**gvbwmK ¯^v¯’¨‡mev wel‡q `ÿZv MVb Ges Dbœq‡b †mev cÖ`vbKvix‡`i AbjvB‡bi gva¨‡g AvZ¥ cÖwkÿ‡Yi gwWDj**

|  |
| --- |
| **Awa‡ekY-6 t †mev MÖnxZvi ms‡M GKwU mdj †hvMv‡hvM cÖwZôv Kiv Ges cÖ‡qvRbxqZv** |

**Awa‡ek‡Yi D‡Ïk¨ t**

**GB †mkb †k‡l Avcwb-**

1. **gvbe †hvMv‡hvM wK Ges KZ cÖKvi Rvb‡eb**
2. **Gi ms‡M mswkøó `ÿZv¸‡jv Rvb‡eb Ges wkL‡eb**
3. **GKRb †mev cÖ`vbKvix wn‡m‡e GB `ÿZv¸‡jv e¨w³ Ges Kg©Rxe‡b cÖ‡qv‡Mi Kvh©KvwiZv wel‡q Aby‡cÖiYv cv‡eb**

**†hvMv‡hvM t**

**`yÕRb e¨w³i gv‡S hLb fv‡ei Av`vb cÖ`v‡bi gva¨‡g GKwU m¤úK© ¯’vwcZ nq ZLb Zv‡K gvbe †hvMv‡hvM ejv nq| †h D‡Ï‡k¨ GB †hvMv‡hvM Kiv n‡jv, Zv hw` `yÕR‡bi Kv‡Q cwi¯‹vi Ges ¯úó \_v‡K Zvn‡j †mB †hvMv‡hvM‡K A‡bKvs‡k mdj ejv hvq|**

**mvaviYZ `yÕfv‡e Avgiv G‡K A‡b¨i mv‡\_ †hvMv‡hvM ¯’vcb K‡i \_vwK| h\_v-**

1. **evPwbK †hvMv‡hvM Ges**
2. **AevPwbK †hvMv‡hvM**

|  |  |
| --- | --- |
| evPwbK †hvMv‡hvM t | AevPwbK †hvMv‡hvM t |
| **K\_v ejvi gva¨‡g hLb GKRb e¨w³ Ab¨ e¨w³i mv‡\_ fv‡ei Av`vb cÖ`vb K‡i m¤úK© ¯’vcb K‡i ZLb Zv‡K ejv nq evPwbK †hvMv‡hvM| †hgb- ÒAvcwb †Kgb Av‡Qb?Ó** | **K\_v bv e‡j †Kej A½f½xi gva¨‡g GKRb e¨w³ hLb Aci GKRb e¨w³i mv‡\_ fv‡ei Av`vb cÖ`vb K‡i \_v‡K ZLb Zv‡K ejv nq AevPwbK †hvMv‡hvM| †hgb- `yB nvZ w`‡q Bkvivq ejv, Ò†Kgb Av‡Qb?Ó** |

**evPwbK Ges AevPwbK ‡hvMv‡hvM `ÿZv t**

**Avjv`vfv‡e †hvMv‡hvM `yÕiK‡gi n‡jI, mvaviYfv‡e ej‡Z †M‡j GKwU gvbe †hvMv‡hvM‡K mdj n‡Z n‡j GB `yÕai‡Yi †hvMv‡hv‡MiB GKwU mvwe©K mw¤§j‡bi cÖ‡qvRb nq Ges Gi mv‡\_ cÖ‡qvRbxq `ÿZv¸‡jviI cÖ‡qvM Ki‡Z nq| 6.1-n¨vÛAvB‡U Avcwb evPwbK Ges AevPwbK †hvMv‡hvM Kivi wKQz `ÿZv m¤úwK©Z Z\_¨ co‡Z Ges Rvb‡Z cvi‡eb|**

**# G‡K Ac‡ii mv‡\_ ‡hvMv‡hv‡Mi wZb iK‡gi fw½gv n‡Z cv‡i-**

1. G¨‡MÖwmf fw½gvt- wb‡Ri myweav-Amyweav, e³e¨, B”Qv-Awb”Qvi cÖKvk Kiv nq Ggb fv‡e †h †mUv Aci‡K AvNvZ K‡i| Gi AšÍwb©wnZ evZ©v n‡jv Avwg wVK, Avwg AwaKZi D”P¯Í‡i AvwQ, Zzwg fzj, Zzwg Avgvi Zzjbvq wbPz ¯Í‡i Av‡Qv| G¨‡MÖwmf AvPiY Ki‡j GKUv myweav Av‡Q †h,

* wb‡Ri B”QvgZ KvR A‡bK mg‡qB Kwi‡q †bIqv hvq
* Ab¨‡jvK wei³ n‡q ev fq †c‡q Zvi K\_v †g‡b †bq
* wKš‘ Ab¨w`‡K gvby‡li mv‡\_ Zv‡`i mym¤cK© ˆZwi nq bv †jv‡K Gwo‡q Pjvi †Póv K‡i, bq‡Zv Zv‡`i m‡½ †Lvjv‡gjvfv‡e †g‡k bv cv‡Q weev` ev msNl© nq

