

# DOMINATE THE ROOM

## USING BODY LANGUAGE

Control is communicated before a word is spoken. Master your presence.

### ► CORE PRINCIPLES



#### OWN SPACE

Expand your presence. Physically occupy more space.



#### CONTROL FOCUS

Direct attention. Deliberate gaze shifts.



#### PROJECT STILLNESS

Reduce fidgeting. Stillness creates pressure.



#### SET THE TONE

Your posture sets the emotional temperature.



#### DISRUPT BALANCE

Use asymmetry and angles to unsettle others.



### ► DOMINANT POSTURE BREAKDOWN

- 1 HEAD POSITION**
  - Chin level or slightly down
  - Appears taller, more intimidating
  - Avoids submissive tilt
- 2 EYE CONTACT**
  - Hold gaze 2–4 seconds
  - Break slowly
  - Scan, don't stare
- 3 SHOULDER POSITION**
  - Shoulders back and down
  - Opens chest
  - Projects confidence
- 4 ARM PLACEMENT**
  - Open arm position
  - Takes up space
  - Avoids self-hugging or closed postures
- 5 HAND POSITION**
  - Visible, relaxed hands
  - Steeple or rest
  - Avoid fidgeting
- 6 LEG POSITION**
  - Legs apart, feet planted
  - Angles at 90–120°
  - Occupies ground

### POWER POSING GUIDE



#### STAND TALL

- Weight balanced
- Chest open
- Hands visible
- Don't slump



#### SIT WITH AUTHORITY

- Take the seat
- Back supported
- Legs open
- Arms on rests



#### MOVE WITH PURPOSE

- Slow, deliberate
- Controlled steps
- No rushed movements
- Own your path

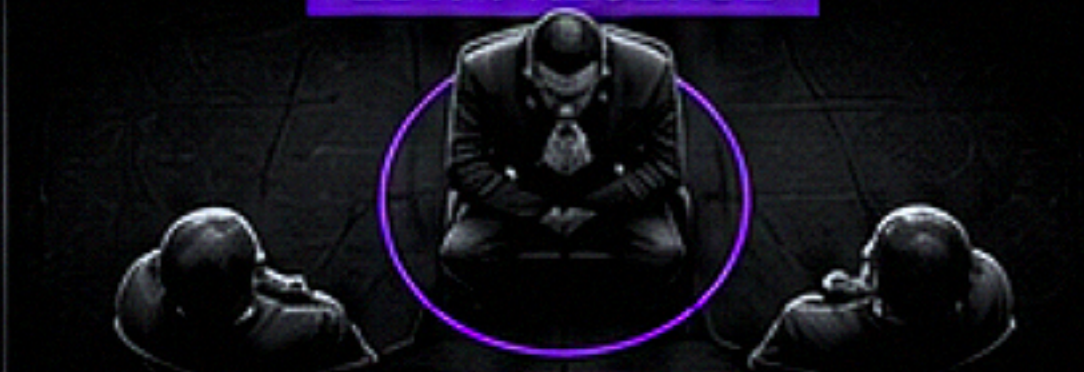
### OCCUPY SPACE

#### HIGH PRESENCE



Spread out, use the environment, make yourself unavoidable.

#### LOW PRESENCE



Small posture, closed body, easy to ignore.

### ► CONTROL THE INTERACTION



#### INITIATE

Be the first to speak, move, or make eye contact.



#### USE PAUSES

Silence creates tension. Let others fill the space.



#### SCAN THE ROOM

Move your gaze slowly. Acknowledge, then return to focus.



#### SET BOUNDARIES

Stand or sit at the edge of personal space.

### ► PRACTICAL APPLICATIONS

#### INTERROGATION



Sit back, take your time, control the pace. Silence and eye contact increase compliance.

#### MEETINGS



Enter last if possible. Take the head position. Speak less, say more.

#### NEGOTIATIONS



Mirror less, observe more. Use stillness and posture to influence the deal.

#### SOCIAL SETTINGS



Control your presence in groups. Position, posture, and timing create influence.

### REMEMBER

Dominance is not aggression. It is calm, controlled, and consistent. Lead the room without saying a word.

## PRESENCE IS POWER

BE SEEN. BE FELT. BE OBEYED.

STATUS: ACTIVE

THREAT LEVEL: LOW

CLASSIFICATION: UNRESTRICTED

RDCTD



V07.24