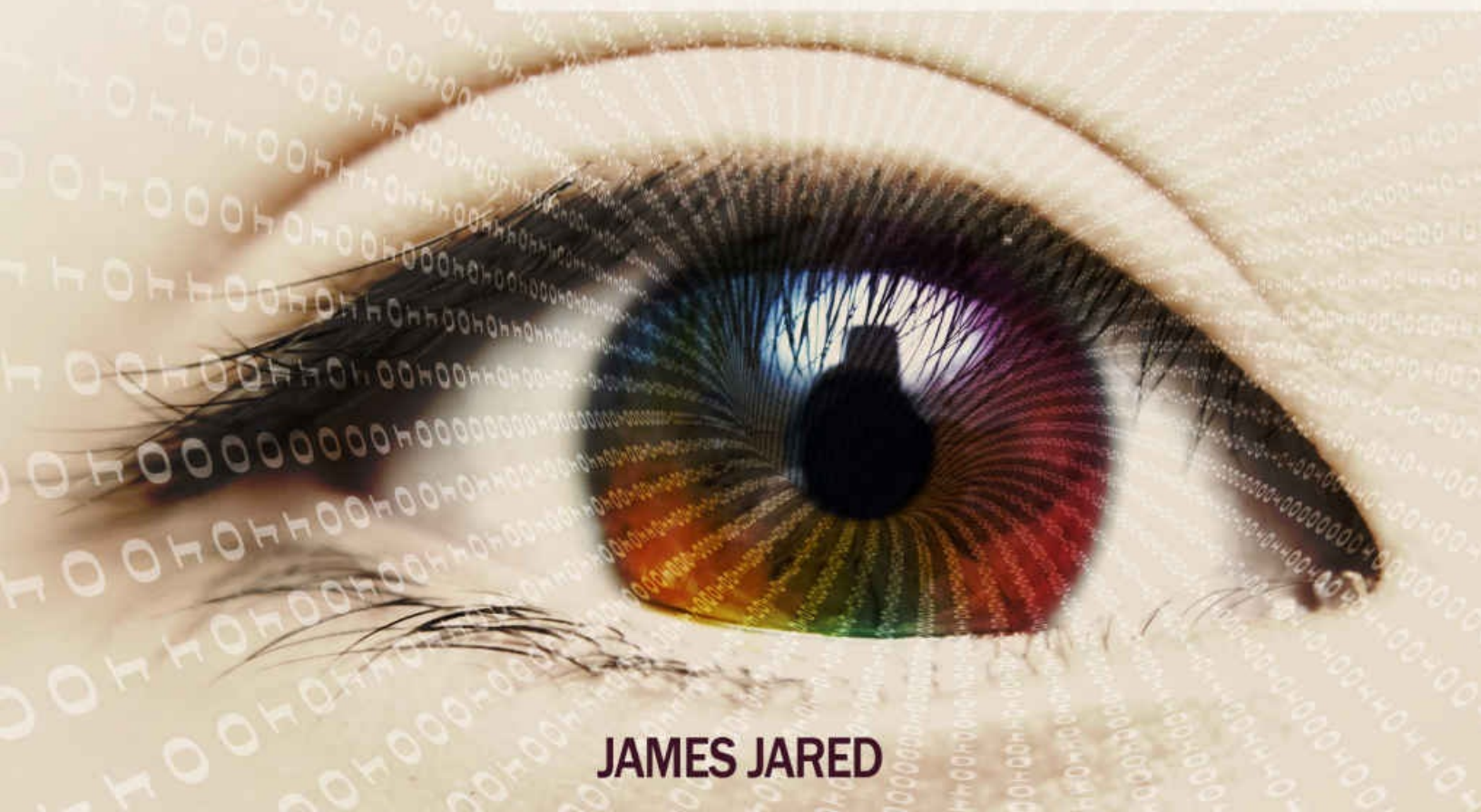


HOW TO

# Analyze PEOPLE

48

Simple Ways to Learn How To  
Read People Instantly and  
Easily Understand Why They  
Do Certain Things Plus Tips on  
How to Recognize Different  
Personality Patterns



JAMES JARED

# **How to Analyze People**

48 Simple Ways to Learn How To Read People Instantly  
and Easily Understand Why They Do Certain Things  
Plus Tips on How to Recognize Different Personality  
Patterns

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# Introduction

Reading people is one of life's unheralded pleasures, and a way to gain insight into the way other people live. When you have learned to read the people you meet, you will be able to associate more readily with them, since you will understand the direction from which they come.

Once you can read people readily, you can then take the next step of understanding why people do the things they do. Good people sometimes do bad things, and it helps to comprehend why they do this. In addition, you will be able to read the various behavior patterns in people you meet, so that you know what to expect from people shortly after having met them. You may learn more about yourself, too.



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# Chapter 1 – Top 20 Easiest Ways to Learn to Read People

When you learn to read people, you'll find that it's a vital skill in your personal and business life. Whether you are focusing on friendship, career, parenting or romance, learning to read people gives you a chance to develop valuable insights and make sound decisions.

Some would say there is no quick way to learn about reading people. This is true. The learning may take a bit of time, but after practice, you may be able to quickly look at someone and get a good feel of who they are and what they want.

## Gain an Understanding of Others

When you spend time learning to understand others, you will understand yourself better. You must first understand the walls that people build up, and the barriers that you have placed in your way, too.

When people reveal themselves to others, the truth only comes to light in layers.

The first layer is the layer people show to you when you are a stranger. They may be sitting with you at a bus stop, or in some other environment. Topics include current events and the weather – innocent topics like that. Most people are comfortable talking about them.

The second layer is the one people show when they feel comfortable with you. Co-workers may speak with you about themselves more if they know you a bit. They may talk about their thoughts about emotions about other broad subjects.

The third personal layer is kept in reserve for those who have intimate relationships with you. This includes spouses and close friends. These take more time to develop, and trust is earned as that time passes. The depth of what is revealed is greater than the other two layers. Your fears, goals and personal problems fall in this layer.

The innermost, fourth layer is the part of people that they don't share with anyone. It contains their darkest, deepest secrets and thoughts, and some of these they would prefer not to acknowledge. They may not have even come to terms yet with some topics in this layer. This is why they are uncomfortable sharing these things with anyone.

To read others, you need to get through their layers. You don't have to go all the way to the intimate level, of course, but the farther in your access is, the more reliable your reading will be.

## Remove your Barriers First

To read people, you must also remove the barriers you place between you and others. These barriers are your projections and your prejudices.

Projections are your tendency (and that of everyone else) to close your mind and eyes to anything disturbing or uncomfortable. You may project your view onto situations because it makes them easier with which to deal.

Prejudices do not directly refer to only racial prejudice. This is a small part of it; it is not the entire part. Every time you make a personal opinion, negative or positive, without examining the facts, you are prejudiced.

Harboring ideas based on political alignment, color, race or even what people wear, clouds your reading ability. Your prejudices may be based on your upbringing, your fears or a number of other things.

### Wait with Empty Hands

To read people effectively, you must be totally objective, which means having empty hands. You will need to overcome your projections and prejudices too, in order to be objective.

Be patient. Fill your hands slowly with information, so that your conclusions are not rushed. Don't be so impatient that you miss the big picture. Allow pictures to fully develop, so that you don't become embarrassed or disappointed.

This is what reading people is like. Learning the proper techniques to interpret people will help you resist the urge to jump to hasty conclusions. Hold off before you make a final decision about people.

