

Body Language Specialist Course

Have you ever wondered...

- Is she lying to me?
- Is he nervous?
- Is she comfortable with her date?
- Is he uncomfortable while talking on the phone?

As mentioned in the Intro Module, being a **Body Language Specialist** is one of the most beneficial attributes a person can have when working in professional security, law enforcement or in any leadership capacity. These skills will enhance YOUR professionalism!

Now, Go Watch This Video – Intro To Lie Detection - Steven Van Aperen
Located On The Courseware Page

Just Remember - Body Language Signals Can Be Misread

Some books state that a firm handshake indicates a strong personality while a weak handshake is a sign of weakness. This assumption shows an important point about the possibility of misreading nonverbal signals. A limp handshake might actually mean something else entirely, such as arthritis. Other times a strong person may intentionally offer a weak handshake so that they don't intimidate the other person. Always remember to look for groups of 'signs' or 'tells'. A person's overall behavior is far more telling than a single gesture viewed by itself.

Go Watch This

Video – Gestures & Body Language By: Derek Banas

Located On The Courseware Page

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Noticing Signs of Comfort or Discomfort

When you're observing someone's behavior, look for physical signs of comfort and discomfort. I learned this from a former FBI agent named Joe Navarro. Two common signs of comfort are the smile and the head tilt. Four signs of discomfort include touching the neck, squinting the eyes, pressing the lips – making them disappear, and moving the forehead.

This course will focus in on very specific body parts and their potential meanings. That being said, I want you to keep Joe Navarro's fundamental philosophies of comfort & discomfort as the main indicator of how a person is feeling, thinking or trying to appear. One review I found online stated the following:

“The fundamental premise behind Navarro's work is that our nonverbal behavior indicates one of two states: comfort or discomfort. When we are enjoying a conversation, feel positive about an interaction, or are interested in a topic, we may tilt our heads, move closer to the other person, or give a relaxed smile. If we are uncomfortable with the conversation, or feel uncertainty, fear, defensiveness, or anger, we

may engage in “blocking” motions such as crossing our arms or legs, tighten our jaw muscles, or involuntarily squint our eyes slightly and quickly.”

Comfort & discomfort... ok, what about signs of interest or boredom? Interest can be indicated through posture or extended eye contact, such as standing and listening properly. Boredom is often shown by the head tilting to one side, or by the eyes looking straight at the speaker but becoming slightly unfocused. “Zoning out” has happened to most of us. 😊

Misreading signs: A head tilt may indicate a sore neck, trust or even a feeling of safety! (Part of the neck becomes uncovered, hence vulnerable.) Did you know it's virtually impossible to tilt our head in front of someone we don't trust or are scared of? As for the eyes... unfocused eyes may indicate ocular problems in the listener. As you can imagine, many times people who had tilted their heads and appeared to be zoning out were actually having the above-mentioned issues.

Tips Specific To Body Parts - Head to Toe!

Head

The head can send such a wide range of signals that the face and other parts of the head are covered in the sections below. For now, we'll focus just on movement of the head as affected by the neck muscles.

Lowering

A lowered head covers the neck with the chin. This can be a defensive posture that often occurs as a result of a perceived threat. Not only physical threats but also threats that are found in business & political environments.

Knowing that lowering the head also lowers the eyes, one possibility is that it's a sign of submission. (*Effectively saying 'I dare not even look at you'.*)

Lowering the head while maintaining eye contact can also be a strong flirting signal. (Typically by women) It says something to the effect of 'You're very attractive and I just can't take my eyes off you'. It can also be a sign of defiance or caution. For example when

showing respect to an enemy ('You are strong and I don't trust you.')

Sometimes, lowering the head may just be a sign of exhaustion. The head is rather heavy and a tired person's head will tend to drop.

A single short lowering of the head can be an abbreviated nod. This is a common greeting, perhaps as a small bow. It may also be a deliberate concealment, sending covert agreement to a colleague.

Raising

When the head is low, raising it may be a sign of interest as the person moved to looking at the point of interest. This is typically accompanied by other expressions of interest - such as raised eyebrows.

From a level position, a quick flick upwards can be a sign of curiosity - ('What do you mean?').

Raising the head and looking at the ceiling may signal boredom. It may also indicate a visual thinker who is looking at internal images. Another alternative is where a person wants to focus on the sound and is thus averting the eyes in order to concentrate on the sound.

Tilting

Tilting the head sideways can be a sign of interest, which may be in what is said or happening. It can also be a flirting signal as it says 'I am interested in you!'

Tilting can similarly indicate curiosity or uncertainty, particularly if the head is pushed forward as if the person was trying to look at the subject in a different way... in hopes of seeing something new. The greater the tilt, the greater the uncertainty or the greater the intent to send this signal.

A tilted head pulled back tends to indicate suspicion, as the uncertainty of the tilt is combined with a defensive pulling back.

If the head is propped up by the hand, it may be tiredness or an expectation of continued interest ('This is so interesting!').

Oscillating (nodding and shaking)

Nodding up and down signals agreement in most cultures and may well be accompanied by smiling and other signs of approval. A vigorous nodding probably indicates strong agreement, while slow

nodding may indicate conditional agreement (and so may be questioned if you want full agreement).

Turning the head from side to side usually indicates disagreement or disapproval and may originate in infant refusal of food. Again, speed of swinging indicates strength of feeling. A head tilted down while swinging may signal particular disapproval ('I don't even want to look at you').

Alternately, tilting the head at an angle to each side can say 'I'm not sure', though in Southern India it means 'Yes'.

Nodding or shaking the head while talking is an encouragement for the other person to agree (which works surprisingly often).

Nodding while the other person is talking sends approval signals and encourages them to keep talking. (Active listening) Shaking the head shows disagreement and they may either stop and seek your view or redouble their attempts to persuade you.

A nod can be used when emphasizing a point. They may range from a subtle encouragement to agree to a rapid and aggressive tilt.

Shaking the head 'no' when saying something positive is a negative signal and may indicate the person does not believe what they are saying.

Rotating

Rotation of the head in a circle is a relatively rare gesture and may just be the person exercising a stiff neck. Now, if they should be paying attention... this may indicate boredom.

Turning the head away removes attention and may say 'I do not want to communicate with you'. This can be very insulting as it denies the presence of the other person.

Turning the head slightly to the side points the ear at the other person, perhaps to hear them better. This is usually accompanied by continued eye contact and the hand may be cupped behind the ear.

A slight head turn also puts one eye in the middle of your head as the other person sees it. To make eye contact they thus have to focus on one eye. This can be very disconcerting and this 'one-eye' gaze may be used as an act of dominance (It may also be used in the act of 'giving the evil eye').

