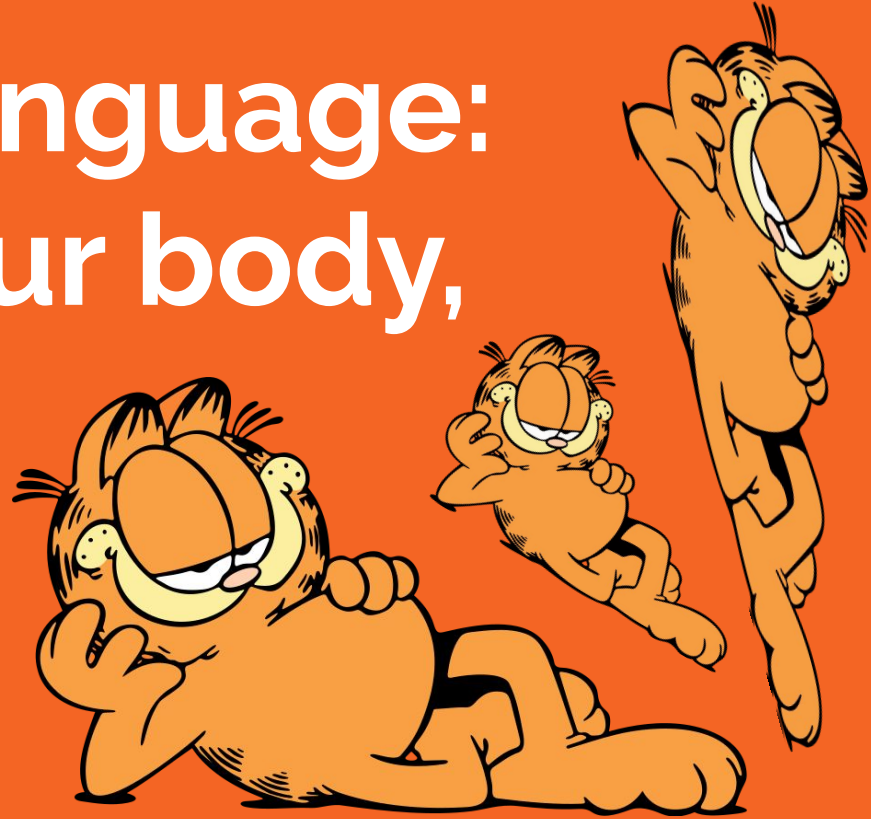

Body Language: Rock your body, baby!



UWB Gray Hats



Hi everyone!
I'm Mary
Grayhat!



Agenda

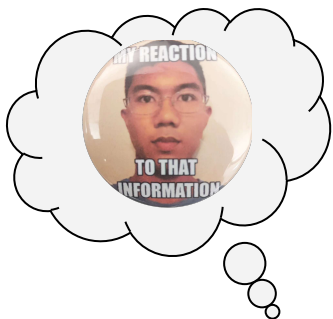
- Introduction
- Basics
- Hands
- Lying





Introduction

- **Link between body and mind**
 - We are advanced animals
 - Spoken language developed after us, leading to brain expansion
 - Subconsciously, we still communicate with our bodies
 - **Men vs. Women**
 - It's real - men are less perceptive than women
 - Think biology - when mothers care for babies, babies can't talk
 - Brain structured differently for nonverbal communication
 - "Women's intuition" is likely based off body language
 - **Body language communicates real thoughts**
 - You may think of "tells" - microgestures when lying
 - What about other examples?
-



Basics

- 1) Consider the context
 - If it's cold and I'm huddled up, it's probably because I'm cold
 - If you're talking to me, I probably don't want to be talked to
 - 2) Read gestures in clusters
 - Me scratching my head could be the result of dandruff
 - If I've done other evaluation gestures, it indicates something
 - 3) Look for congruence
 - If I started telling you my marriage was going great while unconsciously slipping my wedding band on and off, would you believe my words or my body language?
-

Hands

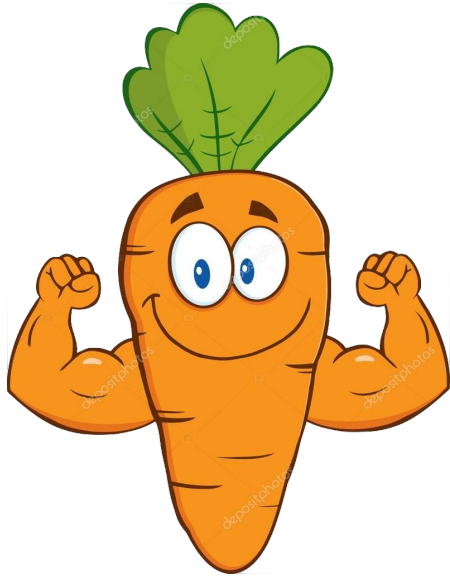


- Indicators of openness (not honesty, but engagement level)
 - Think back to biology roots
 - Human brains are advanced - we use tools, like weapons
 - Open hands = no weapons = no threat/hostility
 - **Palm up** = honest, open, kind, nonthreatening, submissive
 - Think of a beggar, a religious image, or pleading with someone
 - **Palm down** = authority, power, tyranny(?), force, possibly dangerous
 - Think of someone slapping or weapons concealed on wrist
 - **Pointing finger** = patronizing, annoying, feeling of attack
 - Think of a teacher telling off a kid, or “that one awful boss”
 - Reflected in handshakes, which are often battles of power for businesspeople
-



