
A NEURO-LINGUISTIC EXPLORATION OF MIRRORING IN TALK SHOW “THE TONIGHT SHOW STARRING JIMMY FALLON”

By

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Abstract: *Mirroring is a behaviour in which one person unconsciously imitates the gestures, facial expressions, speech or posture of another person. This study aims to analyse how is the NLP mirroring pattern realized and used in the interaction between the host and the guests on “The Tonight Show Starring Jimmy Fallon”. This study uses a qualitative content analysis approach using the theory of NLP mirroring by John Grinder and Richard Bandler (2008) including behavioural mirroring, symbolical mirroring and exchanged matches. This study shows that there are 37 data found. There are 10 (27%) data as behavioural mirroring, 19 (51%) data as symbolical mirroring, and 8 (22%) data as exchanged matches. Mirroring is a powerful tool in human interactions that subconsciously shapes how individuals connect with others. By imitating body language, facial expressions, and speech patterns, it creates trust, comfort, and empathy. This can be particularly helpful in vulnerable or stressed situations, leading to smoother communication and stronger relationships. It is hoped that the result of this research is useful for everyone who wants to study about NLP mirroring techniques.*

INTRODUCTION

Neuro-linguistic programming (NLP) was established in the 1970s by Richard Bandler and John Grinder, both of whom were academics at the University of Santa Cruz in California. The term Neuro-Linguistic Programming came about as a result of the three different topics that are included in it. Neurology refers to the study of the mind and how we think, linguistics to the study of how we use language and how it affects us, and programming to the study of how we sequence our actions in order to achieve the goals we have set.

O'Connor, J. (2012) states that neuro is a representation of the mind and how humans think. These neural networks are responsible for our capacity to train the nervous system or the brain, which enables us to perceive our surroundings, think and feel, and select the proper behaviour for a certain circumstance (Andreas, S. & Faulkner, C., 2008). Neural networks are also responsible for our ability to create memories. There is a clear relationship between the working techniques of NLP and intraneuronal connections, the way in which the world is seen, and the aspects of the environment that are kept or ignored, such as representations of ourselves and others, as well as the manner in which information is

stored in memory and recalled when it is needed.

On the other hand, linguistics is concerned with how we use language and how it influences us (O'Connor, J., 2012). The way that we think is reflected in the structure of language. When we talk about linguistics, we are referring to the verbal and nonverbal communication systems that enable us to characterise our environment. In addition, this word covers both conscious and unconscious modes of communication (Andreas, S., & Faulkner, C., 2008).

According to O'Connor, J. (2012), programming is the activity of organising behaviour in order to accomplish particular objectives. Over the course of our life, we are able to program our thoughts, feelings, and actions in response to a wide range of circumstances. This word, which originates from the field of computer science, refers to the one-of-a-kind manner in which human nervous systems operate. The reason for this choice was to emphasise the fact that our own brains are capable of being programmed, and that we have the ability to alter the programs that we use to carry out various activities that we already have with other people in order to make them more successful, which will ultimately lead us in the direction that we want to go (Andreas, S. & Faulkner, C., 2008).

Neuro-linguistic programming (NLP) is a form of mind programming that use language as a medium, including verbal and nonverbal techniques, to produce thoughts and behaviour. In other terms, neuro-linguistic programming (NLP) is the study of how language influences the ideas and actions of individuals. In the field of neuro-linguistic programming (NLP), both verbal and nonverbal language are considered to be equally significant sources of information that impact behaviour.

The mirroring technique is one of the NLP strategies. The act of unconsciously imitating the movements, facial expressions, voice, or posture of another individual is referred to as mirroring. According to Iacoboni (2009), this is a complicated topic that goes much beyond the simple duplication of movement dynamics. Imitating the pace of breathing, voice modulation, rhythm, breathing pauses, and movement intensity are all examples of subtler adjustments that are included in the process of mirroring others. Mirroring is characterised by the subconscious adjustment and reproduction of the behaviours of another person, which enables people to engage in nonverbal communication with one another by using clever manipulation.