### Truth is an Integral Part of Life

In all parts of your life, in business or personal arenas, it's essential to know whether people are telling you the truth or lying to you. Unfortunately, people are not, as a rule, very good when it comes to detecting lies. It is a human tendency to believe other people, and for interactions where little is at stake, this works pretty well.

While you can't analyze every interaction you have for deceptive signs, there are some easy ways to read people, to understand them more and to see if they are telling the truth or not. There are times when you need to know if you are receiving the story straight. When crucial negotiations depend on you, it's vital to know what people are telling you – verbally and otherwise. It is also useful to know when people have a pattern of lying or being truthful.

Accurately reading people is not actually a gift; rather, it is a skill that you can master if you pay attention to the proper indicators.

The need for trust lubricates nearly every aspect of our lives, from personal to professional. Reading people accurately is an integral part of knowing truth from lies. If lies are told on TV or on a website, they are harder to detect. If you become a good people-reader, they will not so easily fool you when you are in a face-to-face situation.

It is sometimes easier to make your own judgments than to rely on others to know who is lying to you and who is telling the truth. Psychologists who have studied deception warn that there is not a foolproof way to read people. You can become quite accurate if you practice, though.

You won't always be using your people-reading skills to detect deceit, but this is one of the most common things to observe.

## Not all Signs Indicate Deception

Lying is not a single process with behavioral indicators that are always unique. If liars don't care about the truth, they are difficult to read. But if you learn to read sweating, fidgeting and other behaviors, these can sometimes – but not always – indicate deception. They could also mean the person is anxious.

Investigators and detectives use many tricks of interrogation that you can adopt, in order to improve your odds of detecting deception. You will learn to listen and look for nervous signs, and pay closer attention to what people say.

People who are good at deceiving others may have honed their skills well, and they won't be easy to catch in the act. Criminals get better at lying the more often they are interrogated.

For most people, though, we don't need to worry about criminal masterminds when we want to read them. You should even be on guard against lying yourself. It's natural to believe people and to avoid the truth, especially if it's painful. This makes it easier for those who deceive.

Once you can read the signals that are almost always present, you can know what “tells” you are looking for, and understand the meaning of certain gestures. There is no 100% sure way to understand what a person is thinking, but you can read people accurately up to 80% or so, if you really excel at it.

Here are the top easiest ways to learn how to read people.

# **1.Ask Yourself: Who are YOU as a person?**

This can be the toughest part of learning to read others. You need to understand yourself first. Keep your feelings in mind and understand why you are the way you are. Everyone is different, but we all have similarities, too.

We all are social creatures. We all have similar basic needs.

## **2.What does the person you are “reading” say?**

What does your acquaintance speak about? Pay attention. If one person (we’ll call him John Doe) talks about how he helps people, and also about his latest sports feats, and another (Jane Doe) speaks about helping kids and the latest projects she has done with them, it’s relatively easy to read these two people.

Both people enjoy helping people. But John is in it for social status and Jane is in it because she sincerely cares. What is John lacking? Why does he want the spotlight?

Jane has a true love of people and she helps from a sense of empathy.

This is the nature of the people you are trying to analyze. After you understand a person’s basic needs, you can read him more easily. Pay attention to his nature.

### **3. Once you know what people usually look and act like, it will be easier to distinguish their “tells” from things that are normal for them to do.**

It is natural for people to move their bodies while they talk. Truthful speech may include moving forward and leaning back. Some people are stiff when they converse, but liars tend to freeze their motions, to avoid leaking any gestures that may be emotive. As an alert “people reader”, you will notice that a lack of body motion is a sign of deceit.

Shoulders say a lot about the person speaking. They drop when the speaker is exasperated and hunch up when he is uncomfortable. Shrugs may mean “I don’t care” or “I don’t know”. Partial shrugs can indicate an attempt at deception.

Hands are very expressive body parts. When you speak with someone, notice his “illustrators”, which means the way he uses his hands to emphasize and accent speech. Watch for people who embellish their story-telling or who don’t use their hands in speech. These can be signs that they are not invested in what they say. Also watch for unnatural movements, like folded palms or clenched fists. They are indicators that the speakers are restraining themselves from saying something.

Watch the arms when someone is speaking, too. Underuse can indicate dishonesty. Crossing of the arms is defensive, and sometimes people even lock them in that position. A position of open arms with palms out is an open, honest stance; crossed arms indicate a closed stance.

#### **4.You can make general assumptions based on people's nature.**

When you are speaking to someone, what is in the person's nature? Do they seem to be interested in the greater good? Or are they more often negative? Negative people usually lack something. If needs aren't met, people sometimes react negatively.

Is the person you are speaking to a loner, or does he prefer a crowd? If he likes crowds, he is probably comfortable with those people for a reason – they have something in common. It's natural to like people that are more like you.

If the person with whom you are speaking hangs out with different kinds of people, then he is probably open-minded. Most open-minded people are empathetic and care about others.

Some people naturally look inward and do not like crowds. This means that they usually don't feel a need for a great deal of association with other people. They may feel that they don't belong in a group, or they may have social fears.



## **5.Take notice of cultural differences.**

If a person does things differently than others, perhaps his culture is different from the one in which you live. When you are reading people, you must pay attention to where they are from, so that you understand their normal behaviors.

## **6. Don't be afraid to ask people why they feel the way they do.**

There are reasons why people do things. Find out those reasons. Feel free to ask people why they are doing something, but not in a snide way. If they answer, you'll know more about them.

If someone seeks social status, like "John" above, why is that? Did he not have any status when he was younger? If he lacks in status, he may react negatively when he feels that a newcomer threatens that status. This usually causes dislike.

Once you have asked why people do what they do, the rest of what your eyes have told you will be drawn together and you can make a valid assumption about their motivations and character. This makes them easier to read.

Notice their faults, without judging. When you read people, keep your mind open. Everyone has faults and imperfections.

## **7. You can analyze to some degree by people's appearance.**

Quickly scanning someone's appearance when you meet the first time may tell you a bit more about him. Some of this is common sense, but you have to do a scan, not just notice one or two aspects of their appearance.

Are his clothes tailored? He probably has money, if they are. This isn't good or bad; it's just an observation.

Is his hair wet? He is probably a very busy person who just hopped out of the shower and headed to work. Is this always accurate? No, but many times it is.

## **8.Listen to what people say, without prompting or interfering.**

This means steer the conversation so that the topics are interesting to the person to whom you are speaking. As he speaks, he will reveal more about himself. You can read what may be behind the words, or take them at face value. You will give yourself enough time to read his facial expression and gestures, too.

## **9. Watch what all types of people do.**

People may tell you lots of things about what they feel and think, but they may also be kidding you, and even themselves.

Look for disconnects between their words and their body language and expressions. Perhaps a person mentions feelings for another person, but shakes his head when he does so. If he tells you he is happy but is frowning, he may be actually telling you something else. Don't assume what people say is true, until you gather a bit more information.

Perhaps the person he loves does not love him back. Perhaps he is not happy but fears losing what he thinks makes him happy. You won't know until you listen to the whole story.

## **10. Direct and indirect people will be different to read.**

Direct people have more forcefulness and control that they try to exercise over people or situations. They may come on rather strongly, create good first impressions and make quick decisions. They take risks, since they are fast-paced, and they may become impatient with people who don't keep up with them. They appear dominant and confident and they talk a lot.

At the opposite end of the spectrum are indirect people. They give you the impression that they are reserved and quiet. They seem easy-going and supportive, and meditative with decisions, to avoid risks. They do more listening than talking. They hold their opinions in reserve and make only tentative statements.

