

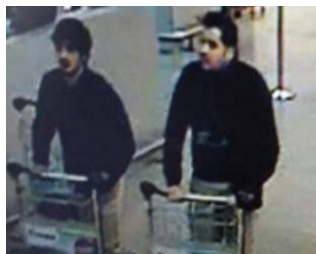
Behavior Dynamics Journal

A bi-monthly publication focusing on the Operational Application of Behavior

Nonverbal Behavior and Deception (Part 1 of 3)

Fear of being discovered is the emotional and psychological state of someone who fears being caught or discovered doing something that they do not want to get caught or discovered doing. It is further defined as a person engaged in deception may suffer mental stress, fear and/or anxiety that is manifested through involuntary physical and physiological reactions that serve to dissipate the stress, fear and/or anxiety. Many of these involuntary physical and physiological reactions are observable. The sympathetic nervous system engages in response to fear of being discovered or caught, or a perceived threat, very quickly. When there is a challenge or interaction

that that triggers this mode, there are often observable and detectable changes in how we present ourselves. Everything that the stress



hormones, including adrenaline, are going to do to your body to prepare it for fight or flight happens extremely quickly. The body decides which systems are needed for the perceived threat. The body reacts in concert with the mind very quickly. The mind and body are now preparing for the perceived encounter or

“threat”. There are inward and outward signs of this fear of discovery mode. The results of what is happening internally are often observable just as well as the outward signals discussed below. Hence, the value of Behavior Recognition is immense. Inwardly, the signs are the jittery, hypersensitive feelings that signal you are poised for action.

Behavior and appearance indicators that can result from the fear of discovery state that we discussed above. Attempt to control Behavior—deceivers need to control their Behavior to appear more credible.

Deceptive Cues

Deceiving requires substantial mental effort. The Behaviors listed below are used in various Behavior Recognition programs in rail stations and airports around the world and in the United States:

Complexion: The body's decision to take blood from the skin can result in a pallid complexion.

Lips and Mouth: Being part of the digestive system, the mucosa of the lips and mouth have dramatically reduced blood

flow; lips and other mucosa shrink, resulting in pale thin lips and drooping lower eyelids.

Hands: Hands may shake in response to increased metabolism.

Nostrils: Increased need for air results in flared nostrils and audible breathing.

Eyes: Eyes have focused on the cause of the stress and this can result in a squint or wide-open eyes. Depending on the situation it can signal fear.

Brows: clinch and drawn downward, possibly signal anger or concern
Shoulders: Shoulders draw higher in preparation for defense or escape.

Heart Rate: Increased heart rate may show in the rise and fall of the shoulders.

Elbows: Elbows go close to the ribs. Diminishing gross body movements can signal deception when answering questions. Research shows that when we lie, gross body

Recommended Reading

- <http://www.helpguide.org/articles/relationships/nonverbal-communication.htm>
- <http://www.mutualresponsibility.org/science/3-ways-the-environment-shapes-human-behavior>
- https://www.mindtools.com/pages/article/Body_Language.htm

Next Issue:

-Cultural Impact on Behavior

-Non-verbal Behavior Part 2