

Appearance

1. an individual with an unbuttoned shirt indicates he hurried or is casual with the audience and the message
2. Wearing formal attire that is buttoned and tucked in suggests prior preparation and seriousness that the person lends to the occasion
3. Having unkempt hair may indicate a rebellious mind/lacks the discipline to prepare for the formal context or the person is overworked and is busy
4. Lack of expected grooming may indicate an individual battling with life challenges or feeling uncared for

MAJOR COMPONENTS OF CONNECTIVITY : Linking with Other People Through Mindful Observation, Hearing with Intent, Providing an Actual Opinion, Word Clues You Need to Know,

MAIN GUIDELINES FOR READING AND ANALYZING PEOPLE :

1. Tone with which people speak
2. Laughter and smiling. Now, when a person is genuinely happy and having a good time, they will involuntarily smile and even laugh.
3. Aggressive people (overly rigid posture and generally emotionless facial expression) are simply scared
4. recognize someone who is genuinely frightened - crossed arms and legs, head down and evasive visual contact, remain silent and still, cold and clammy hands, sweating, heavy or labored breathing, a clenched jaw or fist, or perhaps even closed eyes.
5. When people are lying, they tend to hold their breath.
6. LISTEN TO YOUR INTUITION

Body language Clues

1. People who frequently bite their lips may deal with chronic anxiety or are showing you that they are uncomfortable.
2. CRINKLES AROUND THE EYES WHEN THEY SMILE :If someone smiles and they get crinkles around their eyes, you know they're genuinely smiling
3. POSTURE : People who are sitting up tall, have straight backs, and elongated necks are confident and open, if they are leaned over, their heads are down, or they are otherwise slouching, there is a good chance that they are feeling down
4. TIGHT JAW : signifies stress
5. DIRECTION OF THEIR FEET : If their feet are pointed toward the door, that means they want to leave the situation and they are no longer comfortable. If their feet are facing the person they are talking to, they are interested in what that person has to say, and they are actively engaged in it. If their feet are pointing in two directions, it indicates that they have two unique thoughts
6. EYE READING : Persistent Eye Contact - common in western cultures to only hold eye contact with someone for seven to ten seconds, someone is staring at you intently, they may be lying

about what they are saying. They are trying too hard to read your expressions and look for clues on your face that say you are on to them.

Evasive Eye Contact - People who are avoiding looking at you are generally guilty about something. That, or they are trying to hide something from you

7. OPEN PALMS : feeling open to the situation, submissive state, likely telling the truth, appealed by the situation at hand. closed, tight-fisted hands - either angry, or otherwise tuned out of the subject and feeling aggressive.
8. HANDS IN POCKETS : bored in the present situation, not interested in the topic that is being discussed or with the circumstances they are in
9. ANKLES CROSSED WHEN SITTING : feeling defensive, some form of negative emotion inside
10. BODY CUES : A hunched back with shoulders pointing inward indicates anxiety/sadness/fear
11. SHOULDERS, NECK, AND HIPS : upright, this person is demonstrating confidence/authority
12. ARMS CROSSED IN FRONT OF CHEST : person you are talking to is being defensive or disagrees with you
13. NAIL BITING : nervousness, stress, or a state of confusion
14. HANDS ON CHEEK : and furrowed eyebrows, it means the person is lost in thought, not attentive
15. TOUCHING THE NOSE : person is either lying to you or showing rejection and disbelief in some opinion
16. STROKING THE CHIN : deep thought or is busy deciding something
17. HEAD NODDING : he agrees with you, both on same page
18. RUBBING HANDS : indicates excitement
19. POINTING FINGERS : authoritative gesture, you are imposing yourself on others, shows arrogance and anger towards a person
20. SPEECH PATTERN RECOGNITION : person's tone speaks volumes about the person's mood and feelings. Excitement - your voice becomes louder or shriller than normal, If you are upset, your voice becomes harsh
Speaking Plainly When nothing exciting is going on in your life, you talk with a plain voice that hardly shows any emotion, person is bored with his or her life or bored with you.
Sarcastic Tone : frustration
Suspenseful Tone : make the conversation sound more exciting and to gain the listener's attention
Sad Tone : slow and low voice, it shows their resentment and sadness about something.
Excited Tone : enthusiasm and happiness about something
21. WORDS : Confident and high status people use very few "I" words. The higher a person's status is in a given situation, the less the "I" words they will use in their conversations.

Active Listening : Be prepared to listen. Focus on the person speaking and not how you will reply to them. Keeping an open mind while you avoid being judgmental about the person speaking. Always be objective. Always focus on the objectivity of the message being conveyed. Avoid distractions. Don't stereotype the person who's speaking.