It is believed that mirror neurones have a part in our capacity to learn new abilities through imitation, in understanding the behaviours, ideas, and even emotions of other people, and eventually in the comprehension of language. One way to think about every contact that takes place between persons is as a dynamic process in which information is sent repeatedly between individuals. Emotions may be communicated through facial expressions, while purpose can be conveyed through body motions.

However, it is essential to keep in mind that the mirroring method must be utilised in an advanced and subtle manner in order to prevent giving the impression that one is making fun of or insulting the other person. An excessive amount of obvious mirroring might result in unfavourable responses from other people and can make relationships more difficult. Generally speaking, mirroring is a technique that may be utilised in NLP to enhance the efficiency of communication and to develop deeper relationships with other people, whether in a personal or professional setting. This strategy can assist an individual in better

comprehending and adapting to the communication style of another individual, as well as making it easier for that one's messages to be heard.

Developing a rapport or relationship with their guests, creating an interview setting that is comfortable, and, eventually, entertaining the audience are all goals that talk show presenters attempt to achieve through the use of the effective communication method known as mirroring. Eye contact, gestures, postures, body movements, and tone of voice are all important aspects to consider while working to enhance communication skills. In addition to verbal communication, these nonverbal actions can give hints, additional information, and significance to whatever is being communicated. A strong connection with both parties may be developed throughout the discussion by utilising actions that match the behaviour of the person you are speaking with. This can help you build a strong connection with both parties. The exchange of verbal and nonverbal information between individuals is the core of social interaction. This information is automatically processed simultaneously.

Several studies about mirroring have been conducted. In 2020, Oky Dicky Ardiansyah Prima, Yuta Ono, Kumiko Hosogoe, Miyu Nakano and Takashi Imabuchi investigate the phenomenon of nonverbal mirroring communication. The significance of nonverbal communication in one's interactions with other people is the base on which this research is built. Within the context of direct interactions, research that was conducted and entitled "Automatic Analysis of Nonverbal Mirroring Communication" investigated the application of computer vision technology to automatically recognise and determine mirroring behaviours when they occur. For the purpose of developing a system that is capable of recognising various gestures, calculating temporal delays between gestures, and maybe showing mirroring activity, the researchers utilised a variety of techniques that included human posture evaluation, hand gesture identification, action detection, and cross correlation. The effectiveness of the technology was shown by the analysis of real-life conversation footage. There is a huge influence that this research will have on the future of communication analysis. Some of the potential applications of this research include human-computer interaction systems that can adapt to the communication styles selected by users.

The author is interested in conducting research on the activities of mirroring that occur on talk show. Because it has guest stars that have won awards, earned important nominations, and are extremely prominent in a variety of sectors, such as the movie industry, The Tonight Show Starring Jimmy Fallon is a very interesting show to examine because it features these individuals. During the course of this talk show, there are various situations of mirroring, such as copying someone's body language, following their speech patterns, or laughing along with the guest and others to analyse.

LITERATURE REVIEW

Neuro linguistic programming

The definitions of these three words are as follows, according to Elfiky (2007) and Andreas (2008), Neurological the definition of "nerve system" refers to the mental gateway that allows the five senses of sight, hearing, taste, smell, and touch to deliver information to the brain. The discipline of linguistics is concerned with the natural capacity to communicate vocally as well as nonverbally. When we talk about verbal, we are referring to the collection of words and phrases that illustrate the entirety of human mental activity. The concept of nonverbal communication includes posture, gestures, and

attitude. Nonverbal communication is closely connected to silent language. The patterns of thinking, experience, and action that are referred to as programming are used in this context. Daily behaviours and routines have the potential to be replaced with new ones that are more productive and beneficial. The phrase programming originates from the field of computer science and is used to describe the way in which human thoughts, emotions, and behaviours are habitual programs that may be altered by improving mental software programming.

The term Neuro Linguistic Programming (NLP) has expanded to include a significant number of professionals and individuals. The number of people using Neurolinguistic Programming, sometimes known as NLP, has increased all across the world. According to Harman and O'Neill (1981), NLP is seen as an approach that makes a contribution to the development of human understanding of communication and behaviour. According to Sahi and Maatta (2013) and Kong and Farrell (2012), neuro-linguistic programming (NLP) is a set of strategies that it is believed to be extremely successful as both a personal enhancement tool and a therapeutic method.