1. c¨vwmf fw½gvt- wb‡Ri e³e¨ myweav-Amyweav B”Qv-Awb”Qvi cÖKvk K‡i bv| Ki‡jI c‡iv¶fv‡e K‡i ev m¤c~Y© K‡i bv| Gi AšÍwb©wnZ evZ©v n‡jv, Avwg `~e©j, Zzwg Avgvi Zzjbvq D”P¯Í‡i I ¶gZvevb, Zzwg wVK| GB fw½gvi GKUv myweav nj,

* Gi Øviv wb‡Ri gZ Abymv‡i wm×všÍ †bIqvi `vwqZ¡ Gwo‡q hvIqv hvq
* e¨w³MZ gZvgZ cÖKvk Kivi cÖ‡qvRb nq bv
* wKš‘ Ab¨w`‡K `g eÜ n‡q Av‡m
* wb‡Ri Pvwn`v †gUv‡bv hvq bv e‡j wfZ‡i wfZ‡i ivM nq

1. G¨mviwUf fw½gvt- wb‡Ri e³e¨, myweav-Amyweav, B”Qv-Awb”Qv myôzfv‡e cÖKvk K‡i Ab¨‡K AvNvZ bv K‡i| Gi AšÍwb©wnZ evZ©v n‡jv †Zvgvi m‡½ Avgvi gZvgZ Gi cv\_©K¨ \_vK‡Z cv‡i wKš‘ G‡K Ac‡ii Kv‡Q gZvgZ cÖKvk Kivi mgvb AwaKvi Av‡Q| GB fw½gvq myweav nj,

* mwµqfv‡e Av‡jvPbvq I wm×všÍ †bIqvi †¶‡Î AskMÖnY Kiv hvq,
* Ab¨‡K AvNvZ cÖ`vb bv K‡i wb‡Ri Pvwn`v c~iY Kiv hvq
* mm¤§v‡b I myôzfv‡e gZvgZ I Abyf‚wZ Av`vb-cÖ`vb Kiv hvq
* wb‡Ri AvZ¥wek¦vm i¶v Kiv hvq

# cvi¯cwiK fv‡ei Av`vb cÖ`v‡bi gva¨g wn‡m‡e K‡qKwU wel‡qi cÖwZ Avgv‡`i ¸iyZ¡ Av‡ivc Ki‡Z n‡e t

1. kvixwiK fvlvi gva¨‡g (BODY LANGUAGE)t Avgiv †`nfw½, A½fw½gv, gyLfw½gv I †`‡ni wkniY ev K¤cb Øviv Avgv‡`i bv ejv K\_vi A‡bKUvB A‡b¨i Kv‡Q cÖKvk Ki‡Z cvwi|
2. KÉ¯^‡ii Øviv (VOICE)t KÉ¯^‡ii IVvbvgv, `ªæZZv, mvejxjZv, Zx¶èZv, cÖKvk fw½gvq GKwU we‡kl ¯’vb AwaKvi K‡i Av‡Q Ges Avgv‡`i e³e¨ Zvrch©gwÛZ K‡i †Zv‡j nvwm-Kvbœv, ZR©b-MR©b, `xN©k¦vm cÖf…wZ wbw`©ó K‡qKwU Av‡e‡Mi gZB|
3. kã cÖ‡qvM ev h\_vh\_ e¨env‡ii gva¨‡g (WORDS)t Avgv‡`i wPšÍv fvebv Ges Abyf‚wZi h\_v\_© cÖKvk m¤¢e nq mwVK kã cÖ‡qv‡Mi gva¨‡g| A‡bK mgq †`Lv hvq Avgv‡`i gy‡Li K\_v I cÖKvwkZ fve hv Avgv‡`i Mjvi ¯^i ev A½fw½gvi Øviv A\_©c~Y© n‡q D‡V cvi¯cwiK msnwZ eRvq ivL‡Z cv‡i bv|

myZivs cvi¯cwiK fve wewbg‡qi mgq Avgiv mZK© \_vKe mwVK kã e¨env‡ii I Avgv‡`i (Non verbal) AevPwbK cÖKvkfw½gvi g‡a¨ †hb †KvbI ˆecixZ¨ bv \_v‡K| ZvQvov ch©‡e¶K (Observer) wn‡m‡e Avgv‡`i mZK© I ms‡e`bkxj (Sensitive) nIqv cÖ‡qvRb, hLb Avgiv Av‡iKR‡bi cÖKvwkZ g‡bvfve‡K †evSvi †Póv KiwQ Gi Øviv Avgiv wbwðZ n‡Z cvwi cÖKvwkZ fvewU mwVKfv‡e Avgv‡`i †evaMg¨ n‡q‡Q Ges Avgiv h\_v\_©fv‡e DËi w`‡Z †c‡iwQ|

