

<b><u>Behaviour reactions</u></b>	<b><u>Indicators</u></b>
Anxiety	<ul style="list-style-type: none"> <li>• foot tapping</li> <li>• avoiding eye contact</li> <li>• moving closer</li> <li>• leaning too far forward</li> <li>• positive eye contact</li> </ul>
Defensive	<ul style="list-style-type: none"> <li>• fidgeting</li> <li>• rubbing of eye or nose</li> <li>• staring</li> <li>• smile</li> <li>• steepling fingers</li> </ul>
Confidence	<ul style="list-style-type: none"> <li>• opening and closing hands</li> <li>• leaning away</li> <li>• eye contact</li> <li>• keeping still</li> <li>• standing while the other sits</li> </ul>
Friendship and readiness for cooperation	<ul style="list-style-type: none"> <li>• blinking frequently</li> <li>• leaning back slightly</li> <li>• finger wagging or pointing</li> <li>• nodding head</li> <li>• crossing arms or legs</li> </ul>
Overbearing (authoritarian)	<ul style="list-style-type: none"> <li>• licking lips</li> <li>• swiveling towards the door</li> <li>• keeping hands away from face</li> <li>• clearing throat</li> <li>• openness of hands and body posture</li> </ul>