The concept that a person is a full mind-body system with consistent, structured links between neurological processes (neuro), language (linguistic), and learnt behavioural strategies (programming) is what is meant by the term neuro-linguistic programming (NLP) (Dilts et al 1980).

Mirroring

The phenomenon of unintentionally imitating the acts of other people during social interactions is referred to as mirroring, and it is a word that is used in the field of psychology. According to Chartrand and Bargh (1999), this involves not just facial expressions but also body language and tone of speech. The idea that we feel more at ease with other people who interact nonverbally in the same way that we do is the foundation for which the concept of mirroring is designed. Or, to put it another way, we are drawn to people whose body language is comparable to our own (Mowatt 2006).

According to the advice of some experts, there is a narrow line that separates mirroring from mocking, and 'if you go out and try blinking when they blink, nodding when they nod and speak with their accent, people will assume you're making fun of them' (Carter 2001). As far as certain authorities are concerned, simply imitating the rate when another individual breathes is considered to come under this category (Heskell 2003).

In order to verify their own personal identity and to surround themselves with individuals who support who they are and who they want to become, people seek out those who are similar to them, this is done in order to confirm their own personal identity. Among the examples given by Schwartz-Salant (1982) are ethnic clubs, teenagers who dress in a way that is identical as other teenagers, and professionals who dress in formal wear. Whether or not a person's self-definition is confirmed (or expressed) is determined by the tension that exists between oneself and the "other" (individuals, society, organisations, etc.). At all times, this tension exists. According to the findings of one study (Manusov 1993), behavioural mirroring has the potential to impact people's judgements of the character and behaviour of another individual.

John Grinder and Richard Bandler (2008) came up with this neuro-linguistic programming (NLP) mirroring pattern, which can be found in Shlomo Vaknin's book named "The Big Book of NLP Techniques." By using this mirroring pattern, you may improve your

ability to develop relationships and become a great role model for others. The creation of a profitable "second position" is facilitated by this pattern for other individuals. It is essential to have this ability in order to develop intuition and gain an insight of the inner experiences of the person you are imitating.

a. Behavioural Mirroring

In the context of behavioural mirroring, this refers to the act of quietly replicating the mannerisms, body language, and even speech patterns of another individual. The act of imitating their posture, crossing your legs in the same manner that they do, or using similar language in your response might be an easy way to do this. For the most part, they are subconscious. In point of fact, the more subconscious they are, the more successfully they can imitate them. Because you have not yet entirely let go of your genuine nature, you are still in this stage. All that is required of you is to make some adjustments. This not only demonstrates that you are paying attention, but it also encourages a sense of connection.

b. Symbolic Mirroring

This goes beyond the activities that are physically performed and acts as a reflection of the feelings or themes that are underneath someone's communication. For example, someone would be using the phrase "It sounds like you're feeling frustrated" as a response after the person has described a difficult circumstance. Clearly, this demonstrates that you are paying attention and making an effort to understand their situation.

c. Exchanged Matches

In this more advanced method, you build on the mirroring by providing your own experiences or ideas that connect with theirs. This is a technique that is more on the advanced side. By doing so, the connection may be strengthened, and a sense of mutual comprehension can be established. It is not necessary for all of your mirroring to make use of the same phrases or body parts. By using an example, neuro-linguistic programming (NLP) recommends that rather than timing your own breathing, you can imitate the rhythm of the breath by making a gesture such as tapping your fingers. This type of play is referred to as an exchanged match. Switching between different portions of your body and you can also mimic the rhythm or another aspect.

Talk show

NBC's (National Broadcasting Company) talk show program that is well-deserved is called The Tonight Show Starring Jimmy Fallon. It is a talk show and variety program that airs in the evening. Every one of these forms demonstrates the host's ability to be both witty and entertaining, as well as his kind and inviting manner of hosting. There are a number of other games that are played during the interview portion of the Tonight Show, in addition to the typical small talk. By taking this method, rather than addressing the same life stories that celebrities have told numerous times, it is possible to show the celebrities' natural responses and personalities in a more effective manner.

