

their young children, it usually fails much more drastically than they realise. Between adults, however, who are much more preoccupied with the verbalised information content of the social interactions, it can be more successful. Unfortunately for the behaviour-liar, he typically lies only with certain selected elements of his total signalling system. Others, which he is not aware of, give the game away. The most successful behaviour-liars are those who, instead of consciously concentrating on modifying specific signals, think themselves into the basic mood they wish to convey and then let the small details take care of themselves. This method is frequently used with great success by professional liars, such as actors and actresses. Their entire working lives are spent performing behavioural lies, a process which can sometimes be extremely damaging to their private lives. Politicians and diplomats are also required to perform an undue amount of behavioural lying, but unlike the actors they are not socially 'licensed to lie', and the resultant guilt feelings tend to interfere with their performances. Also, unlike the actors, they do not undergo prolonged training courses.

Even without professional training, it is possible, with a little effort, and a careful study of the facts presented in this book, to achieve the desired effect. I have deliberately tested this out on one or two occasions, with some degree of success, when dealing with the police. I have reasoned that if there is a strong biological tendency to be appeased by submissive gestures, then this predisposition should be open to manipulation if the proper signals are used. Most drivers, when caught by the police for some minor motoring offence, immediately respond by arguing their innocence, or making excuses of some sort for their behaviour. In doing this they are defending their (mobile) territory and are setting themselves up as territorial rivals. This is the worst possible course of action. It forces the police to counter-attack. If, instead, an attitude of abject submission is adopted, it will become increasingly difficult for the police officer to avoid a sensation of appeasement. A total admission of guilt based on sheer stupidity and inferiority puts 150