# The Definitive Book of Body Language by Allan Pease

“It’s how you looked when you said it, not what you actually said.”

## Hands

* Body language is an outward reflection of a person’s emotional state.
* Humans show their palms as a sign of openness, honesty, or submissiveness.
* Keeping their hands in their pockets is a favorite ploy of men who don’t want to participate in a conversation.
* When people are being open in explaining their reasons they use their hands and flash their palms whereas someone who isn’t telling the truth is likely to give the same verbal response but conceal their hands.
* Law of Cause and Effect – open palms can help to suppress some false information others may tell and encourage them to be more open with you.
* Palm facing up is used as a submissive, non-threatening gesture reminiscent of the pleasing gesture of the beggar.
* Palm facing down projects authority
* Palm closed finger pointed is a fist where the pointed finger is used like a symbolic club with which the speaker figuratively beats his listeners into submission.
* Dominance in a handshake is transmitted by turning your hand so that your palm faces down in the handshake. Submissive is the exact opposite
* Disarm a power player
  + Step forward on your left foot, walk across in front with your right keg and turn his paml up.
  + Put your left hand over his right hand to fomr a Double-Handler and straighten the handshake.
* The Double-Handler is like a miniature hug and is acceptable only in circumstances where a hug could be possible.
* In photographs during handshakes, one standing to the left of the picture is perceived by viewers to have a dominant edge over the other because he appears to have an upper hand in handshakes.
* Common Hand gestures -
  + **Rubbing the palms together** (fast/slow) – showing positive expectancy for (you/self)
  + **Thumb and finger rub** - money expectancy
  + **Hands clenched** – restrained, anxious or negative attitude
  + **Steeple** – confident or self-assured attitude and arrogant
  + **Face platter** – used by woman to attract a man’s attention
  + **Holding hands behind back** – superiority, confidence and power
  + **Hand gripping arm** – the higher up ones hand grips the arm, the more frustrated or angry the person is likely to be.
  + **Thumb protruding** – superiority, confidence and authority

## Face

* A natural smile produces characteristic wrinkles around the eyes – insincere people smile only with their mouth
* Science has proved that the more you smile, the more positive reactions others will give you.
* Common types of smiles -
  + **Tight Lipped Smile** – Lips are stretched tight across the face to form a straight line and the teeth are concealed. Sends a message that the smile has a secret or a withheld opinion or attitude that they will not be sharing with you.
  + **Drop Jaw Smile** – Lower jaw is simply dropped to give the impression that the person is laughing or playful.
  + **Sideways Looking Up Smile** – With the head turned down and away looking up with a Tight-Lipped Smile, the smile looks juvenile, playful and secretive.
* Studies show that women laugh at men they’re attracted to, and men are attracted to women who laugh at them.
* Fleeting incongruencies in the face reveal conflicts in the emotions.
* Commom Lying gestures -
  + **Mouth Cover** – the hand covers the mouth as the brain subconsciously instructs it to try to suppress the deceitful words that are being said. Sometimes this gesture might be only several fingers over the mouth or even a closed fist, but its meaning remains the same.
  + **Nose Touch** - nervous
  + **Eye Rub** – When one doesn’t want to look at something distasteful.
  + **Ear Grab** – symbolic attempt by the listener to “Hear no Evil”.
  + **Neck Scratch** – a signal of doubt or uncertainity.
  + **Collar Pull** - occurs when a person is lying, feeling angry or frustrated.
  + **Finger in Mouth** – inner nead for reassurance

## Arms

* Holding the hands over the crotch makes men feel more secure when they feel threatened.
* When a person has a negative, nervous or defensive attitude, it’s very likely he will fold his arms firmly on his chest, showing that he feels threatened.
* Women tend to keep their arms more open when they are around men they find attractive and are likely to fold their arms across their breasts around aggressive or unattractive men.
* **Crossed Arms on Chest** – When a person feels uncertain or insecure
* **Fist Clenched Arm Crossed** – The person has a hostile, aggressive or attacking attitude.
* **Arm Gripping** – Felling insecure and not buying what you’re selling.
* **Partial Arm Cross** – The person lacks self–confidence.
* It makes no difference how you look at it, any crossing of the arms in front of the body is seen as negative.
* Skillful elbow-touching can give you up to three times the chance of getting what you want.
* **Boredom** – Hand supporting the head to stop from falling asleep
* **Interested** – Head supports itself and the hand rests on the cheek

## Eyes

* In most cultures, to build a good rapport with another person, your gaze should meet theirs about 60 to 70% of the time. This will also cause them to begin to like you.
* Extended Blinking is an unconscious attempt by the person’s brain to block you from their sight because they’ve become bored or disinterested or feel superior to you.
* **Daring eyes** – When the eyes dart from side to side, the person is searching for escape routes, revealing a person’s insecurity about what is happening.
* Extended gazing can create intimate feelings.

## Legs

* The closer people feel emotionally to each other the closer they will stand to each other.
* Jiggling the feet is like the brain’s attempt to run away from what is being experienced.
* Main standing positions -
  + **Attention** – neutral attitude with no commitment to stay or go.
  + **Legs Apart** – a dominance signal of men because it highlights the genitals.
  + **Foot forward position** – pointing at where the mind wants to go
  + **American figure four** – argumentative or competitive attitude exists.
  + **Figure four leg clamp** – tough minded, stubborn and competitive.
  + **Ankle lock** – holding back negative emotions, uncertainty or fear.
  + **Leg twine** – shy, timid and insecure.
  + **Parallel legs** – powerful sign of femineity
* When we’re interested in either a conversation or a person, we put one foot forward to shorten the distance between us and that person.
* If we’re reticent or not interested, we put our feet back, usually under a chair if we’re seated.
* Hands on hips make you look bigger and more noticeable because you take up more space.
* Leg over the armchair – informality, indifference and lack of concern.

## Head

* Slow nodding communicates that the listener is interested in what the speaker is saying.
* Fast nodding tells the speaker you have heard enough and want them to finish.
* Basic head positions -
  + **Head up** – neutral attitude
  + **Head tilt** – is a submission signal because it exposes the throat and neck and makes the person look smaller and less threatening.
  + **Head down** – negative, judgmental or aggressive attitude exists.

## Misc

* **Straddling a chair** – wanting to dominate and control while, at the same time, protecting his front.
* **The Catapult** - seated with hands behind the head and elbows pointed out – cool, confident and relaxed..
* Mirroring someone’s body language makes them feel accepted and creates a bond and is a phenomenon that occurs naturally between people of mutual interest.
* It’s the way one person tells another that he is in agreement with his ideas and attitudes.
* Smoking is an outward signal of inner turmoil or conflict, and most smoking has less to do with nicotine addiction and more to do with the need for reassurance.
* People show ownership by physically connecting the items to their bodies.
* Raising or lowering the height of your body in front of another person has been used as a means of establishing superior-subordinate relationships.