There is a sort of broadcast that is known as a talk show that is broadcast on radio or television and focuses on the audience while discussing a variety of topics. The coffee bar gathering that took place in England all the way back in the 18th century is where its roots may be found. During the twentieth century, talk shows came into existence and developed as a result of the development of radio and other forms of new media (Xiao Linzi, 2017). Because of the casual manner in which they are presented, talk programs have become more colourful throughout the course of time. This has contributed to the popularity of talk shows

for ratings.

Television talk shows have developed into an important platform for the interchange of lay public opinion on a broad range of themes, which include more general social issues and concerns to more specific individual issues and family dynamics. This forum has become increasingly common in recent years. According to Livingstone and Lunt (1994), it has been stated that the voices of lay participants are often given greater weight than those of professionals and specialists, regardless of the subject matter that is being discussed.

Tolson (2001) goes even farther and asserts that the primary form of speech that is commonly heard on discussion shows on television is that of regular people discussing their own experiences. Livingstone and Lunt (1994), Tolson (2001), and Thornborrow (2000) and Thornborrow (2001) are just a few of the many individuals who are in agreement that story is an essential component of the way in which people engage with one another. The host frequently asks the guest to talk about their experiences so that the host may gather feedback and create a discourse with the live crowd and other special guests. This is especially true for guests who are invited to talk about their experiences. After then, these stories are transformed into situations that result in a dramatic conclusion.

Talk show participants combine spontaneous and intentional talk, non-controlled and host-controlled talk, interlocutor-oriented, message-oriented, and numerous audience-oriented talk, this is because the characteristics of the show host, the subject matter of the show, the general experiences and opinions of the participants, and the type of viewers all play a role in the mix. (Ilie, 2001).

METHODS

The research uses a qualitative content analysis approach. Researcher can collect data with or without direct contact with the participants they are studying by using qualitative data analysis. Qualitative content analysis, according to Hsieh Shannon (2005), can be effectively applied to almost any type of communication material, including narrative responses, open-ended survey questions, focus groups, interviews, observations, and print media like books, articles, or manuals. In this research, the content analysis design is qualitative and also uses the NLP mirroring pattern developed by John Grinder and Richard Bandler (2008) which is used to analyse conversations, body movements and expressions depicted on the talk show "the tonight show starring Jimmy Fallon".

The conversation, body language, body posture, facial expressions of the guests and the host of the Tonight Show with Jimmy Fallon talk show will all be used as data for this research. The YouTube video platform provides the research data source, which includes varying time durations and varying episodes. 3 videos will be analysed for each scene that provides mirroring.

Table 1 Title of the data

No.	Title	Duration	Published time
X1	The Best of Chris Pratt on The Tonight Show Starring Jimmy Fallon	40:26	May 24, 2023
X2	The Best of Chris Evans on The Tonight Show Starring Jimmy Fallon	20:26	Jan 2, 2023

X3	Tom Hiddleston Tests His Ability to Cry on Command and Responds to Loki Fan Rumours, Tonight Show	17:19	Jan 2, 2024
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Researcher uses a variety of techniques in data collection techniques to gather data, including; collect 3 episodes of “the tonight show starring Jimmy Fallon” and various guest which shows the mirroring moment, transcribe the conversation and scene between Jimmy Fallon and his guest which shows the mirroring moment, cite every scene or conversation that can be used for behavioural mirroring, symbolical mirroring and exchanged matches data and analysed the data that have been obtained.

The following lists some of the steps taken to gather the data for this study; content analysis of NLP mirroring of the transcripts and video footage to identify patterns of behavioural mirroring such as similar language, mannerism, speech pattern and phrasing, content analysis of NLP mirroring of the transcripts and video footage to identify patterns of symbolical mirroring such as understanding or empathy, reflecting emotions, and actively listening and content analysis of NLP mirroring of the transcripts and video footage to identify patterns of exchanged matches such as sense of connection, and resonance with shared understanding and physical action.