Mouth & Smiles

- Real smiles are characterized by the eyes, eyebrows, and cheeks
 - Smiling is a disarming submission symbol
 - Think about the people that seem to always be “armed”
 - Smiling IS contagious
 - Put the pieces together - you can naturally disarm people
 - People that lie smile less than normal
 - It's hard for the body to act in congruence with the mind, if we recall
 - Smugglers going through Australia were reviewed
 - They were normal until they started lying
 - Extends to laughter, which we consider bigger display than smiling
-



Arms

- Crossed arms are a sign of defensiveness
 - Creating a barrier between the two people
 - “Comfortable” isn’t really true when you’re disarmed
 - Solution - get them to break their crossed arms!
 - Remember the link between body and mind and vice versa
 - Variations on the crossed arms
 - Reinforced crossed arms - hostile, show of palm power
 - Arm gripping - insecurity, disinterest
 - Thumbs up - confidence, in control, they’ve made their mind
 - Self hug - like mother to a child, attempt to alleviate stress
 - Broken zipper position - man’s variation on “protecting self”
 - Small gestures that lead to arm crossing could mean insecurity
 - Coffee cup example
-



Cultural Differences

- Hand signs have different meanings
 - What do you think the OK sign means?
 - Peace?
 - Pinky up?
 - How about counting?
 - Do you start with your thumb or your pointer?
 - Typically you're going to see differences based off regions
 - Anglo-saxon for pointer finger, European for thumb
 - In Asian countries, spitting is common instead of blowing nose
 - Due to tuberculosis in Europe. Both dislike the other method
 - Small differences
 - Again, look for congruency. If you see Johnny Italy, who "lived in Italy all his life," not using his hands while he speaks, he may not be entirely truthful about his identity
-

SHHHHHH!



Evaluation and Deceit Signals

- Everybody lies, all the time. Even if it's not a harmful one.
 - Think back to the three wise monkeys- do, hear, speak
 - These are also based off body language in humans
 - Let's consider children - hand to mouth to block deceitful words, hands to ears to block out hearing, hand to eyes to not see bad thing.
 - CONTEXT!!
 - Women are better at reading emotion - therefore better at creating an effective lie. They will make complicated lies while men will be blunt.
 - Hard to lie due to contradictory body signals - politicians can mask them
 - Lying gestures include: mouth cover, nose touch, eye rub, ear grab
 - Note similarity to monkeys and childlike behavior
-

SHHHHHH!



Evaluation and Deceit Signals

- How do you know if someone is listening to you actively?
 - Boredom signaled by hand supporting head
 - Keeping their head up for courtesy
 - Most obvious when the person falls asleep
 - Finger tapping is impatience, not boredom
 - In contrast, engaged listening is displayed with hand on face/chin
 - Not supporting the head
 - As soon as the head is supported, the jig is up. The listener may be having negative thoughts.
 - Chin stroking is a sign of evaluation - followed by head support (or none)
-

Eyes



- Pupils dilate when subject sees something that stimulates them
 - This is why lots of common dates are held in dimly lit areas
 - Women's pupils dilate faster than men's as measured in experiments where men and women of varying sexualities were shown photos
 - As usual, women are better at decoding hostile eye signals
 - Pupils are a giveaway in poker and negotiations. This is one reason why poker players often wear sunglasses
 - Security implications?
 - Eye contact is another cultural difference
 - Asian and South American cultures see it as aggressive or rude
 - Conversely, the person that never holds a gaze is untrustworthy
 - Liars will look you in the eye because you aren't expecting it
-



Legs

- Legs tell a lot - even the way people walk gives up identity characteristics
 - Liars move their legs more when lying, which is picked up when seen
 - Biologically, legs carry us from danger and get us food.
 - In other words, legs show whenever we want to leave
 - Four main standing positions
 - At attention - formal position, neutral attitude.
 - Legs apart - dominant stance (usually by males.) Show of genitals
 - Foot forward - like you're already leaving. Shows direction in mind
 - Leg cross - distant, closed, defensive. Symbolic denial of genitals.
 - As more conversation happens, you may notice leg position changing
 - Crossed legs often means closed mind - but look for congruency
-



Personal Space

- “Everyone has a bubble they carry around with them”
 - Yes, but it’s not so simple
 - Think of the personal bubble more like a set of zones
 - These zones can grow or shrink based on where you are, culture of origin, gender, and other factors
 - Intimate zone - 6-18 inches. Lovers, parents, children, etc.
 - Personal zone - 18-48 inches. Coworkers, friends, parties, etc.
 - Social zone - 4-12 feet. Strangers, service workers, etc.
 - Public zone - 12 feet or more. Crowds, large groups, etc.
 - Respecting zones is key to interaction. Overstepping may cause negativity.
 - Mobs become angry for this reason - agitation due to overstepped zones
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Building Rapport