**6.1-n¨vÛAvBU**

**evPwbK Ges AevPwbK ‡hvMv‡hv‡Mi wKQz `ÿZvmg~n**

|  |  |  |  |
| --- | --- | --- | --- |
| mvnvh¨Kvix evPwbK AvPib | | mvnvh¨Kvix AevPwbK AvPib | |
| * **mnR mij †evaMg¨ kã e¨envi Ki‡eb** * **e¨w³i bvg e¨envi Ki‡eb (†hgb- ÒiwdK, Avcwb.......Ó**   **Ò‡ikgv, Avcwb.......Ó**   * **wePvi K‡i K\_v ej‡eb bv (†hgb-Avcwb Zv‡K eKv w`‡qwQ‡jb e‡jB Avcbvi AvR GB cwibwZ n‡jv)** * **e¨w³i K\_v¸‡jv ¯úó K‡i Zv‡K cybivq ej‡eb GUv †evSv‡Z †h Avcwb Zvi K\_v wVKg‡Zv ï‡b eyS‡Z †c‡i‡Qb** * **mvigg© AvKv‡i K\_v ejvi †Póv Ki‡eb Ges g~j e³e¨ ejvi †Póv Ki‡eb** * **e¨w³i K\_vi mv‡\_ msMwZ †i‡L K\_v ej‡eb** * **Drmvng~jK K\_v/kã e¨envi Ki‡eb, †hb e¨w³ K\_v ejvi Drmvn cvq| †hgb- ÒAv”Qv, ûg, n¨v, wR¦ BZ¨vw`Ó, Z‡e Dû, Avnv RvZxq kã e¨envi †\_‡K weiZ \_vK‡eb** * **h\_vh\_/mwVK Ges ev¯Íe m¤§Z e¨vL¨v w`‡eb, †Kvb gbMov ev Abygvb K‡i K\_v bv ejvB †kÖq** * **KLbI KLbI GKUz gRv K‡i K\_v ejv, A‡bK mgq G‡Z cwi‡ek nvjKv nq** | | | * **e¨w³i KÚ¯^‡ii mv‡\_ wgwj‡q K\_v ej‡eb** * **e¨w³i †Pv‡Li w`‡K ZvKv‡eb** * **gv‡S gv‡S gv\_v bvov‡eb** * **wb‡Ri gyLfw½i gva¨‡g †evSv‡eb †h Zv‡KB Avcwb m¤ú~Y© g‡bv‡hvM w`‡”Qb** * **Ae¯’v ey‡S nvwmLykx gyL ivLv †Kbbv Avcbvi KvQ †\_‡K wZwb GKai‡bi kw³ †c‡Z cv‡ib** * **e¨w³i KvQvKvwQ em‡eb (30-39 BwÂ)** * **mvg‡bi w`‡K Szu‡K K\_v ejyb** * **¯úk© bv KivB fv‡jv, Z‡e eqm Ges mgwjs‡Mi n‡j cÖ‡qvR‡b kix‡ii A‡cÿvK…Z Kg ms‡e`bkxj As‡k ¯úk© Kiv hv‡e| †hgb-wc‡Vi gv‡S Nv‡oi As‡k, nvUzi GKUz Dc‡i, gv\_vi Dc‡i BZ¨vw`** |
| ÿwZKi evPwbK AvPib | ÿwZKi AevPwbK AvPib | | |
| * **Dc‡`k †`Iqv** * **‡Rvi K‡i Pvwc‡q †`Iqv** * **Ave`vi K‡i f~wj‡q fvwj‡q ivLv** * **‡Kvb wKQz Kivi Rb¨ †Rvi Kiv** * **‡`vlv‡ivc Kiv** * **LyuwP‡q LyuwP‡q K\_v †ei Kiv** * **KwVb ev †evaMg¨ bq Ggb fvlv ev kã e¨envi Kiv** * **g~j welq †\_‡K m‡i hvIqv ev mn‡RB welqe¯‘ cwieZ©b Kiv** * **Abyf~wZ‡K cÖvavb¨ bv w`‡q K\_v ejv** * **AwZwi³ we‡kølb Kiv** | * **e¨w³i w`‡K bv ZvKv‡bv** * **Ab¨w`‡K gyL Nywi‡q emv** * **bvK wmUKv‡bv** * **åæ KzuPKv‡bv** * **gyL †Mvgov K‡i ivLv** * **KwVb/k³ gyLf½x a‡I ivLv** * **Av½yj bvwP‡q K\_v ejv** * **wfbœ iKg A½f½x K‡i g‡bv‡hv‡Mi e¨vNvZ NUv‡bv** * **nvB †Zvjv** * **‡PvL eÜ K‡i ivLv** * **AcÖxwZKi KÚ¯^‡i K\_v ejv** * **K\_v ejvi MwZ ¯^vfvwe‡Ki Zzjbvq `ªæZ ev awi Kiv** | | |