

• **Read these questions. Then read the article. Underline the answers in the text.**

1. Describe the All-American handshake.
2. Why is it important to learn to shake hands well in the U.S.?

In this book review, the reviewer talks about Robert E. Brown's ideas on different types of handshakes and what they mean.

THE SECRET OF THE SUCCESSFUL HANDSHAKE

The secret of the successful handshake is no secret anymore. Management Consultant Robert E. Brown explains what shaking hands is all about in his book, *The Art, the Power, the Magic: How to Read Hands That Talk*.

For example, to do the *All-American Handshake*, you have to look into another person's eyes, grasp his or her whole hand, and pump¹ it two or three times. According to Brown, this is the handshake of a good listener and trustworthy person.



All-American

Politicians and salespeople often use the *Two-Handed Shake* because it's extra-friendly. Two-handed shakers put their left hand on the other person's arm or shoulder as they shake hands. This can feel *too* friendly to some people, so it's best to use it with good friends.



Two-handed

Watch out for people with handshakes that pull your fingers, or twist and crush your hand. If you get one of these handshakes, the person is trying to intimidate² you.

Two more uncomfortable handshakes are the *Palm Pinch* and the *Dead Fish*. A *Palm Pincher* shakes your hand with only a few fingers. In the *Dead Fish* shake, the person's hand slides out of the handshake. It's possible that the people with these handshakes are embarrassed or shy.



Dead Fish

Shaking hands is an important part of body language. It can identify someone as truthful, friendly, powerful, or nervous. It's hard to be successful without mastering³ a good handshake such as the *All-American*.

If this isn't your natural handshake, don't worry. Mr. Brown says that you can change your handshake with lots of practice. So, go on out there and start shaking hands. Just think of all the people you can meet!

1. **pump**: to move something up and down

2. **intimidate**: to make someone feel afraid and less powerful

3. **master**: to learn how to do something very well

From : Read and Reflect: Academic Reading Strategies and Cultural Awareness. Book 1. Oxford University Press, 2004

• **Work with a partner. Use your answers to the questions above to help you summarize the article.**

- Work with your group to respond to the prompt and create the Venn Diagram.

THINK: What kind of non-verbal messages do different types of body language convey? Which are positive? Which are negative? Which are culture bound- E.g. depend on the culture of the "speaker" or the "listener." What statements in your text support your opinion?

SHARE: Work with your group to complete the Venn Diagram below. You can start with the list below and add your own ideas:

- | | |
|------------------------------------|----------------------------------|
| • leaning forward | • putting hand in front of mouth |
| • yawning | • shaking hands firmly |
| • crossing legs at the knee | • playing with hair |
| • crossing arms in front of chest | • squeezing hand in a handshake |
| • touching the palm in a handshake | • avoiding eye contact |