A slight rotation on top of oscillation may indicate incomplete agreement or disagreement, for example where a nod has a slight additional side-to-side movement, indicating primary or external agreement but with a certain amount of disagreement too (which may be significant if they feel coerced into agreement).

Pointing

We tend to point at people and things in which we are interested in some way. Pointing the head and face at another person shows interest in them.

In groups and meetings, you can often see 'power people' as others often look at them. Likewise, the less significant people are not looked at often.

We can also point with a twitch of the head in any given direction. Pointing at a person in this way without looking can be insulting and can be subtle.

Touching

We can touch the head in many places. Touching the face is a common sign of anxiety and people tend to have preferred places they touch/stroke when they are concerned. This is a classic pattern

that poker players look for in other players as signs of having good or bad hands.

Covering eyes, ears or mouth may say we do not want to see, hear or say something.

We may touch the side of the nose or stroke the chin when we are thinking, making decisions and judging others.

Tapping the head can be self-punishment and hence signal regret. For example, tapping the forehead with the heel of the hand ('I'm stupid!'). Note that, depending on context, this can also be a signal that somebody else is considered stupid.

The head is heavy and when tired we may prop it up, either under the chin or at the side. Boredom makes us tired so propping the head may indicate this. Propping up the head also happens when a person is thinking or evaluating.

In some cultures, the head is considered the part of the body that is most spiritual. Touching the head can be considered wrong in such contexts.

Unmoving

The head often moves during speaking and often to signal submission or anxiety. When it does not move, it may indicate that the person is serious or talking from a position of authority. With a stable head, it is easier to fix others with a dominant gaze. This is a quite significant effect that actors often use. Just holding your head steady can lead to others affording you higher status.

When the head is not moving and the eyes are not focused the person may not be attending outer world, instead being lost in inner thoughts and musings.

Eyes

Eyes being lowered can also these two things. It can be driven by affection (' I'm very attracted to you ') or intimidation (' please don't hurt me ').

Our eyes also are formidable communicators of feelings including comfort and discomfort, which help us decipher others from a very tender age. The eyes reveal excitement at mom walking into the room but also reveal concern when we are troubled. Often what is not spoken out loud is expressed exquisitely in the eyes.

While a mother's eyes will reflect the hopelessness she may feel when her baby is hospitalized... they conversely reveal the joy having found that the child is healthy and fine. Few things reflect our emotions as well or as rapidly as the eyes. Babies which are just several days old already respond to the eyes of the mother and can tell the difference between a squint and wide opened dilated eyes. Babies can tell the difference between a happy and contented mother and one who is stressed, just from looking at the eyes.

The eyes serve as conduits of information we have relied on for thousands of years. We rely on them because of their accuracy. The man who is asked to help someone move will cover his eyes with his fingers rubbing them as he answers, "yes I will help you," when no doubt this will be an inconvenience. This blocking behavior authentically reveals how he feels even though he will assist.

Eye blocking behaviors such as: covering of the eyes, shielding the eyes, lowering the eyelids for a prolonged period, delays in opening of the eyes is so hard wired in us, that children who are born blind, when they hear something they don't like will also cover their eyes. Obviously this behavior is hard wired, part of our paleo-circuits and represents an adaptation to stress or other negative stimuli which has served us well over millennia.

Eye blocking is just one of the more obvious things that we do. When we are troubled, frustrated, or struggling with something emotionally, our eyelids may also close hard and remain closed or the eyelids may flutter rapidly as an expression of our sentiment. Hugh Grant is famous in the movies for his eyelid flutter whenever he screws something up.

Research also shows that when we are nervous or troubled - our blink rate increases, a phenomenon often seen with liars but also frequently seen with people under stress. You should not call anyone a liar just because their blink rate goes up although... while studying Richard Nixon, it was noticed that when he was struggling with facts while talking to the press his blink rate went from about 12 per minute to 68 times per minute. Bill Clinton during his deposition showed a high blink rate at times in excess of 92 per minute, but again these were individuals under a lot of stress.

When interpreting eye behavior, many misconceptions exist. Little or no eye contact is erroneously perceived by some as a classic sign of deception, especially during questioning, while the truthful should "lock eyes." This is not supported by research or experience and is completely false. In fact, Alder Vrij and others have found that liars tend to engage in greater eye contact because they know we are looking there for signs of deception.

Eye contact is in fact a social/cultural phenomenon that is practiced differently around the world. In New York City we are, by social convention, allowed to look at each other for 1.68 seconds. In other cultures, especially in Latin America and elsewhere, your ability to gaze at others may be quite extended so long as it is not threatening.

Eye aversion is practiced by many cultures including Latin Americans and African-Americans, to show respect to those in authority. So when a black child looks down as he or she is being chastised, that looking down is actually a sign of respect and deference which is often misinterpreted as disrespect or worse, deception.

It is interesting to note in many observations that when we are most comfortable we have the luxury of looking away and we find comfort there as we retrieve facts from our memory or ponder the future.

Eyes will move side to side, look down, or hold still as we process information. Just ask someone, to multiply in their head 56×89 and watch their eyes. The cognitive load placed on them by the multiplication task will cause all sorts of eye movements or even eye closure. All we can learn from this is that the person is processing

information, not that they are telling the truth or lying as some well-intentioned but ill-informed individuals would have you believe.

Look at the eyes mainly to tell when someone is comfortable and relaxed. Also, look at the eyes to see when someone is suddenly troubled by a subject or an event. Immediately you will see the orbits narrow. Squinting or the narrowing of the eye orbits indicates, very accurately, discomfort, stress, anger, or issues. This behavior is obviously millions of years old and it very elegantly communicates how we feel precisely at that moment.

Consistent eye contact can indicate that a person is thinking positively of what the speaker is saying. It can also mean that the other person doesn't trust the speaker enough to "take their eyes off" the speaker. Lack of eye contact can indicate negativity. On the other hand, individuals with anxiety disorders are often unable to make eye contact without discomfort.

Eye contact can also be a secondary and misleading gesture because cultural norms about it vary widely. If a person is looking at you, but is making the arms-across-chest signal, the eye contact could be indicative that something is bothering the person, and that he wants to talk about it. Or if while making direct eye contact, a person is fiddling with something, even while directly looking at you, it could indicate that the attention is elsewhere.

Shoulders

Raised

Holding the shoulders in a raised position requires that the whole weight of the arms is lifted. This takes continued effort, which is supplied if the person is aroused in some way.

Shoulders hunched up can be a sign that the person is cold (they may be shivering too). Often, this is a sign of tension, often from anxiety or fear.

