance (Y), Item (I).

I would like to say that in my examples of several movies the position in the chair is very important and the base of a next gesture to follow.

In other words we can conclude that the position in the chair is more important than to mention a chair is only a product. During the meeting and discussion the chair becomes part of the interlocutor.

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Russian parlement; Cabinet meetings 2016/2017

University, there were no specific research documents concerning the seated positions found. The only reference concerning seated positions were found concerning health advice (back problems).

Definitions:

CP : Chair Position

BSM: Bodysystemics

T: Tension

S: Speed

Y: Distance

I: Item

11. Advice

I found my conclusion in the last year and by several analyses of movies and business observations. I would like to make an advice to continue with analyzing of the positions in the chair to improve the theory of the chair positions further in detail.

In this document you will find some differences that are already found during a board meeting. The difference in meetings a culture, or an environment, or an internal state is also very important to be aware off. It should be good that a further study with more focus areas will be investigated for further purpose.