

In business meetings, a speaker who takes a larger territorial footprint is likely very confident about what is being discussed.

People withdraw their arms when they are being questioned about something they are not comfortable with.

Fingertips planted spread apart on a surface are a significant territorial display of confidence and authority.

Arm spread out over chairs tell the world you are feeling confident and comfortable.

Arm behaviors in courtship

The man will often be the one to put his arm around his date.

How closely a couple place their arms next to another when they are seated together at a table shows how close they are.

BOX 32: Spreading arms should spread alarms

- Ticket agents can often identify passengers who will become problematic by how wide they position their arms when they are at the counter.

BOX 33: The SWAT commander who put down his arms

- Withdrawing arms and dropping them between knees shows lack of confidence and doubt.
- When we are confident we spread out, when we are less confident we withdraw.

Adornments and artifacts on the arms

Manifestations of one's personal or career history can also be displayed in various ways on arms.

Tattoos and jewelries and scars

Individuals who experience hatred toward a certain group or subject will often script or tattoo evidence on their arms.

Drug users may have track lines along the veins of their arms.

People with personality disorder such as borderline personality may have cuts and scratches on their arms.

Arms as conduits of affection

When meeting a stranger for the first time, try demonstrating warmth by leaving your arms relaxed, preferably with the ventral side exposed and perhaps even with the palms of your hands clearly visible.

BOX 34: Don't get bugged if you get hugged

- Mr. Navarro, isn't it true that you used to hug my client, the defendant, every time you met with him?
 - It wasn't a hug, counselor, it was an abrazo, and there is a difference.
 - It was also an opportunity for me to see if your client was armed, since he once robbed a bank.

To touch that person on the arm is one of the best ways to establish rapport with someone.

Watch the personal and cultural preferences.

When there is no touching between people, you should be concerned why.

Especially in the Mediterranean, South American, and Arab worlds.

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Microexpressions of the hands

A micro gesture is a very brief nonverbal behavior that occurs when a person is attempting to suppress a normal response to a negative stimulus.

The more reflexive and short-lived the behavior is, the more truthful it tends to be.

Changes in hand behaviors can reveal important information

Sudden alterations in hand motion suggest an abrupt change in someone's thought and feelings.

When lovers rapidly move their hands away from each other during a meal, it is a sign that something negative has just happened.

Gradual hand withdrawals are also worthy of note. This sort of distancing is a cue indicative of psychological flight that often occurs when we are threatened.

When the hands stop illustrating and emphasizing, it is usually a clue to a change in brain activity (perhaps because of a lack of commitment) and is cause for heightened awareness and assessment.

Hand restriction can signal deception. But sometimes it's the brain communicating a different sentiment or thought.

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BOX 56: Till disgust do us part

- Uttered word
- We crinkle our noses to indicate dislike or disgust. This is very accurate but at times fleeting. In some cultures it is really pronounced.

Gravity-defying behaviors of the face

A person with his chin down is seen as lacking confidence and experiencing negative sentiments while a person with his chin up is perceived as being in a positive frame of mind.

A nose-up gravity-defying gesture is a high-confidence nonverbal tell, while a nose-down position is a display of low confidence.

When people are stressed or upset, the chin (and nose, since it must follow along) tends not to be held high.

Tucking the chin is a form of withdrawal or distancing and can be very accurate in discerning true negative sentiment.

The rule of mixed signals

Pay attention to conflicted facial expressions.

Go with the first emotion observed, especially if it is a negative emotion.

Anything you observe on the face should be compared with the nonverbals of the rest of the body.

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12. Pacifiers say so much.

Pacifying behaviors help us identify issues that need further focus and exploration.

Two principal nonverbal behavioral patterns to consider in detecting deception

Synchrony

When being questioned, a person answering in the affirmative should have congruent head movement that immediately supports what is said; it should not be delayed.

People will reverse their head movements in an attempt to do damage control.

Note that when people are lack of consistent emotional displays, or are more concerned about their own well-being and how they are perceived.

There should be synchrony between what is being said and the events of the moment.

There should be synchrony between events, time, and place.

People who lie do not consider how synchrony fits into the equation, and their nonverbals and stories will eventually fail them.

Emphasis

When we speak, we naturally utilize various parts of our body (the eyebrows, head, hands, arms, torso, legs, and feet) to emphasize a point about which we feel deeply or emotionally.

Liars do not emphasize.

Liars will engage their cognitive brains in order to decide what to say and how to deceive, but rarely do they think about the presentation of the lie.

When liars attempt to fabricate an answer, their emphasis looks unnatural or is delayed; rarely do they emphasize where appropriate, or they choose to do so only on relatively unimportant matters.

We emphasize both verbally and nonverbally.

Verbally: voice, pitch, tone, or repetition.

Nonverbally: People typically use their hands while speaking punctuate their remarks with hand gestures, even going so far as pounding on a desk as they emphasize. Hand behaviors complement honest speech, thoughts, and true sentiments. Raising our eyebrows and widening our eyes are also ways of emphasizing a point.

People emphasize by leaning forward with the torso, showing interest.

We rise up on the balls of our feet when we make a significant or emotionally charged point.

When seated, people emphasize by raising the knee while highlighting important points, and added emphasis can be shown by slapping the knee as it comes up.

People de-emphasize or show lack of commitment to their own speech by speaking behind their hands (talking while covering their mouths) or showing limited facial expression.

People control their countenance and engage in other movement restriction and withdrawal behaviors when they are not committed to that they are saying.

Deceptive people often show deliberative, pensive displays, such as fingers to the chin or stroking of cheeks, as though they are still thinking about what to say. Deceptive people spend time evaluating what they say and how it is being received, which is inconsistent with honest behavior.

Specific nonverbal behaviors to consider in detecting deception

Lack of emphasis in hand behavior

Lack of arm movement and lack of emphasis are suggestive of deception. Especially if it comes after a significant topic is brought up.

Any sudden change in movement reflects brain activity.

Liars will tend to display less steepling.

When the head, neck, arms, and legs are held in place with little movement and the arms are clutching the armrest, such behavior is very much consistent with those who are about to deceive, but again, it is not definitive.

Liars tend to avoid touching not only other people, but also objects such as a podium or table as well. (Pounding fist on the table)

Deceptive people are lack of commitment and confidence in what they are saying.

Sitting for long period in a chair, as though flash frozen in an ejector seat, is evidence of high stress and discomfort.

The rogatory position

When a person places his outstretched arms in front of his body, with palms up, this is known as the rogatory (or "prayerful") display.

The palms-up or "rogatory" position usually indicates the person wants to be believed or wants to be accepted. It is not a dominant, confident display.

When a person is making a passionate and assertive declaration such as, "You have to believe me, I did not kill her," those hands should be face down.

Territorial displays and deception

When we are confident and comfortable, we spread out. When we are less secure, we tend to take up less space.

In extreme circumstances, distressed people may fold their arms and legs into their own body, assuming an almost fetal position.

Uncomfortable conversations and interviews can evoke a variety of withdrawn postures: arms that are intertwined like a pretzel and/or ankles that are locked in place, sometimes to the point of being almost painful to the observer.

Link the change with the topic being discussed.

When we are confident about what believe or what we are saying, we tend to sit up, with shoulders and back wide, exhibiting an erect posture indicative of security.

When people are being deceitful, they stoop or sink into the furniture as if they are attempting to escape that is being said. E.g. Stoop slightly, but sometimes dramatically by lowering their heads and drawing the shoulders up to the ears.

(Turtle effect)