Raising the shoulders and lowering the head protects the neck when the person fears attack (actual or virtual).

Curved forward

Curving the shoulders forward happens naturally when arms are folded. When curled forward with the hands down this reduces the width of the body and can thus be a defensive posture or a subconscious desire not to be seen. For example, when the person is feeling threatened or when they want to stay 'under cover'.

Pushed back

Pushing the shoulders back forces the chest out and exposes the torso to potential attack. This posture is thus used when the person does not fear attack and may be used as a taunt to demonstrate power.

If the body is pulled back when the shoulders are pulled back, particularly when the person is up against the wall, this can indicate a desire to hide the body and not be seen, or otherwise defensively move it out of harm's way.

Circling

Circling the shoulders may be done forwards or backwards, with one or both shoulders. This is often done to exercise a stiff shoulder, which may have been held tensely (and hence may indicate anxiety). This may also be accompanied by rotating or leaning of the neck and other muscle-exercising movements.

This exercising can signal that the person is readying themselves for action and perhaps combat, and hence may be used as a sign of aggression.

Shrug

The classic shrug, with raising and lowering of shoulders usually means 'I don't know!' and may be accompanied with raised eyebrows, down-turned mouth, and hands held to the side, with palms upwards or forwards (showing nothing is being concealed).

Shoulders may not move much in a small or suppressed shrug. Sometimes all you may see is a slight raising of the arms. A small and quick shrug may send the same signal but be performed subconsciously and thus can indicate uncertainty or lack of understanding.

Shrugging may be associated with lying where a person shrugs rather than speaks, in fear that their words may give themselves away.

A more prolonged and animated shrug can be similar to the circling shoulders that indicate readying for aggression and can thus signal a threat. In a smaller form it may indicate irritation or frustration.

Relaxed

We often carry tension in the shoulders and a person who is truly relaxed will have their shoulders held low, with arms that can move naturally, without jerkiness and swinging free.

Leaning

When the person leans against a wall, they often contact the wall with their shoulder. This is usually a relaxed pose as galvanizing into physical movement would take more than a little effort, which puts the person in a position vulnerable to attack.

Turning

Turning shoulders is a key part of turning away. If a person turns their shoulders while still looking at you, it probably means they want to leave (maybe because what you are saying is uncomfortable for them).

The shoulders communicate vitality but they can also communicate dominance and hierarchy. Criminal's state over and over that three things stand out when choosing their targets. Their victims looked frail, weak, not athletic. Their overall situational awareness was very low. Their arm swing appeared passive.

And so to a criminal, our own intra-species predators, as Robert Hare would call them, how the shoulders look is a key factor for those who seek to prey on us. As one psychopath said, and this was very telling, "silverbacks don't go after silverbacks, they go after everything else." Good point.

No matter what branch of the military you observe, one thing stands out: their shoulders say look at me, I am a leader; follow me. This is part of establishing hierarchy, but it is also how we demonstrate respect.

This is especially so at the Tomb of the Unknown Soldier at the Arlington Cemetery, where pride and respect is reflected in the posture and the shoulders of those who tirelessly guard those tombs. Even during hurricanes those dedicated soldiers, ramrod straight, shoulders back, communicate that they value the solemn sacrifice of others. You can't do that by slouching the shoulders and so here is a simple behavior that communicates so much.

Shoulders can communicate playfulness as well as seductive allure. Across the Mediterranean, but in particular Italy, women can be seen rolling their bare shoulders to both attract attention and to communicate sexual attraction in a teasing manner.

As with dancing, shoulders reveal what is in the heart and mind very effectively. So much so, that they can even be used to gauge depression. Years ago a well-known forensic psychiatrist in the Washington, DC area stated, "Many of the patients I see are depressed and even before they open their mouths I can see it in their shoulders – slumped and weighty – you rarely see any movement." And he was right of course.

Without realizing it, everyday we use the shoulders to communicate nonverbally what we think. When someone asks us, "Which way is it to the freeway?" and we immediately shrug the shoulders, elevating them quickly and emphatically, this is our way of saying, "I really don't know." Nothing more needs to be said; it is a universal gesture.

If we decide to answer that question verbally we will most likely simultaneously shrug our shoulders also to potentiate the message without realizing it. We do it because it emphasizes what we are saying. This quick gravity defying behavior (lifting up or shrugging of the shoulders) positively reinforces what was said. We have greater confidence in others when we see the nonverbal confirmation of the verbal message.

When people are unsure of what they are saying or they lack confidence, their shoulders tend to reflect that uncertainty. As they

answer a question, they will say something such as, "I am positive he wasn't here yesterday," and as they do so, you see the shoulders or perhaps just one shoulder rise up slightly or slowly. This muted or slow inching up of the shoulders says, subconsciously, I lack confidence in what I am saying.

Clinicians have found this useful when they talk to patients and ask, "Are you going to take your medications as I have instructed?" and they answer back with a slight shoulder rise, they know something is up. As one primary care doctor told me, "invariably they don't want to come out and say what is on their mind: they don't like taking that medication or it causes them a stomach upset. So rather than speak up they answer with a shoulder up or slightly raised."

For the caring clinician, this serves as a great opportunity to ask, "What is your experience with this drug and has it caused you problems?" Observing the shoulders as they inch up should serve as a starting for even more questions to determine the issues at hand.

The shoulder rise, is not solely indicative of deception (there is no single behavior indicative of deception) and it must not be construed that way but rather as an indicator of lack of confidence. It should serve as a warning that the person does not fully back up what they are saying. For example, if a manager asks, "Will this get

done by Tuesday?" and the person answers "Yes," but that one shoulder rises slowly as they answer, there are issues. My next question would be, "What could interfere with this getting done?" And that is when you hear, "Well, I have two kids that are sick right now and . . . ," and you realize that is why they subconsciously did that behavior. As Joe Navarro says in his book "Louder Than Words", "the body reveals what the mind conceals."

Arms

One of the most basic and powerful (and often mis-interpreted) body-language signals is when a person crosses his or her arms across the chest. This could indicate that a person is putting up an unconscious barrier between themselves and others. However, it can also indicate that the person's arms are cold, which would be clarified by rubbing the arms or huddling. When the overall situation is amicable, it can mean that a person is thinking deeply about what is being discussed, but in a serious or confrontational situation, it can mean that a person is expressing opposition.

This is especially so if the person is leaning away from the speaker. Combined with a harsh or blank facial expression... outright hostility is indicated.

Also watch for arms being held still. This is often the first place the deceiver starts to control when trying to control body language (they may even hold one arm with the other to keep them both still).