## **11. Allow your mind to merge with their mind.**

Real facial expressions and body language reflect the way you feel, but that can be changed – actually changed – by adopting other facial expressions and posture. 30 seconds of smiling (fake) can actually make you feel more cheerful. Sitting in a confident, open way may raise men’s testosterone levels, making them actually feel more confident than they originally did.

Have you noticed that when you and someone else see “eye to eye”, you will unconsciously and naturally mirror each other’s posture and expressions? Try adopting someone’s expressions and posture to build rapport and to see how it makes you feel. This will help you to feel the way they might, in fact, be feeling. With some practice, you can read people much more easily, especially if you can feel their emotions yourself.

## **12. Zone in on lack of compassion or empathy.**

If people show a lack of compassion or empathy, these can indicate their character. You can easily identify an empathetic person. If they refocus the conversation on themselves, they are not compassionate.



### **13.Improving your sign-spotting technique can be accomplished by watching children and what they look like when they try to tell one of those little white lies.**

Professional poker players even suggest looking to kids to help in gleaning information that will make it easier to read people. Adults tell white lies in social situations, but children have not yet learned that skill. They are not good at lying and their signals are magnified because they are inept at lying.

It is natural that some people are better at lying than others. If someone you speak with is not a good liar, they may exhibit some of those same signs that children do, when lying.

To refine the skill of reading people, notice that people who are truthful use “I” as a pronoun more often than people who are being deceitful. Even in brief statements, they will use this pronoun quite a bit.

Deceptive people will instead use language that will minimize any references to themselves. Describing the events of a conversation in a passive way may show deception. They will say that the door was left unlocked, even if the correct statement would be “I left the door unlocked”.

#### **14.Dishonest people often blame others for things.**

If you are on a date with a new acquaintance, and he speaks about his prior relationships, he may not have anything good to say about his old partners and he may even blame them for a break-up.

## **15. People who want to cover themselves may use deception.**

Normally honest people may use deception only as a coping response or defense mechanism. It may or may not be considered dishonesty, but people cover for their actions. In this case, deceit is used to cover up some lack of proper performance.

Employees may be sympathetic, to a degree, towards co-workers who are just covering their back-sides. Their lies may not hold malice, and only uttered to keep from getting into trouble over what was an honest mistake. As long as they don't implicate someone else, these are usually overlooked.

## **16. Some people blame “the system” for their mistakes.**

Some employees are willing to blame company flaws for the deceptive behavior of their co-workers. They may feel that their employer requires employees to lie if they want to keep their jobs.

In some companies, it may seem that honest people can't survive. These are stressful climates for everyone. Lying in this situation doesn't necessarily mean that a person is deceitful. It's just one of the ways instant recognition of a lie does not mean the person is a “bad person”.

**17.If you want to get faster and more accurate at reading people, you need to constantly practice those skills.**

This doesn't mean that you have to take classes. You can develop these skills by always actively observing and listening every day.

## **18. Being overconfident about your skills will hurt your accuracy.**

Many people are good liars, but most people think they can easily tell when someone is telling the truth. If you believe you can detect deception, it makes you feel secure. It allows you to feel more in control. However, these beliefs make it harder for you to actually detect others' deception.

## **19.Deception may leak through a person's language.**

You can never read people based only on what you are seeing. Deception can leak through conversation, vocal tone, word choice and speech patterns. Words can help tell you about someone, when behaviors are not enough on which to base an assumption.

## **20. Watch for people who are too talkative.**

Researchers have discovered that good liars are often more talkative. They effectively try to convince you that their lie is true. The stories go on and on and may become more elaborate each time they are told.

A good way to ferret out a lie is just to remain quiet and let the other people fill that silence you have created. As they continue speaking, this gives them the chance to embellish their story and maybe tangle themselves within their own lies. Just watch the lie come to life as they speak. If the liar becomes quiet, you can ask some open-ended questions and observe their reactions.



## Chapter 2 – 14 More Simple Ways to Read People Instantly & Easily

Reading people requires skill and practice. If you are not careful when reading people, you'll only see what you want to see. Selective attention severely limits your abilities to be a more effective people-reader.

For example, if you imagine a penny in your mind, you should recognize it. You have used them so many times. Think about the penny. Which way is Lincoln's profile facing? You probably don't remember, because we don't bother observing them. You had a 50/50 chance. Did you get it right?

The human range of observation is often wide, but it is based on what you need to know. You probably don't worry about the way Lincoln's head faces.

### The Secrets of Observation

The true secret of using observation powerfully is in training yourself. Teaching yourself can be done every day, allowing you to see things you used to miss. This is a valuable tool in understanding the "tells" and expressions that you see.

In the same way as enhancing physical health with exercise, you can also sharpen your observation skills. Make time to watch people, especially when they are talking. Study people as they converse. Try it at work and in casual settings. You are looking for variations in signals and mannerisms. Another clever way to study is to watch TV without the sound. You would be surprised at how much you can discern without hearing what the characters say.

### Reading Mannerisms

As you spend more time watching people, you'll be amazed at how many types of smiles you will notice, and how they can be evaluated. Evaluate the smiles you see. Do the same with other expressions, too, like toe tapping, dry coughing, finger pointing, smirks and frowns.

Take time to notice the wide variety of signals you see, and catalog them. Salespeople are usually quite confident about their products. Their pitches should not convey any doubt, if they're good salespeople. They will only send out signals to suggest that you purchase items from them. Observe their mannerisms and assess how effective they are.

In a short time, you will find that you have become a mannerism "collector". After a time, you'll find reading mannerisms to be easy, too. It can even be entertaining to put overt behavior of people under your own magnifying glass, for scrutiny. It's not all about watching for your own benefit, either. You can become more sensitive of people during this practice.

Well-known attorneys develop this skill to help them get an edge in courtroom situations. CEOs, clergy, teachers, therapists and police detectives have attended programs that help them become sensitized to

others' actions. Politicians and actors also make use of these skills.

Your increased abilities of observation will gradually pay off. You can become a lot more observant in just one week's time, and two weeks of practice will have you alert to nuances that may seem elusive to you now.

## **21.Keep your eyes open for “red flags” when people talk.**

Red flags describe signs that people may not be speaking in a truthful way. Watching for them, along with people’s behavioral clues, may be quite revealing in spotting deception. Some examples include:

- Evading your question

People may use evasion to prevent lying. Basically, they just avoid your question. As an example, someone who is confronted about theft may say that they don’t believe in stealing. This is not a denial that they stole. It’s a clever, subconscious way to avert direct lying.

- Delaying their reply

This is quite obvious. If someone needs time in which to fabricate a lie, they may stall for time by asking you to let them remember or let them think about the question. If they are being truthful, they don’t need time to make up a plausible response.

## **22. People may be verbally aggressive.**

Is the person with whom you are talking ever verbally aggressive? Do they bully servers or staff at restaurants? If someone mistreats others, this will often spill into other areas of their life.

You may become clouded by your own emotional state when you attempt to read other people. If you are sad or depressed, you are vulnerable when you read people.

You may also hold onto myths that can conceivably be dangerous. It's natural for people to worry about others who look unkempt and "creepy". But in doing so, you may overlook people who look like everyone else, but who are, in fact, dangerous.

## **23. You can read deception through personal traits.**

Peoples' deception may result from personality flaws or problems with their character. Some may display avoidant styles of communication and use white lies to avoid upsetting people or looking bad. This type of deception is unfortunate, but may sometimes be seen as unavoidable.

Other people may, through their traits, appear to be sneaky, shady or lazy, with flawed morals. People may ignore the climate of the business in which they work when they evaluate deceptive personal traits, and focus instead on proving the personal lies. You may avoid unnecessary contact with these people and struggle to work with them if you have jobs that interact.

