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 pump it two or three times. According to Brown, this is the handshake of a good listener and trustworthy person.

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.

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 intimidate 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.

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 mastering 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


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:

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

NEGATIVE

CULTURE-BOUND

POSITIVE