Expanding

Arms are clever expanding devices that can make us bigger or smaller, reaching out without having to move the rest of our body. They can extend towards the other person, either in threat or a more friendly way. Moved directly and quickly, they threaten. Curved and moving more slowly, they may offer comfort.

Arms can also extend laterally, sometimes as a part of an unconscious body-expanding 'I am big deal' display that can signify confidence or perhaps aggression.

Shaping

Arms are used as a part of shaping as we wave them around and carve out the world. They are an adjunct to our words as we literally show other people how big the fish was or how small the child is.

When we are excited or confident, we may wave our arms about like windmills. When we are less confident, our shaping is

smaller and closer to the body. The waving of arms needs control and a person who bangs their hand on something may indicate clumsiness or being under the influence.

Raising

Raising the arms lifts something up. Done rapidly, it throws things into the air. With both arms, it exaggerates it further. A typical two-arm-raising gesture is frustration, as everything that is weighing the person down with confusion is thrown up into the air. Coupled with a shrug it indicates confusion ('I don't know!!').

As Weapons

Arms can be like weapons. They can symbolize clubs and spears as they strike out at imaginary foes. They can also be defensive, blocking and sweeping away attacks. In martial arts & boxing, arms can be used to block and strike and this is reflected in how they may be used in communication.

Crossing

Arms can act as the doorway to the body and the self. When they are crossed, they may be forming a closed defensive shield, blocking out the outside world. Shields act in two ways: one is to

block incoming attacks and the other is a place behind which the person can hide and perhaps not be noticed.

Crossed arms may also indicate anxiety, which is either driven by a lack of trust in the other person or an internal discomfort and sense of vulnerability (that may, for example, be rooted in childhood trauma).

The extent of crossing indicates how firmly closed the person is. This may range from a light cross to arms folded to arms wrapped around the person. An extreme version which may indicate additional hostility is a tight close with hands formed as fists. If legs are crossed also then this adds to the signal.

The hands in an arm-cross may also be used to hold the person in a reassuring self-hug, for example holding upper arms in a folded-arms position or wrapped around the torso, holding the sides. If the thumbs are up, this may indicate some approval or agreement with what is being said.

Crossed arms, especially when holding one another can show the person to be trying to keep themselves still. This can be to suppress any signals. It may also indicate repressed anger (I have to hold myself to prevent myself hitting you).

In some cultures it also signals that the person is holding themselves still so they can pay greater attention to you (and is hence a compliment).

Crossed arms, especially in a folded position can just mean the person is feeling comfortable, especially if there is little tension elsewhere in the body. Comfort indicates a lack of fear which may come from being with friends or may be because they feel sufficiently powerful to handle any attacks as they appear. Folded arms with a little more tension may indicate that the person is feeling judgmental.

When arms are not crossed, they expose the torso and the person, making them more vulnerable. This signifies comfort that often indicates trust. It can also be power position that dares the other person to attack whilst knowing that the other person dare not.

Crossed arms is a very obvious signal and if you do it in front of other people they will likely feel rejected and respond accordingly (including not agreeing with you).

Note that not all crossed arms are defensive, for example when the person is relaxed (as indicated above). Crossed arms are also used when the person is cold (this is typically done with hands tucked under armpits to keep them warm).

A common method sales people use with a customer in order to break the customer's crossed-arms closed position is to give the person something to hold or otherwise ask them to use their hands.

Reaching forward

Reaching forward to the other person can be quite scary for them as you could attack them, and a sudden thrust forward can indeed be an aggressive signal, especially if the hand is pointing or shaped as a fist.

Reaching forward can also be an offer of support or affection, seeking to touch and join with the other person.

Pulling back

When arms are thrust forward, they are the first thing that may be grabbed or attacked. When a person feels defensive they may pull back their arms out of harm's way. This may even extend to putting them behind the back.

Hidden

When arms are held behind the back, they are hidden from view. This may be because they have hidden intent and are concealing what may otherwise be a threatening signal.

Arms back exposes the torso, which creates vulnerability. This can signal submission (go on, you can hit me) or comfort (I know you won't hit me). The reason for comfort can either be because the person is with friends, or that they feel sufficiently powerful that they are confident that others will not attack them.

Torso

This area of the body is rarely talked about in too much detail. When reading somebody's torso body language, you want think of it as either being comfortable or being uncomfortable. Just like other areas we've covered, it is not completely black and white but the information we'll share in this course is a good guideline.

The torso is an important part of the body, it houses most of the major organs which are protected by the ribs and the arms which come into play in the act of defense. Because of the delicate nature of these organs, humans naturally are wired to protect the torso from danger and physical harm. Here's where it gets interesting. The

same region of the brain is activated when the body experiences pain whether it is emotional or physical. The brain however, doesn't know the difference. So when somebody feels a negative emotion or feels discomfort, the brain interprets it as a mild attack to the body. In retaliation, the arms cross over the torso to protect it... hence the defensive body language. Remember, this physical movement is a way of the body comforting itself. So when somebody isn't entirely comfortable with a certain situation, they tend to either put an arm across their body, cross their arms or in other cases touch their neck. It's a way of comforting themselves by protecting their sensitive body parts.

On the flip side - people who keep their torso open are considered to be more inviting, open and more comfortable with themselves as they feel don't feel threatened in any way. On the extreme end, males sometimes forcefully open up their torsos to make themselves seem bigger and take up space if they feel the need to intimidate or ward others. Females tend open up their torsos to expose their breasts and show off their bodies. This is usually in the presence of a male they are attempting to attract and/or distract.

To summarize, open torso equals comfortable or confident and closed body language equals uncomfortable or unconfident.

Legs

Legs are interesting in the field of non-verbal body language as they may say a lot without us realizing it.

In particular, when a person is trying to control their body language, they typically concentrate on the upper body. The legs may thus tell what they are thinking. If the legs and upper body are in conflict, then there is a possibility of deliberate control.

Open Standing

Legs which are held apart when standing provide a stable base for the person. Standing with feet about the width of the shoulders is a normal, relaxed pose. Slightly wider indicates that the person feels grounded and confident.

A wider stance makes the body wider and hence appears bigger and is a signal of power and dominance. This also takes up more territory and shows domination.

Taking a stable position is readying the body in case the other person attacks and can be a cautious position.

Open legs displays and makes vulnerable the genitals. This can be a sexual display (especially men to women) or a show of power (especially between men).

When one foot is forward and the other behind, this can be taking a extra stable position in case of frontal attack (as with martial artists). It can also be a frozen walk, indicating that the person wants to go somewhere (which way are they pointing?).