RESULT AND DISCUSSION

Data

The Tonight Show Starring Jimmy Fallon is the talk show that serves as the basis for the study data. The information was obtained from the official channels on YouTube that are associated with the Tonight Show featuring Jimmy Fallon. Three talk show videos including relevant guest stars in movie field, were analysed by the researcher. In order to do an analysis of the data that is currently accessible, the NLP mirroring pattern that was created by John Grinder and Richard Bandler (2008) will be utilized as the theory. Behavioural mirroring (abbreviated as B), Symbolic mirroring (abbreviated as S), and exchanged matching (abbreviated as E) are the three categories of mirroring patterns. When doing this research, a qualitative content analysis technique is employed. According to Hsieh Shannon (2005), may be efficiently used to practically any sort of communication content, including narrative answers, open-ended survey questions, focus groups, interviews, observations, and print media like books, articles, or manuals.

Data analysis

X1/ behavioural mirroring / visual / 17:39



Figure 1 Realization of behavioural mirroring

Dialogue: Chris: I can sing 'man in the mirror'.

Fallon: that's a tricky song.

Chris: very difficult, high degree of difficulty, but when you nail it, you nail it.

Fallon: yeah, yeah.

Chris: I was riding high on the wave of nailing 'man in the mirror' the week before.

Data analysis: Chris Pratt talks to Jimmy Fallon about his favourite song, "Man in the Mirror," and how he was able to sing it even though it was hard. **When Chris talked about this, as shown in the conversation above, he raised his hand, as seen in the picture above, and Fallon did the same thing.**

X2 / symbolical mirroring / verbal / 9:11



Figure 2 Realization of symbolical mirroring

Dialogue: Scott: my brother pushed me back into a coffee table, and I cracked my head open, and I ended up getting four stitches.

Fallon: **wow, wow! Wow, okay.**

Data analysis: Scott Evans shared his personal experience of being injured by his brother's actions. **Fallon's response mirrored Scott's intensity and active listening by repeating "wow" three times. The word "wow" that Fallon said repeatedly showed surprise and concern for Scott's story and reflected Scott's emotional state.**

X3 / exchanged matches / verbal / 3:59



Figure 3 Realization of exchanged matches

Dialogue: Fallon: What is the story about? Could we-

Tom: Yeah, loosely, yes, I play a publisher called Robert and married to Emma, a gallerist, and there's my best friend, Jerry, who was best man at our wedding, and Jerry and Emma have been having an affair.

Fallon: **"Betrayal."**

Data analysis: Tom Hiddleston talks about the plot summary of "Betrayal," his new movie about an affair. Tom added "I play a publisher called Robert and married to Emma, a gallerist, and there's my best friend, Jerry, who was the best man at our wedding, and Jerry and Emma have been having an affair." **When Tom was done talking about the movie, Fallon said the word "betrayal" in a dramatic way.**

Findings

After analysing the data, there are research findings based on the problem of the study. The research findings were presented as follows:

1. There are three types of mirroring in the tonight show starring Jimmy Fallon, as the researcher has done in the analysis. There are 37 data found. There are 10 (27%) data as behavioural mirroring, 19 (51%) data as symbolical mirroring, and 8 (22%) data as exchanged matches. Based on these data, the most common type is symbolical mirroring, and the least type is exchanged matches.

Table 2 Percentage of mirroring

o	Types of mirroring	Data	Percentage (%)
1	Behavioural mirroring	10	27 (%)
2	Symbolical mirroring	19	51 (%)
3	Exchanged matches	8	22 (%)
	Total	37	100 (%)

2. Based on the 37 data found, there were 10 behavioural mirroring scenes carried out by Fallon when interacting. 7 verbal scenes and 3 visual scenes. Imitating someone's body language, mannerisms, and even speech patterns is part of behavioural mirroring.

Table 3 Realization of behavioural mirroring

Verbal			Visual
It's a push	Murder	The world won	Laugh
Flipping around	Jellyfish	Come on	Hand movement
Choices	Alright	Which is	

3. Based on the 37 data found, there were 19 symbolical mirroring scenes carried out by Fallon when interacting. 8 verbal scenes and 11 visual scenes. Reflecting back the underlying emotions or themes in someone's communication is symbolical mirroring.