Average people commit some type of deception in about 20% of their interactions. These may cause them to be looked down upon, or still accepted, depending on other people's perception of their deception.

One study has suggested that many people view deception as an aspect of relationships that is unavoidable. But lies targeting people maliciously are seen as more of a problem. Deception among peers can cause serious problems if it hinders the ability of people to effectively perform their job duties.

If you work for an organization, you can help in minimizing deception. There are several ways in which this can be done. Employees will have less of a need for "covering their butts" with deception if they are not attacked in any way when they admit mistakes. If supervisors communicate openly and effectively with their employees, workers may feel freer to seek help for repairing problems without being afraid of possible repercussions.

Open communication lines among workers, and people in general, can prevent missteps from becoming problems that grow larger. Many people feel that deception on the part of co-workers is due to "survival of the fittest" type behavior that makes them feel it is necessary to outperform others, for promotions or commissions.

Employees may blame their companies for creating an environment that fosters people lying. It can destroy trust among co-workers and hinder productivity. Leaders of organizations can help in the prevention of deception by co-workers by creating an environment that rewards everyone for work well-done.

## **24. People who lie may anger more easily.**

People who have short fuses in some situations generally have them in other scenarios. If you know someone who exhibits road rage, they are likely to also have anger issues even when they're not in the car.

You probably minimize danger in your life; most people do. Ignoring certain behavior patterns or rationalizing them does make it easy for you to delay taking any action. In relationships where one person is a bully, the other may want to leave, but be afraid to. These bullies always have cues that tell you what they are really like. People who are bullied also may underestimate the inherent danger of the aggressor.

## **25. People who are being deceptive may try to lower their heart rate.**

Perhaps you have seen a man place a hand on his neck when he is speaking to you. This is one subtle way to attempt to lower one's heart rate. If you've ever had to take a polygraph test for any reason, these machines key in on heart rate as one of their indicators.

Polygraphs usually read someone's pulse, rate of breathing, perspiration and blood pressure. Some of these machines also record movement in the arms or legs. The questioner will ask several questions that establish a baseline response. Then the investigative questions will be asked. All throughout the questioning, the person being tested has his or her signals recorded on the graph.

This is a sophisticated, more accurate way of doing what you can do yourself – read people. Polygraph examiners watch their graphs to note changes in vital signs. You can read some of the same signs without any machine helping you. Significant changes in perspiration, blood pressure and heart rate may indicate that a person is being deceitful.

People are deceitful for a variety of reasons. It is often a defense mechanism that is used to try to avoid any trouble with an authority figure. You can sometimes tell when a person is lying, but not always. The more you practice, the better you will be.

## **26.Focus on qualities beyond the most superficial ones.**

When you are trying to determine if someone is potentially a threat or a good person, you may focus on superficial types of qualities that won't tell you much. Humans typically give others a certain amount of credibility, and you may assume that they go to work each day and keep a tidy home.

You may also assume that your body will warn you when you are around someone who is dangerous. You will experience fear sensations, and know it's safer to stay away from that person. However, dangerous people with skills can make you feel comfortable. They may make proper eye contact and be courteous and friendly.

Even criminals can come across on the surface like everyday people. The better you are at reading people, the less likely you are to be drawn in by someone who is not what he seems to be.

Your ability to read more people accurately is complicated by the fact that you may not be a good listener. Observing behavior should be used in reading people, along with listening to what they say. If you are talking a lot of the time, you may miss information you would otherwise hear.



## **27.A wavering voice in a person's statement may indicate deceit.**

You can listen for vocal cues to tell if a person is being truthful with you. Without actually knowing it, you should be listening for intensity, time and frequency of vocal cues.

Time is a main variable among deceitful talkers. They have shorter messages, longer response times, less fluency and a slower tempo than people who are telling the truth. People who are being deceptive also display a less pleasant vocal quality, an increased range of intensity and increased variations in pitch.

**28. Some deceitful individuals who seem like “regular people” are not what they appear to be.**

If your new neighbor has children, is married, heads off to work in a suit every day, has a tidy home and lawn and is polite and friendly, you may assume that he is a kind and caring person.

Actually, this description was of a sexual sadist who used a trailer to hold and torture people. You will probably never run into someone this dangerous, but it gives you an idea of how the cues can be used to deceive.

## **29.Excessive fidgeting or blinking are possible signs of lying, but they can also signal anxiety.**

It was once an assumption that someone trying to deceive you would never look directly at you. Now it is known that some accomplished deceivers can look you in the eye and lie.

The directions of people's eyes can reveal whether they are being truthful or not. But it's not fool-proof, even if it looks like it is on popular TV shows. Detectives in real life cannot always deduce whether a person is being truthful or deceitful just by watching whether they glance to the right or the left while speaking.

In the real world, it's foolish to make snap judgments like this without investigating further, but the technique can be quite accurate in some cases.

Liars tend to blink more quickly when they are speaking untruths, but the blinking slows down after they have told their lie, or when they are listening to you. They will also reinforce the notion that they are speaking truthfully. They are worried that you will not believe them. So you may notice them using phrases like "You won't believe this..." and "Honestly..."

Spotting lies is a fascinating and useful tool, but don't jump to any hasty conclusions. The skills can be tricky to master, but once you have them down, they are immensely helpful in some situations.

**30. Watch for people closing their eyes completely, as if in deep thought, or asking you to repeat questions. This is a stalling technique, which allows them time to think of something to say.**

Deceptive people may “play dumb” and ask you for more information, especially if you didn’t ask them a direct question. When you can, removing any doubt about the subject matter and being direct and upfront will take away the liar’s chance to use this stalling technique.

People who are trying to deceive you may also belittle your question. This occurs when you ask a straightforward question and the person comes back with “I can’t believe you’d ask me that!” This is another common trick used to buy them a few more moments to think, and allow them to take some control of your discussion. The key is keeping them focused on giving you an answer to your question. Don’t allow the deceptive person to sidetrack you.

A third way of stalling for time used by deceptive people is changing the subject. They may give you a convoluted answer to your question, to hide the fact that they aren’t really answering that question. If you’ve listened to politicians speak, they have mastered this tactic. If someone tries this with you, repeat the question, prefacing it with “I’m not sure of your answer...”

You will also, happily, get to read honest people. Their answers are usually direct and straightforward. If you asked about them being somewhere they shouldn’t have been, they will usually answer with something like “No, why do you ask?” This is the way a person answers when they don’t have anything to hide.

You can never assume that people are lying if they just happen to exhibit one of the stalling behaviors we just talked about. If there are multiple deceptive signs, though, that starts to provide valid evidence that the people may be lying.

### **31. Watch the face for cues of discomfort or distress.**

Watching facial expressions of people to determine truthfulness or deceit could save you from becoming a fraud victim. It could even help you in knowing it is safe to become involved with someone new.

In watching for facial cues, you'll learn how to read expressions most people do not take notice of. It does take some practice, but it's worth it.

Look for any micro-expressions. These are speedy facial expressions that momentarily flash on the face of people, revealing their true emotions. It isn't difficult to train yourself to watch for these expressions.

In deceitful people, the micro-expression will be a distressful emotion, with eyebrows drawn up toward the mid-forehead. This causes the appearance of short lines across the forehead.

Watch for people who cover their mouths or touch their noses. People don't usually use either of these movements when they are telling the truth. If the lips are pursed and the mouth looks tense, this is indicative of deceit and distress.