Open Sitting

Sitting with slightly open legs is a relaxed position, showing the person is comfortable. One or both legs may be flopped down sideways as far as they can go.

Sitting allows a wider opening of the legs and can thus be even more of a sexual 'crotch display'. If the person is a bit preoccupied about this, then their hands may cover the genitals.

Closed Standing

When the person is standing with feet together (or less that a relaxed shoulder-width) then this may display anxiety as it makes them smaller as a target and gives some protection to the genitals.

A fully-closed standing position has knees touching. Increased desire for protection may be indicated by the person turning slightly to the side, leaning forwards a little or pulling the hips back.

* Note that a closed position also happens when the person is cold.

Sitting

When sitting, the knees may be held gently or tightly together, depending on the anxiety level.

Crossed

As with arms, crossing legs may be protective and negative, shielding the person from other people and their ideas.

Tension may be seen in crossed legs. Greater anxiety leads to legs being held more rigidly and moving more jerkily.

Don't forget! Crossed legs can also mean that the person wants to visit the toilet! 😊

Standing

Crossing legs when standing can be an indication of shyness or being coy. This may be accompanied by hands held behind the back and a lowered head.

This is an unstable position and the person may sway a little. Being so easy to be pushed over and slow to unwind and run away, this is oftentimes submissive.

Sitting

Crossing legs is much easier when sitting and can take several different forms.

Crossing ankles is a 'minimal cross' and can be fairly relaxed, especially when the legs are stretched forward and the person is leaning back (and more so if the hands are behind the head). When more tension is seen, for example in clenched hands, then this may be a signal of self-restraint.

An ankle cross with legs tucked under the chair may indicate concealed anxiety. Their concern may be more obvious if the person is leaning forward.

Crossing knees may indicate greater anxiety or defensiveness. This is particularly true if the legs appear tense and even more so if one leg is wrapped firmly around the other.

Knees held together can indicate greater anxiety than if they fall naturally slightly apart. This can also be a female modesty position.

A relaxed cross with lower legs falling close together needs a wider pelvis and hence may be used as a sexual signal by women, particularly if they have exposed legs.

The figure-four cross occurs where one ankle is placed on top of the other legs' knee, with top leg's knee pointing sideways. This can be a low key crotch display, and is more common amongst men as it invites females and challenges other males. This may be covered with hands that hold the shin or ankle of the top leg.

Pointing

Legs may be used to point to things of interest, as with other parts of the body. The reverse is also true and pulling a leg back may show disinterest.

Standing

When standing, one leg may point at an angle with both foot and knee. (For example - in a conversation where a person who wants to leave points at the door.) Pointing anywhere away from the other person means 'I want to be elsewhere'.

Note - sometimes, when the genitals are exposed in a crotch display the legs do point to the side, but this is not the real message that is being sent.

Sitting

When sitting, legs do not have to support the body. For this reason, they are more visible and send more obvious messages (unless they are under a table, where they still may subconsciously point in a direction of interest).

Sitting legs may point with knees or feet at interesting other people, as well as desired direction of travel.

Sitting forward with one foot pointing away and the other back is preparation to stand up and is a common signal that the person wants to leave or go somewhere.

Moving

Moving legs sometimes is just exercising them to get the circulation moving more and loosen cramped muscles. Sometimes however, this can be a signal.

Standing

Swinging a leg, when standing, can act as a pointer. Bouncing the leg can indicate impatience.

Moving a leg is one way of getting closer to another person without full body movement. Pulling it back shows disinterest. When the leg moves back and forth towards and away from a person it may be a subtle 'Attraction-rejection' game that invites the other person to chase after you.

If done in time to music, especially if it bounces the upper body, it can be an invitation to dance (females sometimes deliberately do this to make their breasts bounce in order to entice a male).

Sitting

A crossed leg may bounce up and down. This can be a sign of impatience (particularly if rapid) or attraction, as with standing movement. It may also be rather obvious pointing. When sitting, a knee waving sideways can also indicate impatience or point sideways.

The leg may also swing in time to music, indicating that the person is relaxed and enjoying the vibe (and perhaps inviting others to join in).

Walking

People walk differently, partly due to habit and partly due to intent.

A fast walk shows a person in a hurry or with a generally determined character who likes to get things done. A slow walk may be a person who has time to kill, is daydreaming, is lazy or perhaps gets aches and pains when they walk faster.

An affected or stylish walk indicates a focus on the self and a certain self-consciousness with a concern for how others see them.

Longer strides indicate confidence while shorter steps show timidity or preciseness.

Touching

Standing

When standing, not much of the leg can be touched. The bottom or thighs may be stroked seductively. They may also be slapped. A single slap can say 'Right, let's go' and signal that the person is about to make a suggestion. A slapped side of leg may also indicate irritation, saying 'I've had enough!'

Sitting

When sitting, more of the leg may be reached, particularly in the figure-four cross-leg position. Seductive stroking can thus be a strong sexual invitation.

Preening may also be used, brushing real or imagined bits of fluff off crossed legs.

The leg may also be tapped, perhaps in time to music. If no music is playing, this may signal impatience.

Feet

When you're reading someone's body language, start at the bottom of the body and work your way back up. The feet are the farthest away from the brain, and because of this, we have the least amount of conscious control over what they are doing. So, always remember that someone's feet will be one of the most accurate measures of their true feelings. And when you're talking about the feet, the first and foremost thing in your mind should be where someone's feet are pointing.

Unless the way we're standing or sitting prevents us from doing so, our feet will almost always point where we want to go, or in the direction of something or someone we desire.

If we're pointing one or both of our feet at a person, this is our way of showing that we want to interact with that person in some way. Sometimes it means that we're sexually attracted to the person, but other times it can mean that we find the person interesting and simply want to socialize with them. When you're reading someone's body language, you'll have to use your best judgment and your reading of their other gestures to make an educated guess as to whether it's sexual or social interest that is causing someone to point their feet.

While our feet sometimes point to the person we'd like to interact with, other times they will point in the direction that we subconsciously want to go – usually an exit. This often happens when we're interacting with someone, but for one reason or another, we feel a need or desire to leave the interaction. The reasons we want to leave may often be boredom or feeling uncomfortable around someone, but you shouldn't determine this too quickly.

To help you understand the concept of pointing feet, imagine you're in a cafe deeply engrossed in a novel, when you pry yourself away from your book for a quick moment to grab a second cup of coffee. Leaving your book on the coffee table to order your coffee, you run into an old friend before getting the chance to sit back down. He starts to tell you about a problem he's been having at work, and although you're friends, the subject really isn't of interest to you. What you really want to do is get back to your table as quickly as possible so that you can dive back into reading your novel. If you could freeze this moment in time, your feet will most likely be pointing away from your friend, but they probably wouldn't be pointing towards an exit.