Table 4 Realization of symbolical mirroring

Verbal		Visual		
Sorry	Wow	Laugh	Clap	Hit a table
Amazing	fantastic			

Awesome	It's gonna be okay
Nice	Great
Happy	

4. Based on the 37 data found, there were 8 exchanged matches scenes carried out by Fallon when interacting. 7 verbal scenes and 1 visual scenes. Exchanged matches is a technique where you mirror by offering your own experiences or insights that resonate with theirs.

Table 5 Realization of exchanged matches

Verbal	Visual
Big star = got nominated for a Teen Choice Award	Career = actor Hand movement = take it off
Hi = hello	
It worked = pretended to be Lorne Michaels (writer and producer in the television program SNL) for a skit at his school and now he appears on SNL.	Bad = terrible
Big deal = having a car	
Affair = Betrayal	

Discussion

All types of NLP mirroring patterns developed by John Grinder and Richard Bandler (2008) are used by Jimmy Fallon as the host of The Tonight Show starring Jimmy Fallon. From the research results, there are three types of mirroring moments that occurred in this talk show, as the researchers have done in the analysis. There were 3 types found, such as behavioural mirroring, symbolic mirroring and exchanged matches.

Based on the findings, the most dominant type is the symbolical mirroring which the host often uses, such as Reflecting back the underlying emotions or themes in guest star's communication. Meanwhile, the type of gesture that is rarely found is the exchanged matches, where the host only uses it occasionally, such as following the guest star's body rhythm and words.

For the first data, when Chris talked about the song, he raised his hand, as seen in the picture above, and Fallon did the same thing. Jimmy Fallon subconsciously copies Chris Pratt's raised hand motion, which is a visual example of behavioural mirroring. People can tell that Fallon is using behavioural mirroring on Chris by keeping an eye on Chris and Fallon's moves. Chris's raised hand could mean more than one thing. This can be used to emphasize how hard the song is, to describe a moment of inspiration, or just to draw

attention to the song's title. No matter what he was trying to do, Fallon's mirroring reaction shows that he had a connection with Chris in his subconscious at the time.

For the second data, Fallon's response mirrored Scott's intensity and active listening by repeating "wow" three times. The word "wow" that Fallon said repeatedly showed surprise and concern for Scott's story and reflected Scott's emotional state. By mirroring Scott's emotional tone, Fallon creates a shared experience with Scott. Fallon does verbal symbolic mirroring to Scott by responding to Scott's story, and this shows that Fallon really listens and empathizes with Scott's story.

And for the third data, When Tom was done talking about the movie, Fallon said the word "betrayal" in a dramatic way. This word could be used to describe Tom's summary too. Saying the word "betrayal" can also be seen as a way to draw attention to the main ideas of the movie. By repeating the key word "betrayal," Fallon showed that he was listening and participating. This makes Tom's point clearer and shows that Fallon gets the main ideas of the movie. Fallon and Tom talked matches by saying words that meant the same thing as Tom's words. These matches lasted for one word. Fallon exchanged matches verbally by saying words that had the same meaning as said by Tom with 1 word that had the same meaning.

The NLP mirrored pattern realized on "The Tonight Show Starring Jimmy Fallon," where Fallon tried to use mirroring methods to make the atmosphere more comfortable and interesting with his guests. He imitates the way they talk, how energetic they are, and even the way they move. This kind of gentle reflection helps people get to know each other, makes them feel understood, and makes them feel at ease. Fallon also changes how energetic he is based on how the guests are feeling. Fallon will likely be bubbly if the guest is excited. If people seem tense and unwell, on the other hand, Fallon might use a softer tone to help them cool down. It makes people feel connected. People may feel like they are in the same situation as Fallon, which makes them more open and involved in the show. Conversations can flow more naturally and be more fun in this relaxed environment. The mirrored method helps Fallon build a good relationship with his guests. This makes people feel connected, which makes them feel free to say what they want.

