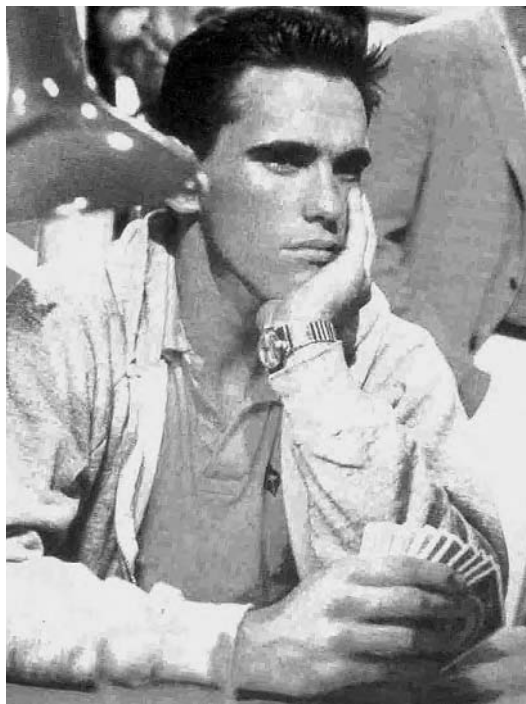




**6.1** The 'confronting' role. When two people are in conflict, even if only in a game, they symbolically view the world from opposing angles, conceal any private information, and look searchingly into each other's eyes



yours is concealed by glare. Sitting higher up or on a more upright chair gives you a degree of concentration that comes from the bodily memory of the posture. A colleague of mine who was professor of economics once surprised me by delivering a formal lecture standing at the front of the platform with his toes over the edge of the stage. He talked for an hour without notes, simply standing with hands clasped behind his back. He later explained that he had found over the years that standing in this way kept him mentally alert and sharper in the development of his argument. It also seemed to me to have the added benefit of keeping the audience's concentration too. Though they would not admit it, many were really watching to see if he would fall off the platform!

Professional interviewers know these and many more tricks postural tricks, which they use to their advantage. They can be observed simply by watching rather than just listening to television interviews. Clive Anderson, who is trained as a barrister, hosts a television show in the UK in which he specializes in repartee that often gently mocks and denigrates his guests. He generally sits behind a desk while they sit exposed on a lone chair. David Frost when famously interviewing the then Prime Minister Margaret Thatcher seemed to catch her quite off guard at the end of a long interview. She was provided with a very easy