Instead, one or both of your feet would almost certainly be pointed back at the coffee table where you'd left your book; your pointed feet reflect your strong desire to sit back down and read.

We wanted to use the above example to illustrate two important points. The first point is that when we want/need to leave an interaction, pointing our feet towards an exit is very common, but it's not the only possibility. We'll point our feet where we really want to go, whether that's an exit, or somewhere else. This could mean pointing a foot towards the coffee table where we left the novel we'd rather be reading, or it could mean pointing a foot towards a person we find attractive and would rather be talking to, among an infinite number of other possibilities.

The second point is that you should never jump to conclusions about the reasons why a person is pointing their feet, and showing that they want to leave an interaction. If you notice someone's feet are pointed towards somewhere or someone other than yourself, don't assume that you are boring the person, that you're making the person uncomfortable, or that the person dislikes you. The person may be late for an appointment, have a pressing matter they need to discuss with someone else, or as in our example, simply want to get back to their book.

In fact, there are even scenarios where you shouldn't jump to the conclusion that the person wants to leave the interaction at all. If, for example, you're speaking with someone who keeps one foot pointed towards a nearby bench, they may have sore legs and their pointed foot may be conveying a desire to sit down and continue your current conversation once there.

Sincerity and Deceit

Watch Video – FBI Agent Explains How To Spot Liars By: KOCO 5
Located On The Courseware Page

Looking for Incongruent Behaviors

If someone's words do not match their nonverbal behaviors, you should pay careful attention. For example, someone might tell you they are happy while frowning and staring at the ground. Research has shown that when words fail to match up with nonverbal signals, people tend to ignore what has been said and focus instead on unspoken expressions of moods, thoughts, and emotions.

Below we'll cover three areas where we can focus when we're attempting to detect deceit. Those areas are: (1) Non-Verbal (2) Verbal (3) Interview / Interrogation.

Non-Verbal

Look for micro-expressions. Micro-expressions are facial expressions that flash on a person's face for a fraction of a second and reveal the person's true emotion, underneath the lie. Some people may be naturally sensitive to them but almost anybody can train themselves to detect these micro-expressions.

Typically, in a person who is lying, his or her micro-expression will be an emotion of distress, characterized by the eyebrows being drawn upwards towards the middle of the forehead, causing short lines to appear across the skin of the forehead.

Look for nose touching and mouth covering. People tend to touch the nose more when lying and a great deal less when telling the truth. This is perhaps due to a rush of adrenaline to the capillaries in the nose, causing the nose to itch. A lying person is more likely to cover his or her mouth with a hand or to place the hands near the mouth, almost as if to cover the lies coming forth. If the mouth appears tense and the lips are pursed, this can indicate distress.

Notice the person's eye movements. You can usually tell if a person is remembering something or making something up based on eye movements. When people remember details, their eyes move up

and to the left if they are right-handed. When right-handed people make something up, their eyes move up and to the right. The reverse is true of left-handed people. People also tend to blink more rapidly ("eye flutter") as they're telling a lie. More common in men than in women, another sign of a lie can be rubbing the eyes.

Watch the eyelids. These tend to close longer than the usual blink when a person sees or hears something he or she doesn't agree with. However, this can be a very minute change, so you will need to know how the person blinks normally during a non-stressful situation for accurate comparison. If the hands or fingers also go to the eyes, this may be another indicator of trying to "block out" the truth.

Be careful about assessing the truthfulness of someone's statement based on eye movements alone. Recent scientific studies have cast doubt on the idea that looking a certain direction can help pinpoint someone who is lying. Many scientists believe that eye directionality is a statistically poor indicator of truthfulness.

Do not use eye contact or lack of it as a sole indicator of truthfulness. Contrary to popular belief, a liar does not always avoid eye contact. Humans naturally break eye contact and look at non-moving objects to help them focus and remember. Liars may deliberately make eye contact to seem more sincere; this can be

practiced to overcome any discomfort, as a way of "proving" that truth is being told.

Indeed, it has been shown that some liars tend to increase the level of eye contact in response to the fact that investigators have often considered eye contact as a clue. Clearly, only use eye contact aversion as one indicator in a general context of increasing distress when being asked difficult questions.

Check for sweating. People tend to sweat more when they lie. Actually, measuring sweat is one of the ways that the polygraph test (the "lie detector" in all the movies) determines a lie. Yet again, taken on its own, this is not always a reliable indication of lying. Some people may sweat a lot more just because of nervousness, shyness or a condition that causes the person to sweat more than normal. It's one indicator to be read along with a group of signs, such as trembling, blushing and difficulty in swallowing.

Watch when the person nods. If the head is nodding or shaking in opposition to what is being said, this can be a clue. This is called "incongruence."

For example, a person might say that he or she did something, such as "I cleaned those pots thoroughly" while shaking the head "no", revealing the truth that the pots were wiped briefly but not

scrubbed. Unless a person is trained well, this is an easy unconscious mistake to make and such a physical response is often the truthful one.

Also, a person may hesitate before nodding when giving an answer. A truthful person tends to nod in support of a statement or answer at the same time it is being given; when someone is trying to deceive, a delay may occur.

Watch out for fidgeting. A sign that someone is lying is that they fidget, either with their own body or with random things around them. Fidgeting results from nervous energy produced by a fear of being found out. In order to release the nervous energy, liars often fidget with a chair, a handkerchief, or a part of their body.

Observe the level of mirroring. We naturally mirror the behavior of others with whom we're interacting; it's a way of establishing rapport and showing interest. When lying, mirroring may drop as the liar spends a lot of effort on creating another reality for the listener. Some examples of failed mirroring that might alert you that something's not right follow below.

Leaning away. When a person is telling the truth or has nothing to hide, he or she tends to lean toward the listener. On the other hand, a liar will be more likely to lean backward, a sign of not

wanting to give more information than is necessary. Leaning away can also mean dislike or disinterest.

In people telling the truth, head movements and body gestures tend to be mirrored as part of the interplay between the speaker and the listener. A person trying to deceive may be reluctant to do this, so signs of not copying gestures or head movements could indicate an attempt to cover up. You might even spot a deliberate action to move a hand back to another position or to turn a different way.

Watch the person's throat. A person may constantly be trying to lubricate their throat when they lie by swallowing, gulping or clearing their throat. Lying causes their body to increase production of adrenaline, which gets their saliva pumping and then creates very little. While the saliva is surging, the subject might be gulping it down. When the saliva is no longer surging, the subject might be clearing their throat.