### **32.Choice of words provides valuable insight into what people are thinking.**

For example, when someone mentions that they won “another” award, it’s natural to assume they have won one or more awards in the past. The speaker wanted to make sure that everyone knows he won other awards. He may need your adulation, to boost his self-esteem.

### **33. People caught in deception may move their head rapidly.**

If you have asked a direct question and the person to whom you are speaking makes a sudden head movement, he may well be lying to you about something. The head could be tilted or cocked to one side, jerked back, retracted or bowed down. This will usually occur right before he should be giving you a response to your question.

In contrast to head movement, someone who is trying to be deceitful may stand quite still. Rather than fidgeting to calm his nerves, he stands still. It is believed that this is a simple sign of the old “fight versus flight” response. His body is readying itself for a possible confrontation.

When you speak with truthful people, their bodies often move around in relaxed, subtle ways that are largely unconscious. But a catatonic, rigid stance with no movement can be a warning sign that a person is not being truthful.

### **34.Honor your gut feelings.**

Intuition has many definitions, and one succinct one is the ability to instinctively understand something, without having to rely on conscious reasoning. It does have cognitive elements, though. With intuition, you can use your past experience and knowledge to assess a person, and add a quick assessment of the situation.

Intuition and fear are often confused, because either can cause a “gut feeling”. You have to be open to this feeling, and not all tied up in reasoning and intelligent thought.

You can distinguish intuitive gut feelings from fear-related gut feelings by understanding a few concepts:

- Intuition is about now. You are not worried about your past or your future.
- Intuition is unemotional and neutral. Fear is highly charged with emotions.
- Reliable intuition simply feels “right”. It has an affirming, compassionate tone.
- Intuition confirms that you are right on target about someone.
- Fear is very often heavy, anxious or dark. It has delusional, cruel or demeaning content, whether to yourself or others. It reveals psychological wounds that have never healed.
- To quickly tell fear feelings from intuition, make a list of your fears. Then, when you have a gut feeling, you will know if it is related to fear.

Practice at feeling the difference in gut feelings, between intuition and fear. Intuition is handy and very powerful, once you separate it from a fear-related gut feeling. Intuition is trusted immediately. It is worth the effort to understand fear-related gut feelings as contrasted with intuitive gut feelings. And gut feelings are one of the best ways to tell a truthful person from one who is deceitful.



## Chapter 3 – 14 Additional Ways to Read People

Reading people involves so much more than listening to what they say. You need to pay special attention to who they are, as well. By interpreting non-verbal and verbal cues alike, you can see through their masks and into the people themselves. The whole story of a person cannot be told through logic. You need to be open to other important information forms so that you can read the vital non-verbal cues that people almost always give off.

In order to accomplish this, you must willingly surrender your emotional baggage and preconceptions about the people you meet. Old grudges or resentments must be placed aside, if they will keep you from reading someone clearly. You must receive information in a neutral manner and not allow your subconscious mind to distort it.

### Who are you Reading?

Whether you are reading your partner, boss, friend or co-worker, you must let go of any bias you have, if you want to understand them better. Your own walls must be brought down. Your intellect is a brilliant part of who you are, but you need to let go of ideas that can limit your reading ability.

When you read others, you will be trained to read aspects of their personality that may seem invisible to others. You will learn to use your “super senses” to look further inside people than others normally do. This will allow you to access insights that can be truly life-changing. Reading people requires allowing yourself to receive alternative input.

### Humans and Body Language

Some experts say that less than 10% of what we communicate is done verbally. The rest is all told through body language. It is part of our evolution, and it remains true today. Your body language makes up much more of your interactions than your verbal sharing of thoughts and ideas.

Since our culture emphasizes verbal responses and words, you may overlook the more powerful messages that are transmitted daily by all the people with whom you interact. If you don't interpret body language, you will miss an opportunity to see the clues about how they feel and think. You will also remain ignorant of all the messages you project yourself, through your posture, hand-shake, stance and gestures.

Body language is vital to reading people, since those who deceive usually rehearse only their words and not their gestures. If a person's body language is saying something different than their words, you are not being told the whole truth. With the ability to read people more accurately, you can identify the unusual behavior that occurs when expressions, words and actions do not go together.

### **35. Take special note of people's posture.**

When you are reading people, notice: Do they hold their head confidently and high? Or do they seem indecisive, with a cowering posture? If they have a swagger to their walk and their chest is puffed out, they probably feel important, or they need to feel your approval.

A person's posture reveals many secrets about them. Posture is relatively easy to read. If the person you are "reading" is not sure of himself, but wants to project an image of confidence, he may try to pump up his chest, but little tell-tale signs will give him away.

Posture is called the barometer of people's emotions. Feel the difference in standing with round shoulders and a low head, and then straighten your body. It can change your mind-state. People you read that have more balanced bodies usually have more balanced minds, too.

Posture also reveals character. Peaceful people are poised and relaxed, while angry people have tight stances with bunched muscles. Posture also tells you whether a person you are reading is living in the past – leaning back – or looking forward to the future – leaning forward.

### **36. Pay attention to people's appearance.**

When you are reading other people, notice what they are wearing. A power suit with shined shoes indicates that they are ambitious, and dressed for success. A t-shirt and jeans indicate that they are quite comfortable with dressing in a casual way.

Other parts of the way people dress may also fight to influence your opinion of them. A cross or religious necklace may indicate spiritual values. A tight-fitting top that shows cleavage could be indicative of an attempt to be seductive.

### **37.High levels of activity, like animated gestures or bouncing feet when seated, can be indicative of excitement and interest.**

When people are most passionate about what they say, this is when they use animated gestures more frequently. Their arms and hands may move, conveying enthusiasm and emphasizing certain points.

Even if you don't notice it, you view people who speak with gestures more closely than you do others. Communication through gesturing tends to be agreeable and warm, while people who are still, or who use wooden gestures, seem cold and aloof.

When people don't use gestures properly, it suggests that they don't recognize the most important issues, or that they do not have an emotional investment in the issue about which they are speaking. Some people simply do not realize the impact of non-verbal behavior on listeners.

Whether you try to or not, you form impressions about speakers that determine the way you interpret what they say. You gain impressions from reading gestures that tell you if people are trustworthy or not. If you don't believe that a speaker is invested in what he is saying, it will be harder for you to make an effort at grasping his message.

### **38.If a person is rubbing palms against thighs or touching their forehead, these are pacifying gestures that indicate stress.**

People who are uncomfortable speaking with you may not have experience in dealing with others. Or, they might be telling you something that is not true. Speakers need to stretch and allow their mind to slip into the proper mood before they can truly communicate in an effective way for people who read them.

Pacifying gestures comfort people who use them. If the speaker is stressed out, self-soothing gestures are used for comfort. He may be experiencing negative emotions, be feeling bored or be hiding something. Some of the most common pacifying gestures include:

- Wiping the Face

If people wipe their face without trying to wipe away sweat, it often means they are bored. It is a signal that they are readying themselves to leave.

- Rubbing the Nose

This is a very common pacifying gesture, most often used by men. It means they feel stressed or that they are attempting to hide something. It doesn't necessarily mean that they are lying, but it does mean that they are uncomfortable for some reason.

- Scratching the Face

This is commonly done when people want to pretend that they are pondering the answer to a question they are actually trying to dodge. This raises their stress level and results in the scratching.

- Movement of the Lips

If you see this on people you are reading, it usually means they are thinking about something negative. They are stressed and wish to be comforted. They may also be trying to develop an answer to a question you have asked them.

- Rubbing of the Forehead

This is usually reserved for someone saving himself from embarrassment. It is often seen when the person feels shame about a topic that has just been mentioned. This is an especially useful cue when you're reading someone.