Why does Jimmy Fallon Use Mirroring? The results show that Jimmy Fallon wants to improve the connection by using methods like mirroring. Fallon tries to communicate with guests in the same way they do, both visually and verbally. The fact that Fallon might laugh back at a guest's laughter shows that he really does react to everything the guest does or says. This quiet and mirroring method makes people feel naturally connected and keeps things from getting awkward. Fallon's mirroring is most powerful when it can help people get along with each other emotionally. Fallon helps people understand and empathize with others by showing how they feel. When a person tells a sad story, Fallon will listen and care. This emotional link makes people feel safe and at ease, so they can speak more freely, knowing that they are being heard and understood. This mirroring doesn't take away from the guest's unique personality; instead, it makes it stronger. Fallon gives his guests a chance to shine by imitating how they talk. Guest stars will feel more at ease expressing themselves honestly, showing off their energy and unique points of view.

Jimmy Fallon uses behavioral mirroring, symbolic mirroring, and exchanged matches to make sure that his guests are comfortable and open during the conversation. When someone mirrors another person, they quietly copy their posture and hand movements, as well as changing the way they speak to match the other person's speed and tone of voice.

This creates a sense of connection and synchronicity, which makes people feel heard and understood. This makes them more open and responsive during the talk. Fallon's ability to literally reflect how a person is feeling is also a big part of getting to know them. Fallon shows empathy by changing the tone of his voice or facial expression to match the guest's joy, fear, or other feelings. This makes it easy for the guest to be themselves and say what they really feel. Fallon also uses the exchanged matches method when he's doing interviews. Synchronized body language on different parts of the body, which makes people more likely to share and take part. Jimmy Fallon makes the show interesting by interacting two different body parts in complicated ways. This leads to more open and honest conversations, which make the show entertaining for everyone.

CONCLUSION

There are three types of mirroring in the tonight show starring Jimmy Fallon, as the researcher has done in the analysis. There are 37 data found. There are 10 (27%) data as behavioural mirroring, 19 (51%) data as symbolical mirroring, and 8 (22%) data as exchanged matches. Based on these data, the most common type is behavioural mirroring, and the least type is exchanged matches.

Mirroring techniques both verbally and visually have the same positive goal and the host also adjusts it according to what is shown from the guest star so that the host can know what should be done in order to make the guest star comfortable and produce a good, comfortable atmosphere for the interview.

It is generally known that Jimmy Fallon has a cheerful and enthusiastic approach while doing interviews; it is obvious that he makes frequent use of the technique of mirroring. Through the use of mirroring, Jimmy Fallon, in his capacity as host of The Tonight Show, was able to present his guests with an effortless and attractive dynamic. By unconsciously mirroring their posture, body language, and laughter, he was able to acquire a sense of humor that was shared by both of them. The guest star experience may also be validated through the use of mirroring, which demonstrates that the visitor has been heard and, as a result, boosts the effect of spending time with the guests. As a result of the fact that mirroring may also take place verbally, it is more than just any gesture. Jimmy either asks his own questions or responds to his own through the use of the unique vocabulary of the guest star. The fact that Jimmy Fallon imitates his guests is a significant factor in the enhancement of the connection between the host and the guest, which in turn contributes to building relationships with the guests, provide entertainment for the audience, and produce an interview experience that is unique.

In the context of human relationships, mirroring functions as a tool that is both subtle and strong, subtly influencing the manner in which an individual relates with other people. By unconsciously mimicking the body language, facial expressions, and even speech patterns of people who engage with each other, it is possible to cultivate positive connections and trust in one another. Because of this mirroring, one gets the impression that another person has had the same experience or has the same point of view. This apparent resemblance, in turn, boosts sentiments of like and comfort, which in turn makes other individuals feel more comfortable speaking with one another. One further way that mirroring might help build empathy is by perhaps reflecting back the feelings that another person is experiencing. The

act of gently validating the sentiments of another person can be especially beneficial in circumstances in which the person is feeling vulnerable or anxious. Reflection, when done correctly, has the potential to facilitate better communication, stronger connections, and encounters that are more positive and productive.

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