Check the person's breathing. A liar tends to breathe faster, displaying a series of short breaths followed by one deep breath. The mouth may appear dry (causing much throat clearing). Again, this is because they are putting their body through stress, which causes the heart to beat faster and the lungs to demand more air.

Notice the behavior of other body parts. Watch the person's hands, arms and legs. In a non-stressful situation, people tend to be comfortable and take up space by being expansive in hand and arm movements, perhaps sprawling their legs comfortably. In a lying person, these parts of the body will tend to be limited, stiff, and self-directed. The person's hands may touch his or her face, ear, or the back of the neck. Folded arms, interlocked legs and lack of hand movements can be a sign of not wanting to give away information.

Liars tend to avoid hand gestures that we consider a normal part of discussion or conversation. With some caveats, most liars will avoid finger pointing, open palm gestures, stippling (fingertips touching each other in a triangle shape often associated with thinking out loud), etc.

Check the knuckles. Liars who stay motionless may grip the sides of a chair or other object until the knuckles turn white, not even noticing what's happening.

Grooming behaviors are common in liars, such as playing with hair, adjusting a tie, or fidgeting with a shirt cuff.

Two caveats to remember:

Liars can deliberately slouch to appear "at ease". Yawning and bored behavior may be a sign of trying to act just a little casual about the situation so as to cover up deception. Just because they're at ease doesn't mean they're not lying.

Keep in mind that these signals may be a sign of nervousness and not a sign of deceit. The subject in question might not necessarily be nervous because they're lying.

Verbal

Pay attention to the person's voice. A person's voice can be a good lie indicator. He or she may suddenly start talking faster or slower than normal, or the tension may result in a higher-pitched or quavering tone. Stuttering or stammering may also point to a lie.

Pay attention to exaggerated details. See if the person appears to be telling you too much. An example might be, "My mom is living in France, isn't it nice there? Don't you like the Eiffel tower? It's so clean there." Too many details may tip you off to the person's desperation to get you to believe what is being said.

Be aware of impulsive emotional responses. Timing and duration tends to be off when someone is lying. It's either because

the person in question has rehearsed their answer (or is expecting to be questioned) or rattles off something, anything, in order to fill the silence.

If you ask someone a question and he or she responds directly after the question, there is a chance that the person is lying. This can be because the liar has rehearsed the answer or is already thinking about the answer just to get it over with.

Another clue can be omission of relevant time facts, such as saying "I went to work at 5 AM and when I got home at 5 PM, he was dead." In this glib example, what happened in between has been all too conveniently glided over.

Pay close attention to the person's reaction to your questions. Someone who has told the truth doesn't feel much need to defend themselves, well, because they're telling the truth. Someone who hasn't told the truth needs to compensate for their lie by perhaps going on the offensive, deflecting, or another stalling tactic.

A truthful person will often respond with even more detailed explanations to expressions of disbelief in his or her story. Someone aiming to deceive won't be ready to reveal much else but keeps repeating what has already been established.

Listen for a subtle delay in responses to questions. An honest answer comes quickly from memory. Lies require a quick mental review of what they have told others to avoid inconsistency and to make up new details as needed. Note that when people look up to remember things, it does not necessarily mean that they're lying — this could just be a natural instinct.

Be conscious of the person's usage of words. Verbal expressions can give you clues about whether a person is lying.

These clues include:

Repeating your own exact words when answering a question.
Stalling tactics, such as asking for a question to be repeated.

Other stalling tactics include stating that the question asked is excellent, that the answer isn't so simple as yes or no, or confrontational style responses such as "It depends on what you mean by X" or "Where did you get this information?"

Avoiding use of contractions, namely saying "I did not do it" instead of "I didn't do it." This is an attempt to make it absolutely clear what the liar means.

Speaking in muddled sentences and not making sense; liars often stop mid-sentence, restart and fail to finish sentences.

Using humor and/or sarcasm to avoid the subject.

Using statements such as "to be honest," "frankly," "to be perfectly truthful," "I was brought up to never lie," etc. These can be a sign of deception.

Answering too quickly with a negative statement of a positive assertion, such as "Did you wash those pots lazily?" answered by "No, I did not wash those pots lazily," as an attempt to avoid the impression of a delayed answer

Notice when the person repeats sentences. If the suspect uses almost the exact same words over and over, then it's probably a lie. When a person makes up a lie, he or she often tries to remember a certain phrase or sentence that sounds convincing. When asked to explain the situation again, the liar will use the very same "convincing" sentence again.

Notice the mid-sentence jump. The mid-sentence jump is when a clever liar tries to distract attention away from him or herself by interrupting themselves mid-stream and talking about something

else. Someone might try to change the subject in this clever way: "I was going — Hey, did you get a new haircut this weekend?"

Be especially cautious of compliments from the subject in question. The liar knows that people respond well to compliments, giving him or her a chance to escape interrogation by complimenting someone. Be wary of someone who delivers a compliment out of the blue.

Interview & Interrogation

Be careful. Although it is possible to detect dishonesty and lying, it is also possible to misread deception where there is none. A range of factors could be causing a person to appear as if he or she is lying when the "signs" might be due to embarrassment, shyness, awkwardness or a sense of shame/inferiority. A stressed person can be easily mistaken for a liar, as some of the manifestations of stress mimic the indicators of lying. For this reason, it is important that any observation of a person suspected of lying involves drawing together a "cluster" of deceptive behaviors and responses, as there is no single "aha!" sign.

Look at the big picture. When assessing the body language, verbal responses and other indicators indicative of lying, consider factors such as:

1. Is the person unduly stressed in general, not just from the situation in which he or she is in now?
2. Is there a cultural factor involved? Perhaps the behavior is culturally appropriate in one culture but is seen as dishonest behavior in another.
3. Are you personally biased or prejudiced against this person? Do you want this person to be lying? Be careful of falling into this trap!
4. Is there a history of this person lying? Namely, is he or she experienced at it?
5. Is there a motive and do you have a good reason for suspecting lying?
6. Are you actually any good at reading lies? Have you taken into account the entire context and not simply zoomed in on one or two possible indicators?

Take time to establish rapport with the alleged liar and create a relaxed atmosphere. This includes not showing any signs that you suspect the other person of lying and making an effort to mirror his or her body language and pace of conversation. When questioning the person, act in an understanding, not overbearing, manner. This approach will help to let down the other person's guard and can help you to read the signs more clearly.