So we see that not all pacifying gestures are about lying. That can be one reason they are used, but there are others. Be sure that you know the person well enough to know whether some of these movements are natural for them. That would make them less an indicator of stress.

### **39. People may lean away from you when speaking, if they feel stressed out.**

Just as leaning towards you makes a speaker appear eager to talk to you, leaning back may signify their disinterest in the subject matter, or a desire not to tell you the whole truth about something.

If someone leans away and hides his hands behind their back, or holds them in his lap or pockets, this is suggestive of hiding something. Likewise, people who are not telling the truth will often pick their cuticles or bite their lips. This is an effort to soothe themselves when they feel the pressure of a lie, or an awkward situation.

The leaning back is more or less an extension of other, similar gestures that make people easier to read, whether you're talking to them or listening to them.

**40. When you have a chance to ask questions, you will want to be pointed, not vague.**

Open-ended questions that are vague are not good for eliciting the truth from someone. If the person you are listening to rambles on and on, it will be more difficult to detect possible deception. It is more productive to ask questions that require straight answers.

Another thing to remember about gathering information and reading people is to ask a question and then give time for an answer, while you observe the speaker. Do not interrupt them when they are answering your questions. This defeats the purpose of giving them time to express themselves to you in a way that is comfortable for them.



## **41. Feel the goosebumps when someone talks to you.**

Goosebumps are intuitive little tingles that tell you when someone is resonating with you, or inspiring you. Perhaps he has said something with which you agree, and that strikes a chord with you. You may also experience goosebumps when you feel that you have met the speaker before, even if, in fact, you have not.

Goosebumps can be the result of many things, but when you are reading someone, you may feel them because of strong emotions. Music can also bring them on. Perhaps you and the person with whom you are speaking share the same love of music.

Your goosebumps are actually caused by your body releasing adrenaline. Depending on how deeply the person affects you, adrenaline may also make your heart beat faster and increase your blood pressure. If you feel butterflies in your stomach when you are reading someone, that is usually a negative reaction. Read them further, to discover just what about that person caused it.

## **42. Summarize what people say and how they say it. How are they using their words, what parts are emphasized, and how does it sound?**

It isn't so much the sound or tone that matters, but the context. The tone is only important when it is discordant or inconsistent. If you hear someone make an inconsistent sound when they are speaking, you should listen even more closely, in order to read them accurately.

Vocal tones are different from one person to another, but each person normally has a basic, steady tone. If the steadiness varies, even if only for a short time, this is significant. Prolonged distortions in vocal patterns are easily noticed and there is usually an obvious reason for them. Momentary distortions are what you should listen for. They include:

- Changing rhythm or rate of speaking

This occurs when a speaker interjects a staccato burst of words into what was a steady monologue. In addition, he may change his normal rhythm of conversation. If a bubbly speaker becomes withdrawn or a gentle person becomes gruff, you need to read those signals. Any change in rhythm or rate is worth noticing.

- Rises or falls in register or pitch

You also need to notice these, particularly when they are corrected quickly. If a speaker's voice changes from high to low to high, something may be fishy with what is being said.

- Voice cracking, without a reason

Cracking voices, when there are no reasons for it, usually indicate excitement or fear. The fear could be a result of the speaker telling untruths. The excitement may be a result of pleasurable thoughts.

- Force applied to one phrase or word

When a speaker uses force, it can convey more meaning than perhaps the speaker intended, because this type of emphasis is generally not done consciously. Be wary when this type of force is used when someone is speaking to you.

### **43. People may come across as self-absorbed.**

Even if you don't have a relationship with the speaker, they can be seen as being too concerned with themselves to give their listeners the proper attention. The way that people feel about their life colors the way they view the world.

Reading self-absorbed people is not difficult. Some of their signs include:

- Making you feel unimportant and invisible
- Turning all conversation back to their chosen topics
- Not knowing when everyone has lost interest in what they are saying
- Grabbing the lead when people are discussing something, so that their views will be heard first
- Not taking the hint that other people would like to talk

Most conversations are give and take, but not with self-absorbed people. They are desperate for attention, and very demanding. They are so concerned with what they need and want that they will never notice anyone else's needs.

People who are self-absorbed may also overstep etiquette and personal boundaries. They continue to take without giving, in any conversation where that is tolerated, and they may act like young children if they don't get attention. This understandably makes others uncomfortable.

Most people outgrow the sense that they are at the center of the universe. They learn that others have needs and feelings, and that they won't always get whatever they want. Self-absorbed people have not yet accepted those realities and they often become frustrated like children, manifesting itself in manipulating, sulking or using other ways of acting out.

#### **44. Notice the feel of handshakes, hugs and touches.**

People share energy of the emotional type through close physical contact. It flows in much the same way as electrical currents. This can make you feel confident, warm and comfortable or off-putting. People who are anxious may have clammy hands. They may have a limp handshake, which suggests that they are timid or non-committal.

**45.If someone asks you a meaningless, random question, like asking how you feel, this may be done to set you off your guard, and the speaker can be intending to ask you probing questions next.**

Technically, these questions are not meaningless to the person asking them. Their reason may well be to set you up for probing questions, but there is meaning behind their asking.

Sometimes, people may actually want to learn about whatever they mention in what appears to be a meaningless question. Perhaps they are concerned about you, and honestly wish to know how you are feeling. Maybe you've been off work for awhile with an illness. This lends legitimacy to their question.

Such questions can also be asked by people who have insincere desires to know. These can be questions used to trap you, if you're not paying attention. In cases like these, you should be able to read maliciousness in the speakers. They are presuming weakness on your part.

## **46.Sensing the speaker's presence will help you to read them more accurately.**

A speaker's presence is the energy he emits. It isn't necessarily congruent with his behavior or words. Emotional atmosphere surrounding people may cover them like the sun, or like a storm cloud before a rain. When you are reading people, take notice of whether or not they have an attractive, friendly presence, or one that makes you back off.

This is closely related to sensing a speaker's emotional energy. Emotions are a brilliant expression of our "vibe" and the energy we carry with and around us. You will register a speaker's emotional energy through your intuitiveness.

Some people leave you with a positive feeling when they speak. They can add to your vitality and improve your sad mood. Other speakers are draining, and you may instinctively wish to get away from them. Energy can be felt within a few inches or even a few feet of someone's body, although it can't be seen. You may know this force as "chi", a life-assuring vitality that is essential to good health in ancient Chinese medicine.



## **47. Pay attention to flashes of insight**

When you are speaking with someone, there may come an “ah-ha!” moment. It occurs very swiftly. This means that you will want to stay alert, or you may miss it. People usually go on to the next topic so quickly that some critical insights may be lost.

An “ah-ha!” moment brings clarity to something that otherwise may not have been clear about the person who is speaking with you. You can read a lot in just one of these moments.



## **48. Watch your speaker with intuitive empathy.**

There are times when you can feel people's pain in a way that is known as empathy. When you read people, and you feel depressed, perhaps they have trouble in their lives and you are reading that. If you are not sure that what you are feeling is empathy, ask the person to whom you are speaking.

To listen with the most empathy, you need to project yourself into the speaker's personality, to understand better his feelings or emotions. This also makes it much easier to read a person, when you know what is bothering him.

Through your empathic listening, you tell the speaker that you feel for his problem, you are interested in what he is saying and you are not judging him. You can convey that message through your words, as well as through non-verbal behaviors. By doing this, you will encourage the speaker to express himself fully, and free from interruption or criticism.

Empathic listening is a vital skill in reading people. It will also strengthen your interpersonal effectiveness at work and at home. You will show the other person that you are willing to hear about his problems, that you will be attentive to him and that you are sensitive to his emotions.

