



Vanessa Van Edwards Discusses Social Cues and Confidence

Vanessa Van Edwards is a writer and behavioural investigator. She founded a human behaviour research lab called “Science of People”, which aims to train professionals in social skills for business, life and relationships. She is the best-selling author of “Captivate: The Science of Succeeding with People”, described as a manual on human behaviour offering a new approach towards building connections.

In this video, Vanessa Van Edwards discusses “social cues”, which are non-verbal signals that people use in order to show their feelings. This is often not deliberate, and can include body language and facial expressions.

Vanessa Van Edwards is from California, and speaks with a Standard US accent. Watch the video and answer the questions with as much detail as possible.

<https://www.youtube.com/watch?v=iApkwoskJkc>

Vocabulary to check before answering the questions:

squint - to partly close your eyes so that you can see better.

an eye roll - to turn your eyes upwards to express annoyance, disbelief etc.



amygdala - a small part of the brain that processes emotions, especially fear.

to scoff - an expression that shows that you think someone or something is stupid

to have contempt for someone - feeling that someone else is worthless or stupid.

a smirk - an unpleasant smile or small laugh mainly to show that you are pleased with someone else's failures.



1. **(00:00-00:44)** What does the interviewer ask about smiling, and what does Vanessa Van Edwards say matters in a smile?
2. **(00:44-01:33)** What is the worst thing you can do with a smile, and why?
3. **(01:33-01:47)** How does Vanessa Van Edwards describe herself?
4. **(01:47-02:29)** Can you list the 5 “cues of social rejection” that Vanessa and the interviewer describe?
5. **(02:29-03:21)** What happens to our body when we receive a cue of social rejection, and why does our body do this?



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6. **(03:21-03:41)** What happens to our levels of adrenaline and cortisol, and how can this be detrimental in a business meeting?
7. **(03:41-04:23)** What is the best way to deal with cues of social rejection, and can you get the 3 further example cues that Vanessa Van Edwards gives?
8. **(04:23-05:06)** How has Vanessa Van Edwards found confidence, and does she see this as an orthodox method to finding confidence?
9. **(05:23-07:40)** What is a 'lid flex', what are the physical and social reasons that we do it?
10. **(07:46-08:10)** What are the exact words that Vanessa Van Edwards says during these 24 seconds?
11. **(08:10-08:27)** What did Vanessa Van Edwards do when an executive flexed his lids at her during a presentation?
12. **(08:27-08:37)** What is the social function of the chemical oxytocin?
13. **(08:37-09:03)** What would have happened if Vanessa Van Edwards had ignored the lid flex?
14. **(09:03-09:16)** What lessons can we learn from that scenario in terms of controlling social cues?