

the policeman into a position of immediate dominance from which it is difficult for him to attack. Gratitude and admiration must be expressed for the efficiency of his action in stopping you. But words are not enough. The appropriate postures and gestures must be added. Fear and submission in both body posture and facial expression must be clearly demonstrated. Above all, it is essential to get quickly out of the car and move away from it towards the policeman. He must not be allowed to approach you, or you have forced him to go out of his way and thereby threatened him. Furthermore, by staying in the car you are remaining in your own territory. By moving away from it you are automatically weakening your territorial status. In addition to this, the sitting posture inside the car is an inherently dominant one. The power of the seated position is an unusual element in our behaviour. No one may sit if the 'king' is standing. When the 'king' rises, everyone rises. This is a special exception to the general rule about aggressive verticality, which states that increasing submissiveness goes with decreasing posture-height. By leaving the car you therefore shed both your territorial rights and your dominant seated position, and put yourself into a suitably weakened state for the submissive actions that follow. Having stood up, however, it is important not to brace the body erect, but to crouch, lower the head slightly and generally sag. The tone of voice is as important as the words used. Anxious facial expressions and looking away movements are also valuable and a few displacement self-grooming activities can be added for good measure.

Unfortunately, as a driver of a car, one is in a basically aggressive mood of territorial defence, and it is extremely difficult to lie about this mood. It re-

quires either considerable practice, or a good working knowledge of non-verbal behaviour signals. If you are a little short on personal dominance in your ordinary life, the experience, even when consciously and deliberately designed, may be too unpleasant, and it will be preferable to pay the fine.

Although this is a chapter about fighting behaviour, we have so far only dealt with methods of avoiding