Using open-ended questions will let him know that you are acknowledging him, while you are increasing his confidence and self-esteem. Empathy helps in the reduction of tension and stress; it builds teamwork and gains trust. You can learn a lot more about a person, in addition to what you "read", by listening empathically.

# **Chapter 4 – Understand Why People do Certain Things + Tips on How to Recognize Different Personality Patterns**

What makes People do Good Things?

In New York City in 2007, Wesley Autrey, was waiting for a subway train when another man had a seizure and fell onto the tracks. Autrey jumped down to save him, but the train was almost upon them.

So Autrey covered the younger man's body and pushed him into a ditch between the rails. Five subway cars passed over them. Neither man was injured. Why did Autrey risk his life to save another, in what clearly could have easily resulted in his death? He didn't know the man. When interviewed, Autrey said that he just did what he thought was the right thing to do.

Humans risk their lives for unknown people all the time. Why? Scientists and philosophers have always puzzled over it. Altruism is not a sensible state of mind. Humans are supposed to be selfish at the core, according to Darwin's view. So how do we explain it when someone risks his life to save that of another person, or an animal?

## **Pure Altruism**

Some kind acts may be partly or even primarily motivated by a person's self-interest. But can pure altruism exist in our human world? Autrey's selfless act can make you feel better about people. He was more respected after his act, and perhaps he might be helped in return, later in life.

It is possible, however, that, at the precise moment when he leaped into the path of the oncoming train, Autrey's only motivation was a very unselfish desire to save the life of someone he didn't even know.

People who work with organizations that save animals are also seemingly motivated by pure empathy. They empathize with other living things that are as entitled to stay alive as people are. It is often stated that pure altruism has empathy as its root. Empathy is sometimes thought to be the ability to see the world through the eyes of another, but it may be more. Empathy shows that all living things are interconnected on a deeper level.

Philosophers who study consciousness suggest that pure altruism may be an effect of the brain's channeling or receiving an outside consciousness that may permeate our entire universe. Perhaps it is a fundamental, universal force, much like gravity.

## **Egoic Altruism**

Some psychologists believe that true, pure altruism does not exist. They feel that if we help others, or even animals, we must receive a benefit, even if we don't know it. Altruism gives us a chance to look at ourselves in a positive light. Other people may have more respect for us, or it could (we may think) increase the chance that we will go to heaven.

These psychologists even go so far as to interpret altruism as a way to invest in ourselves – that by helping others, we may believe they will help us if we ever need them. They call this reciprocal altruism. It could even be a means of demonstrating how resourceful we are, how able or wealthy, which makes us more attractive, after our “good deed”, to the opposite sex.

All of these explanations share a common thread. They all try to explain altruism away. They try to make up excuses for altruism, so that our only reason to help others is to look good in people’s eyes, or for other actual, concrete reasons.

## What makes People do Bad Things?

Almost no one disputes the fact that we do make mistakes and we are imperfect – every one of us. We do things that we regret. Does this explain all the bad deeds that are done every day?

In spite of our imperfection, people will acknowledge that our world has moral boundaries that no one should cross. Most humans are able to abstain from committing acts of evil. There are differences, people agree, between being the cause of an accidental injury and attempting premeditated murder. But shocking, abhorrent deeds are performed every day by people everywhere. Why is that?

Oppression can cause some people to act in ways in which they normally would not. Even some criminal acts are done in an attempt to change what are perceived as injustices and hardships. In terrorist cases, the main motivation is often a real frustration with economic, political and social forces that seem to be intractable.

Money seems to lead people to do what they otherwise might not, as well. Rules of morality and decency are violated when money is in some way involved. Some people behave much differently than normal (for them) when large amounts of money are at stake. Many crimes are rooted in money and greed, including kidnapping, fraud, extortion, blackmail and murder.

We tend to believe that we can get away with things when no one is watching. This is seen in people embezzling funds, cheating on exams, speeding on the freeway, and even worse acts. When enforcement of laws is lax and people do not worry as much about being caught, they may be emboldened to do things that they normally would not do.

All of us can be affected by wrong thinking. Each day brings temptations and suggestions to do things we know are wrong. We can dismiss these bad thoughts outright, or allow them to grow.

People influence us, in ways both good and bad. We may do things we never intended to do, because we are with people whose morals may not be as firm as ours usually are. It’s important to choose friends wisely, or we may fare badly.

## Tips on How to Recognize Different Personality Patterns

There are many unique types of personalities and each has its own patterns, even in everyday life. The roles we explain below will assist you in understanding ways to recognize the different patterns in peoples' personalities.

Everyone has access to cognitive processes, while other processes may be more in the background, with other roles to play. Each process has a negative and positive way of being expressed.

## Assessing Personality Types and Patterns

When you assess the personality types and patterns of others, you must be patient and insightful. Learning to recognize the patterns of human behavior can be a valuable tool to help you in understanding and connecting with people around you.

## How to Recognize Intuitive Extroverts

These extroverts show bursts of energy that are followed by reclusive periods. They enjoy debating and are quick-witted. Possibilities in life are high on their list of things to enjoy discussing. They will, if allowed, explore each side of any situation, and are known to playing the devil's advocate at times, more often than people with other patterns.

These people can easily jump from one topic to another with enthusiasm and ease. They tend to contradict themselves now and then. They like using metaphors as a way to explain things, and the metaphors they choose may be quite complex.

People in this group who are dominant may be easily bored and have new projects starting all the time. They are in favor of keeping all options open and exploring all the possibilities for each option. They may take unconventional approaches to problem-solving.

## Recognizing Intuitive Introverts

Everything that people in this group do is very deliberate. You may get a sense that they have covertly and carefully planned out their words and actions. They ask questions when conversing, but they are usually open-ended. They will stay on one topic in a conversation but may feel like they have to explain around a topic if they cannot concisely convey the essence of the topic.

Dominant members of this group pause to fully consider and take in what you say in a conversation, before they reply. They may even return to conversation topics after weeks of not talking about them, since they have taken that time to analyze and process more fully what you said in the first conversation.

Intuitive introverts like to talk about possibilities in the future in a linear way. They seem to experience many realizations. They may give off a "Zen" type vibe. They are all for thinking through options carefully, keeping in mind your long-term objectives and optimizing your experiences.

## How to Recognize Sensing Extroverts

Dominant sensing extroverts remain in tune with the environment in which they find themselves. They are always scanning the surroundings. They tend to be more “wired” physically than some other types, and may have trouble just sitting still. These extroverts are up for whatever you might want to do, and they are happy to change what they are doing or hop on board with new plans, even at the last minute.

People in this pattern make direct observations, both about situations and people. They do not beat around the bush at all and they often say what others were thinking, but were too timid to say out loud. They enjoy obvious, slapstick humor and they often like high fashion and expensive gadgets.

Dominant members of this group are usually engaged in any meaningful conversation that may be taking place, unless they are distracted by something else in their immediate environment. They advocate that people just “go for it”. They believe in following their gut instincts and in directly approaching the things they want.

### Recognizing Sensing Introverts

These introverts have superlative memories with respect to occurrences and facts, and if they remember things you mention, they do so only in passing. They are very detail-oriented and often ask for clarifiers to your comments.

People in this group are not comfortable with ambiguity. When they are engaged in conversation, they would rather bring out relevant facts, as opposed to engaging in speculation. For example, if they discuss future possibilities, they will point to what happened in the past, in similar situations.

