



## Answers

1. **(00:00-00:44)** What does the interviewer ask about smiling, and what does Vanessa Van Edwards say matters in a smile?  
He asks if it is better to smile without teeth or with teeth. Vanessa Van Edwards says that whether you show your teeth or not does not matter, what matters the most is whether you engage the upper cheek muscles.
2. **(00:44-01:33)** What is the worst thing you can do with a smile, and why?  
The worst thing that you can do is to do a half smile that doesn't engage the upper cheek muscles. A real smile causes other people around you to feel happy, whereas a fake smile doesn't change their mood at all.
3. **(01:33-01:47)** How does Vanessa Van Edwards describe herself?  
She says that she is a 'recovering awkward person' and an introvert with social anxiety.
4. **(01:47-02:29)** Can you list the 5 "cues of social rejection" that Vanessa and the interviewer describe?  
An eye roll, a sigh, pulling your head back, crossing arms, turning feet away.
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?  
Our field of vision increases, we see wider. This is because we want to see who else is giving you a cue of social rejection, and we want to see where we can go to escape from the situation.
6. **(03:21-03:41)** What happens to our levels of adrenaline and cortisol, and how can this be detrimental in a business meeting?  
Our levels of adrenaline and cortisol increase, causing you to stop thinking well.
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?  
When you label the social rejection cue and acknowledge what it is, then your amigdala calms down (the amigdala is the part of the brain that processes fear).  
The other social cues were the eye-roll, scoff of exasperation, contempt smirk.
8. **(04:23-05:06)** How has Vanessa Van Edwards found confidence, and does she see this as an orthodox method to finding confidence?  
She has found confidence through controlling the cues that she receives from others, by labelling them and responding accordingly. She says that through this method she has 'back-doored' into confidence. She also mentions that this is a 'secret back-door' into confidence, suggesting that this route to finding confidence is unusual and unorthodox.
9. **(05:23-07:40)** What is a 'lid flex', what are the physical and social reasons that we do it?  
A "lid flex" is when we narrow our eyes slightly by hardening the lower eyelid. We do this in order to lessen the amount of light coming into our eyes, so that we can focus on something more clearly and see details better. In social situations, it demonstrates to someone that you find something extremely interesting. You go from listening to thinking deeply.



## Answers

10. **(07:46-08:10)** What are the exact words that Vanessa Van Edwards says during these 24 seconds?  
[see page 5 for mini-transcript and accent guide]
11. **(08:10-08:27)** What did Vanessa Van Edwards do when an executive flexed his lids at her during a presentation?  
She paused, asked if anyone had any questions, looked at the person who had flexed his lids at her, she opened her palms up and said “any questions?”
12. **(08:27-08:37)** What is the social function of the chemical oxytocin?  
It is for social connection and bonding.
10. **(08:37-09:03)** What would have happened if Vanessa Van Edwards had ignored the lid flex?  
She would have ‘lost’ the executive, meaning he would have stopped paying attention to the remainder of the presentation, and this could have caused the presentation to be a failure. She mentions that he would have been ‘stuck’ on that slide thinking about it for the remainder of the presentation.
10. **(09:03-09:16)** What lessons can we learn from that scenario in terms of controlling social cues?  
That we can spot a cue and ask ourselves how we can honour it.



## Answer to Question 10 and Guide to Some Features of a Standard US Accent

### Transcript of the video (07:46-08:10)

#### Key - Some features of Standard American English:

<b>Red text</b>	<p><b>'Flapping': 't' sounds sound like a 'd' sound when they are between a stressed and unstressed vowel</b></p> <p>This is a classic feature of US accents. Between a stressed and unstressed vowel, the tongue lightly taps the top of the mouth where a 't' sound is made. This produces a very quick 'd' sound. One classic example is 'water = waader'</p>
<b>Green text</b>	<p><b>Words such as 'bought', 'talk', 'cause' are pronounced with an 'aah' sound.</b></p> <p>This is the main distinctive vowel sound in Standard American English.</p>
<b>Bold Text</b>	<p><b>All 'r' sounds are pronounced fully in US English</b></p> <p>Unlike many other forms of English, US English is known as a 'rhotic' accent, which means all 'r's are pronounced in all positions. This is one of the clearest differences between US English and most other forms of British English, Australian English and New Zealand English. This can potentially make US English seem slightly clearer than many other English accents.</p>
<b>Small text</b>	<p>'filler' words such as 'are / to / a / can / of / for / from' are sometimes reduced to very quick sounds which are hard to hear. Each of these words contains some form of 'schwa' sound, which is a kind of lazy 'uh' sound. This occurs in all accents, including US accents. This general reduction of smaller words is also used in formal and professional settings, and it is in fact essential in maintaining the natural rhythm of the English language. Not all of these filler words are reduced in the transcript below, this is because the speaker pauses as she says the filler word.</p>
<b>Grey text</b>	<p>The real transcript of the video</p>

I<sub>wz</sub> in<sub>e</sub> meed<sup>ing</sup> with<sub>e</sub> very high-powered exec team, <sub>n</sub> if<sub>the</sub> presentation went well, they<sub>wer</sub>  
 I was in a meeting with a very high-powered exec team, and if the presentation went well, they were  
 gonna invite me back for more presentations, so <sub>the</sub> stakes were very high, and... it<sub>wz</sub> a smaahll group,  
 gonna invite me back for more presentations, so the stakes were very high, and it was a small group,  
 and I<sub>wz</sub> in<sub>e</sub> particular part<sup>d</sup> v my presentation taahking about chemicals, and I no<sup>d</sup>iced<sub>an</sub> execu<sup>d</sup>ive  
 and I was in a particular part of my presentation talking about chemicals, and I noticed an executive  
 across<sub>the</sub> room flexed his lower lids<sub>et</sub> me ... kind<sub>v</sub> flexed his lower lids, he's looking<sub>et the</sub> slide, I  
 across the room flexed his lower lids at me ... kind of flexed his lower lids he's looking at the slide, I  
<sub>wz</sub> like ok what's happening, he just went<sub>frm</sub> listening<sub>te</sub> scrudnizing.  
 was like ok what's happening, he just went from listening to scrutinizing.