Establish a baseline. A baseline is how someone behaves when he or she is not lying. This will help you tell if the way the person is acting currently is any different from how they usually act. Begin by getting to know the person if you don't already and proceed from there — people usually answer basic questions about themselves truthfully. For someone you already know, checking for a baseline might include asking the person about something the answer of which you already know.

Learn to spot deflections. Usually, when people are lying, they will tell stories that are true, but are deliberately aimed at not answering the question you asked. If a person responds to the question "Did you ever hit your wife?" with an answer such as "I love my wife, why would I do that?" the suspect is technically telling a truth, but is avoiding answering your original question. This may indicate that he or she is lying or trying to conceal something from you.

Ask the person to repeat the story over again. If you're really not sure whether they're telling the truth, ask them to repeat the story multiple times. It's hard to keep track of information that isn't truthful. In the process of repeating their made-up story, the liar is likely to say something inconsistent, outright false, or telling.

Ask the person to tell the story backwards. This is very hard to do, especially when requiring no loss of the details. Even a professional liar can find this reversal of approach a hard one to tackle effectively.

Stare at the alleged liar with a look of disbelief. If the person is lying, he or she will soon become uncomfortable. If the person is telling the truth, he or she will often become angry or just frustrated (lips pressed together, brows down, upper eyelid tensed and pulled down to glare).

Use silence. It's very hard for a liar to avoid filling silence created by you. He or she wants you to believe the lies being woven; silence gives no feedback on whether or not you've bought the story. By being patient and remaining silent, many deceitful people will keep talking to fill that silence, embellishing and possibly slipping up in the process, without even being asked anything!

Liars try to read you to see if you've bought the tale. If you don't show any signs of something to monitor, many liars will feel uncomfortable.

If you're a good listener, you'll already be avoiding interruptions, which in itself is a great technique to let the story unfold. Practice not interrupting others if you have this tendency —

not only will it help you to detect lies but it'll make you a better listener generally.

Follow through. If you have the means, check out the facts behind what the liar is saying. A skilled liar might give some reason why you shouldn't talk to the person who could confirm or deny a story. These are probably lies themselves, so it might be worthwhile overcoming your reluctance and to check with the person you've been warned against. Anything factual that can be checked should be checked.

Tips:

1. When someone is trying to lie they start to stutter or fidget and they try everything to make you believe them like : crying or pleading. They also give you exact eye contact too so you might want to watch out for that too.
2. Also watch for rapid eye movement. The liar will try to look at you, but instead will not make eye contact and look around the room.
3. Some of the behaviors of a liar listed above also coincide with reactions and behavior of someone who might not be lying at all. People who are nervous, shy, easily frightened, guilt-ridden for some other reason, etc. can react nervously and poorly when interrogated or placed

under pressure. Such people can easily become defensive if accused of lying, particularly those with a strong sense of honesty and justice. This may seem like they're lying, but they're often just shocked or ashamed to be put at the center of attention unexpectedly.

4. Liars might use objects around them to help put detail into their lies. For example, there might be a pen on the table and then they will include a pen in their story. This could be another give away that the person is lying.
5. Those established as clinical psychopaths or sociopaths may lie for a living, as they manipulate reality to conform to what they prefer to see. Rather than trying to catch out such people, look after yourself first and don't get caught up in their webs of deceit. Such people care naught for anyone but themselves and won't hesitate to pile lie upon lie, no matter how much hurt it inflicts upon you.
6. Some of the behaviors outlined above may occur when somebody concentrates deeply on speaking (for example, when the topic is sophisticated or the person is stressed).
7. The more you get to know someone, the better you will become at recognizing their thinking style and the better you will become at knowing when they may be straying from the truth.

8. Make sure you're positive they're lying before you call them on it! You wouldn't want to ruin your friendship/relationship for no reason.
9. You should also check if the lie makes sense. When most people lie, they get more nervous and tend to make up something that doesn't make sense. If they tell you too many details, they could be lying. Ask them to tell you their story multiple times and make sure they say the same idea as before.
10. Some people are extremely experienced or even professional liars. He or she has told their made up story so many times that they are actually believable, getting all their days, dates and times down perfectly! In reality, our memories are reformed a little every time we retell them, so making up memories to deceive oneself isn't so unusual either. Sometimes, you may need to simply accept that you can't catch every lie all the time.
11. A good way to practice your lie detection skills is to watch a court television program like Judge Judy and see if you can tell who's lying. Trust your instincts and then watch carefully to see if you can detect some lying tells of the person you least trust in the case (although sometimes they are both lying!) If you agree with the judge's verdict then you have probably detected the same signs she has.

12. When the alleged liar will recall events, their gaze may shift down as they think, naturally. If they keep staring at you and don't think about it, it means the story could be rehearsed and they are lying.
13. If you think someone is lying, ask for more details. If they hesitate or touch their face, this is an indicator that they may be lying!
14. Most people tell the truth most of the time and will cherish their reputation. Liars will "sail close to the wind"—they'll artificially bolster their reputation so that they seem more credible or desirable than they actually are.
15. It's easier to know if someone is lying if you know them well.
16. Botox or other plastic surgery may also interfere with tells and give false positives. It's hard to express yourself clearly when your face is frozen in place by cosmetic treatments...
17. Liars don't talk too much. If you ask, did you do it? They will answer a simple no or yes. Be careful. Also asking did you break the pot? How did you do it? May get the truth out.
18. Be wary of constant agreement. Some inexperienced liars just go along with what you say. So try to avoid suggesting things all together ie. "And after that you woke up and the dream ended?"

19. Some people may have reputations for lying. Keep this in mind, but don't let it lead your opinion. People change all the time and the effect of turning over a new leaf can be destroyed by a lack of faith in a person due to his or her past reputation. Prior reputation isn't everything—as with the signs of lying, it has to be taken as part of the broader context, on a case-by-case basis. Consider too that sometimes those with prior reputations are particularly to be set up by another who might benefit from this person taking the blame.

Signs of Conflict

Conflict is not always physical. 'Disbelief' or 'non-agreement' is often indicated by averted gaze, or by touching the ear or scratching the chin. When a person is not being convinced by what someone is saying, the attention invariably wanders, and the eyes will stare away for an extended period. Use everything you've learned in this course in relation to disbelief, non-agreement and physical altercations.

Industry Experts and Further Study

Since the memorization and applicable skills of the material in this course are perishable, I highly recommend you study books, dvd's or attend seminars by the following people:

1. Joe Navarro
2. Derek Banas
3. Steven Van Aperen

In addition to the above, study these books:

4. Body Language for Dummies
5. Body Language 101 by David Lambert

Invest MONEY in the products of the people mentioned above! I have, and I feel they are amazing instructors & authors!