

MODULE 5A

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- 2 1 China
 2 The Naked Face
 3 95/ninety-five
 4 mirror
 5 uncomfortable
 6 personal
 7 managers
 8 chin, lips (in either order)
 9 make-up
 10 nodding, smiling (in either order)

Audio script

Hello. My name's Lillian Scott and the subject of tonight's talk is the skill of face-reading. The idea that you can tell a person's character from the shape of their face is not a new theory. In fact, it goes back centuries but it's only now that people are studying it more seriously. The idea has reached us in Europe via Australia and New Zealand but the skill was originally developed in China. I go into this in some detail in the book I've written on the subject.

It took a long time to find a title for the book. I wanted to call it *Face to Face* but apparently, there's already a book with that title, so that wasn't allowed. In the end, someone suggested *The Naked Face*, which sounded good because I wanted to focus on things which everyone can see but which we tend not to notice. So we went for that.

The book begins by describing how the face works. For example, there are 14 bones in the face with around 95 muscles working around them. This means that we can do all sorts of things with our faces, revealing a great deal about ourselves in the process, because our faces are changing all the time as we speak, as we react towards the world around us.

And you can observe this in your own face. I mean, when people look in a mirror, they tend to adopt a particular facial expression - the one they think looks best. They try to do the same thing when posing for photographs but usually without success because you can't actually see what you look like till later. That's why people are always saying, 'I look awful in that photo,' when to the rest of us they look perfectly normal. And of course, seeing yourself on video can be quite an uncomfortable experience because then you see all your changes of expression and so on.

And then some people think they have a best side, don't they, which they always turn towards the camera. And of course, each side is always different. It's a fact that's puzzled scientists for years but it is true. Some face-reading experts say that people generally want to show the right side of their face to the world because they feel the left is the personal side - you know, they want to keep it to themselves.

So, what character traits can you see in people's faces? I'll give you some examples of things to look out for. Well, good managers generally have wide faces, with the cheekbones wide apart, which is meant to indicate a strong desire to achieve things and meet targets. And that's not the only positive characteristic that you might look out for. Other good signs for success at work are a strong chin, which represents determination, and of course, the shape of the lips has long been associated with that as well.

People often ask me, 'But what about if you don't look like that?' or 'Can you make the most of what you've got in a job interview?' Well, yes, you certainly can - and women especially try to do this. The first thing to remember is that you should look people straight in the eye when you speak, even if it means moving your chair. Some people use make-up or a new hairstyle to emphasise or play down certain facial features but it's best to get professional advice because too much or badly applied make-up, for example, would be a mistake. It actually puts people off.

But basically, it's more a question of how you behave at interviews. If you're tense, your face is likely to look tight and unrelaxed and people will think that's also your character. Whereas if you keep nodding and smiling to show that you're really interested in what they're saying, people tend to like you better.

I'll stop there because I can see that some of you have questions. So we'll ...