Sensing introverts prefer to have things well-planned, so that they develop in a fashion that is predictable. They may place high value on status, tradition and social conventions than other personality types. They are more comfortable using methods that are time-tested, making reference to facts that already exist on specific matters, and assuming that their future will closely resemble their past.

### How to Recognize Introverted Thinkers

These people appreciate facts, information and theories. If a conversation changes to talking about events or people, they may become bored. Dominant people of this type need a lot of alone time. They may ignore others overtly if their alone time is infringed upon. They also may have a demeanor that seems aloof or grumpy, but they have a sense of humor underneath it all.

When introverted thinkers converse, they may ask questions in different ways, to determine how precisely this new information fits with what they knew already. They may also zone out of some conversations while they relate what is being said to their own understanding of the specific topic, and then zone in once again, to ask for clarifications.

Dominant people in this group sometimes have difficulty in explaining something directly. They may branch out and become lost when explaining various components of how systems work. They have

indifference toward smaller-scale decisions and won't make them unless they need to. They generally advocate for taking the time to look at things in an objective way, questioning anything unclear. In this way they ensure that they understand a specific situation before they fully come to a decision about it.

## Recognizing Extroverted Thinkers

Members of this personality pattern are quite goal-oriented. They may ask you about your goals, too, whether it is done overtly or subtly. They like to talk about plans they are pondering and about the expected outcomes of these plans. If you have a problem, going to a member of this group will help. They will jump immediately to solve it as effectively and as quickly as they can.

Extroverted thinkers may be bothered by evidence of inefficiency, and they dislike it when people arrive late or veer off the topic at hand, if there is work that needs to be done. They sometimes come across as a know-it-all, or a bossy person, but they genuinely mean well.

If these people argue, it will always be from a standpoint of practicality and results. They generally advocate for keeping things organized, for setting goals and for making the choice that will lead to the best, lasting outcomes.

## How to Recognize Introverts with Feeling

Feeling introverts use a vocabulary laden with emotions. They will more often start a sentence with "I feel..." rather than "I think..." Dominant members of the group may daydream or zone out more than other types. Sometimes this occurs in the middle of conversations.

Introverts with feeling are very patient listeners and they will allow you to talk as long as you feel you need to, without interrupting you to offer possible solutions. They connect well with people and will show you empathy, even to the point of exposing their own struggles and experiences, to help in letting you know that you are not alone.

People in this group are easily offended, especially if you betray a moral they hold highly, or some aspect of their individual identity. They will usually argue from an emotional or subjective standpoint, and will often use their feelings about the topic as a part of the argument itself.

Feeling introverts allow others to feel comfortable, since they exhibit a non-judgmental, inclusive attitude toward people. They generally advocate that people stay true to themselves, following their heart and doing what they believe is right.

## Recognizing Feeling Extroverts

Dominant members of this group speak a great deal about what others are thinking or doing. They are proactive when it comes to others' needs. For example, they make sure there are plenty of snacks ready for guests before they arrive, in case they're already hungry. They are usually welcoming and warm to new people.

Feeling extroverts may use confirming language when they speak with others, using utterances like “Oh, no”, to show their empathy. They make others feel more comfortable by adhering to social niceties and anticipating peoples’ needs.

Unhealthy or immature members of this group are the most vocal – and the harshest – judges of people. Their moods depend a lot on the mood of the people close by, and they will cheer up when they hear good news from someone else. They usually advocate for accommodating people they love, keeping the peace and considering the points of view of other people.

With these descriptions of personality types and patterns, you should be able to accurately determine the pattern of people that you meet, even after having spoken to them for only a short time. You will become more attuned to the differences between introverts and extroverts and the patterns of each. This may even become something that you do without thinking, if you enjoy challenging yourself by trying to determine what pattern people fall into as you meet them.

Reading people is one of the easiest ways of telling what personality pattern they project. It enables you to get a glimpse inside the mind of someone you just met, so that you can make decisions based upon valid readings.

# Conclusion

Within this e-book, we have given you the information you need to easily and quickly read the people you meet every day. This will give you valuable insight in knowing how to deal with people, since everyone is unique.

Reading people can be quite enjoyable, once you can do so without having to refer to a guide to determine how to interpret people's actions and words. It gives you a better opportunity to understand why people do the sometimes unbelievable things they do, and what makes good people do bad things (and vice versa).

Learning about behavior patterns will allow you to understand more about people, even if you don't spend a lot of time with them. Meeting new people will be more challenging and even fun, as you use your new-found skills to learn more about what makes them unique.



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## BONUS: Your FREE Gift

## Chapter 1 – Top 20 Easiest Ways to Learn to Read People

1. Ask Yourself: Who are YOU as a person?
2. What does the person you are “reading” say?
3. Once you know what people usually look and act like, it will be easier to distinguish their “tells” from things that are normal for them to do.
4. You can make general assumptions based on people’s nature.
5. Take notice of cultural differences.
6. Don’t be afraid to ask people why they feel the way they do.
7. You can analyze to some degree by people’s appearance.
8. Listen to what people say, without prompting or interfering.
9. Watch what all types of people do.
10. Direct and indirect people will be different to read.
11. Allow your mind to merge with their mind.
12. Zone in on lack of compassion or empathy.
13. Improving your sign-spotting technique can be accomplished by watching children and what they look like when they try to tell one of those little white lies.
14. Dishonest people often blame others for things.
15. People who want to cover themselves may use deception.
16. Some people blame “the system” for their mistakes.
17. If you want to get faster and more accurate at reading people, you need to constantly practice those skills.
18. Being overconfident about your skills will hurt your accuracy.
19. Deception may leak through a person’s language.
20. Watch for people who are too talkative.

## Chapter 2 – 14 More Simple Ways to Read People Instantly & Easily

21. Keep your eyes open for “red flags” when people talk.
22. People may be verbally aggressive.
23. You can read deception through personal traits.
24. People who lie may anger more easily.
25. People who are being deceptive may try to lower their heart rate.
26. Focus on qualities beyond the most superficial ones.
27. A wavering voice in a person’s statement may indicate deceit.
28. Some deceitful individuals who seem like “regular people” are not what they appear to be.
29. Excessive fidgeting or blinking are possible signs of lying, but they can also signal anxiety.
30. Watch for people closing their eyes completely, as if in deep thought, or asking you to repeat questions. This is a stalling technique, which allows them time to think of something to say.
31. Watch the face for cues of discomfort or distress.
32. Choice of words provides valuable insight into what people are thinking.
33. People caught in deception may move their head rapidly.
34. Honor your gut feelings.

## Chapter 3 – 14 Additional Ways to Read People

35. Take special note of people’s posture.

36. Pay attention to people's appearance.

37. High levels of activity, like animated gestures or bouncing feet when seated, can be indicative of excitement and interest.

38. If a person is rubbing palms against thighs or touching their forehead, these are pacifying gestures that indicate stress.

39. People may lean away from you when speaking, if they feel stressed out.

40. When you have a chance to ask questions, you will want to be pointed, not vague.

41. Feel the goosebumps when someone talks to you.

42. Summarize what people say and how they say it. How are they using their words, what parts are emphasized, and how does it sound?

43. People may come across as self-absorbed.

44. Notice the feel of handshakes, hugs and touches.

45. If someone asks you a meaningless, random question, like asking how you feel, this may be done to set you off your guard, and the speaker can be intending to ask you probing questions next.

46. Sensing the speaker's presence will help you to read them more accurately.

47. Pay attention to flashes of insight

48. Watch your speaker with intuitive empathy.

Chapter 4 – Understand Why People do Certain Things + Tips on How to Recognize Different Personality Patterns

Conclusion

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