READING BETWEEN THE LINES : LOOK FOR EMOTIONAL CUES, LISTEN TO THEIR TONE, LOOK FOR CONTEXT

THEIR WALK :

1. **PERSONALITY** : people who walk quickly and with intention are often dominant people who are very direct and intentional with their actions, people who change direction often and are regularly going around many places tend to be artistic or influencers. People who walk steadily and are polite, often walking with their arms tucked in by their sides and occasionally stopping to speak to others are known to be supporters. If someone walks very precisely and is known to follow the “rules” of walking, such as staying on the right and pausing for other people to walk by, they are known as a cautious and more submissive person.
2. **SPEED** : If they are walking faster and with conviction, it is likely that they have one thing on their mind, and they are very clear about it. If, however, they are walking slower, this would indicate that they are having a significant amount of internal dialogue. They are either conflicted about something or are trying to get their mind around a new piece of information they have been given. Alternatively, they may be the dreamers of the world who have a tendency to think about many things and live in their day dreams often, rather than in reality.
3. **EMOTIONS** : If they are walking tall with a very open center and seem to be light on their feet, the person is likely feeling light and positive. If, however, they seem to be heavy on their feet and they are slumped into their gait, there is a good chance that they are feeling upset or unhappy about something.
4. **VOLUME** : People who walk lightly on their feet don't want to make their presence known with the volume of their step, so they walk quietly. They likely have a low confidence level and don't like to own their presence in a room. Those who walk with a fairly normal tone and are somewhat heavier on their feet with a louder volume are typically confident and own their presence, those who walk particularly heavy, as though they are stomping, are typically in a bad mood and are expressing it through their steps.
5. **WALKING WITH OTHERS** : If their stroll is out of sync and they are struggling to maintain each other's pace, there is a good chance that there is some form of broken dynamic in the relationship. They may not be on the same page, or they may simply not get along well. If they are synchronized however and their paces are matched, this means they are connecting well and the relationship is strong and well. If one person tends to be slightly in the lead but they are

otherwise matched, this may indicate they are the lead in the relationship but that the relationship itself is healthy and well.

HOW TO TELL IF SOMEONE IS LYING : Anxiety-seeking to hide the fact that they are nervous

Control-gestures or smiles that are forced or a grand attempt to stop the body from moving

Distraction-Frequent pausing or bodily actions in between answers is that person's attempt to distract you from their lie. By acting out these grand gestures, they believe they are making their stories

believable. their breathing suddenly changes, talk unusually slow, Challenge their story, story in reverse,

1. **WATCH THE EYELIDS** - If someone closes his or her eyelids for a long time, it means the person is trying to avoid eye contact. If the person blinks more than 3 times, it is a sign of nervousness and apprehension that you will catch him or her. If someone uses the hands to cover his or her eyes, this is yet another sign that the person wants to 'block out' the truth.
2. **POINTING OF EYES** - Our eyes point at things we find attractive or where our body wants to go. If you are talking to someone who is lying, the person will continuously look at the door or watch signaling the desire to cut short the conversation because the person is fearful you will catch the lie.
3. **AVOIDING EYE CONTACT** - Breaking eye contact is the most basic way to identify a lie. Someone who has complete confidence about what he or she is saying will never avoid eye contact.
4. **FACIAL EXPRESSIONS** - dilated pupils, the appearance of lines on the forehead, narrowing of the eyebrows, and blinking eyes. Sweat on the forehead and an angry expression are common with these facial expressions.
5. **DILATED PUPILS** : indicates tension and concentration

FACIAL EXPRESSIONS TO SHOW FEELINGS

1. **ANXIETY** : their eyes may dampen. They likely won't cry, but they may have a glister to them. Their eyebrows will likely be tightly knit, and their lower lip may tremble. You might notice a slightly wrinkled chin, as well as a tight mouth. Their face will likely be pointed downward as they try to avoid looking at what is making them anxious
2. **FEAR** : Someone who is afraid will have their eyes wide and they will be pointing downward. Their mouth will likely be opened, or they will be slightly frowning. Their eyebrows will be raised, and their chin will be pulled in. You will also notice the color from their face disappears as they look pale,
3. **ANGER**: If a person is angry, their eyes will widen. They will be staring at the subject of their anger, likely with their eyebrows pressed together toward the middle of their face. Their forehead will be wrinkled, and you may even see their nostrils flaring if they are angry enough. Their

mouth will be tightly pursed, or it may be open with tight lips as they show their clenched teeth. Usually, their chin will be jut forward

4. **DESIRE** When someone is experiencing the emotion of desire, their eyes widen, and their pupils dilate. Their eyebrows are typically raised slightly, showing that they are interested in the person in front of them. Their lips will likely part slightly, or they may be puckered.

COMMON MISTAKES MADE WHEN ANALYZING PEOPLE AND HOW TO AVOID THEM

1. DO NOT BE A CREEP, YOU CAN STARE OPENLY, DO IT DISCREETLY
2. YOU SHOULD NOT POINT OUT WHAT THEY ARE DOING
3. YOU SHOULD NOT ASSUME EVERYONE IS THE SAME
4. YOU SHOULD NEVER TAKE A HUGE GAMBLE WITH SOMEONE YOU JUST MET
5. YOU SHOULD NOT ASSUME YOU KNOW IT ALL, NO MATTER HOW GOOD YOU ARE AT READING PEOPLE - Everyone is different, and they will react in different ways.