



This week on The Persuasion Occasion, Jasmine and David communicate (they don't just talk) with Abbie Maroño, Ph.D., a body language expert, about how we transmit signals with body language, facial expressions, and other visual cues. Abbie describes how she integrates her research on measurement of nonverbal cues, mimicry, and closeness into training protocols that enhance persuasive communications. Abbie provides expert advice and coaching for academic institutions and businesses to help them understand how nonverbal signals serve as powerful modes of communication.

A scientist and practitioner in understanding human behavior, she earned her Ph.D. in record time and became a university professor at age 23. Abbie is now the director of education at Social-Engineer, LLC, specializing in nonverbal communication, trust, and the psychological mechanisms of decision-making.

[Listen to "Nonverbal Persuasion with Abbie Maroño" on Spreaker.](#)

Find us where you get your podcasts



## Contributors



### David T. Biderman

Partner

[DBiderman@perkinscoie.com](mailto:DBiderman@perkinscoie.com) [310.788.3220](tel:310.788.3220)



### Jasmine Wetherell

Partner

[JWetherell@perkinscoie.com](mailto:JWetherell@perkinscoie.com) [310.788.3294](tel:310.788.3294)

## Explore more in

[Food & Beverage](#) [Food & Consumer Packaged Goods Litigation](#)

Podcast series

## The Persuasion Occasion

Hosted by Perkins Coie Consumer Products and Service litigators David Biderman and Jasmine Wetherell, each episode features a conversation with noted professionals about achieving success in disputes and negotiations.

[View the series](#)