

The Body Doesn't Lie

Part Two:

How to Correctly Write and Read Body Language

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ALL LIARS HAVE A "TELL"

Or a small cluster of tells

Careful observation is the key

Most "tells" occur in less than a second

MICROMOVEMENTS

An Involuntary movement

- Body Signals
Autonomic Nervous System can't be changed
- Jack might write that he sweats, especially in the T-area of the face, upper lip, forehead, chin, around the mouth

Jack might

- Be written as more thirsty than normal-

Jill should also evaluate what she hears when it isn't in Jack's norm.

When we lie Adrenaline, noradrenaline, epinephrine, and cortisol all course through the veins, pushing us to dispel this energy. These responses were designed to help us outrun the woolly mammoth.

You might write:

- What Jill suddenly doesn't hear.
Liars often go radio silent
- Jack may start talking more than usual out of anxiety

- Write Jack having unusual vocal fill....
Using words such as, 'uh,' 'like' and 'um
- An Unusual Rise or Fall in Vocal Tone. ...
- Jack might STALL

Restating the entire question.
Stalling gives him time to formulate an answer.
“Did I, do it?”

- Liars don't use contractions:

Let Jack use them at other times, its more noticeable that way.

- Have Jack use sweeping statements:
“I would never” or “I always.”

This avoids giving hard facts and information.
Liars sell themselves verbally as honest

- Hedging:
With a lowered voice and a look of confusion write him saying things like:
“What does that mean?”
“If you really think about it”
“The way I see it.”
“Can I tell you the truth?”
- Liars avoid “I” statements
Jack might say:
“you, we, our team, the gang” instead of ownership.
He will avoid accountability
- Liars dodge questions by turning it around
Jack might say,
“You really think I would do that?”
“Have you ever known me to do such a thing?”
- Jack can become suddenly defensive.
This backs people off.

Liars put the questioner on defense

- Jack might divert to how powerful or wonderful he is.

Liars might embellish small insignificant details to avoid big ones.
And may repeat certain phrases

Body Language

Keep in mind that he could be telling Jill he loves her and his body could be denying.

- Legs and feet often communicate feelings BETTER than the face.
- Legs communicate better than facial expression
- Asymmetry The body out of balance
- Innocent people rarely ever get angry when questioned, more likely confused
- For males: Ankles lock in Anxiety
- They coil: Ready to argue

Sitting or standing our feet point the way.

In World War 2, Nazis kept on the lookout for the figure 4 sitting position, as this indicated a non-German or someone who likely had American influence.

Leg cleansing/wiping/indicator/scratching/shaking

KNEES

Notice: Knees points to what's important

You can show Jill's comfort by describing the leg tuck

- Knee points away, thigh is a barrier for protection. Body showing confliction

FEET

A body says "go" when they are saying they will stay

Hands

- IMPORTANT: Gesturing with non-dominant hand
 - In photos and videos, we have left-handed presidents when testifying to lies.
 - Liars are found more likely to have anxious animated hand movements: wringing of hands, brushing off their lapel, arms or legs, like brushing off the lie
 - Clasped hands, especially in front of genitals can signal: Insecurity...anxious about the lie. May also signal control and restraint if the hands are tense.
 - Liars tend to hide their palms, put them in their pockets, sit on them, hide them under the table. Our palms are vulnerable.
- IMPORTANT!

Be sure if you want Jill not to be outsmarted...

include how her gut was telling her....
Be sure and let Jill sweat, get nauseous,
get a headache, feel tense if she senses something.

- If Jill wants to excuse Jack, have her go numb. Like all systems stopped rather than see what's in front of her

My secret weapon in assessments, silence and giving them time to lie and show me lots of tells

Jill needs to give Jack enough rope.

Warning: Don't Overdo it!!

Books:

The Dictionary of Body Language: A Field Guide to Human Behavior
by Joe Navarro

Medically reviewed: Nonverbal Communication and Body Languages Mini Dictionary A

Beginner's Guide To Reading, Analyzing And Understanding Body Languages by Abbey

Navarro Great book for beginners

Spy the Lie: Former CIA Officers Teach You How to Detect Deception

3 former CIA officers, Phillip Houston, Michael Floyd, Susan Carnicero and writer Don

Tennant

What Every Body Is Saying: An Ex-FBI Agent's Guide to Speed-Reading People

by Joe Navarro and Marvin Karlins

Websites

There are far too many to mention. Type in Reading Body Language and have fun!