

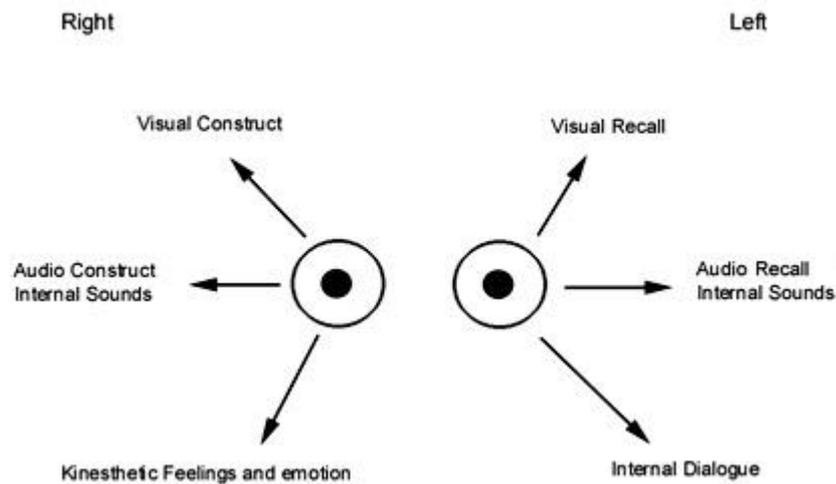
Lying and Body Language

Top 10 Ways to Tell Someone is Lying to You by Thomas J. Leonard

1. Their eyes cast down when they lie.
 2. They add too much.
 3. Nervous laughter.
 4. They feign ignorance about something you know they know.
 5. They take charge of the conversation to distract/divert you.
 6. They play on your friendship: asking you to just trust them.
 7. You sense that something is off; any clue will do.
 8. You find YOUR eyes squinting and your head angling several degrees.
 9. When you ask for an explanation/clarification, there's a momentary gap while they conjure up something.
 10. Explanations are given, that, while plausible, aren't good enough for YOU.
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Eye Language

by Darcy Brooker



Eyes or "windows to the soul" as gypsies referred to them can reveal our fears, desires, attitudes, sincerity and many other elements that we often cant or wont communicate through words and actions alone.

Verbal communication, which includes rhythm, pitch and tone as well as the actual words we use, only accounts for about 20 to 30% of our total communication efforts. This leaves a pretty hefty chunk of the communication up to body language. More interesting is the fact that people only make eye contact about 20% of the time. So what are our eyes doing for the remaining 80%? The answer: a volley of movement as we switch in and out of different modes of information recall (recalling past experiences) and construction (creating new information from previous experiences).

According to the experts whenever we look to the left we are recalling information and to the right we construct. Something that must be taken into account is the fact that a small percentage of usually left-handed people are wired in the opposite way. Psychologists will often perform some kind of calibration before examining a client by asking leading questions to learn how their eyes behave.

Try the following: Ask yourself what colour your car is and take notice which direction your eyes are looking.

Up: Looking up (whether to the left or right) is the visual area. E.g. remembering car colours (up-left) or making them up (up-right).

When we recall visual information we look diagonally up to the left. On the other hand, when we look up to the right we are constructing visual information. Both visual and auditory construction have often been mislabeled as lying; this is only half true. Up to the right indicates they're making things up but does not mean lying necessarily as they may be guessing or confused and not actually intending to deceive. Looking directly right means possibly constructing sentences - ie telling the truth but not sure how to word it. As you can see lying is not as black and white as someone just looking diagonally up right or directly right.

It has more recently been discovered that people close their eyes briefly before giving a false answer.

There is also a small percentage of people with what is called the thousand-mile stare. These people look like they are looking right through you when communicating but actually require very little eye movement when retrieving or constructing information.

Middle: Looking directly left or right is the auditory area. E.g. remembering what was said (left) or making a new sentence (right).

Down: Looking down left and right is the kinesthetic or feeling and emotion area. Feelings and emotions are expressed when a person looks down diagonally right. Diagonally down left is internal dialogue. You may recall when Buzz Light-year realized he was only a toy how he looked down searching his feelings.

Confident people usually make more frequent eye contact when communicating. Nervous and surprised people can be wide eyed while untrustworthy and defensive people will often squint and dart their eyes from left to right. Open and warm communicators may also appear to be wide eyed which can also be a sign of intelligence or attentive listening. Open communicators will also make use of smiling eyes. In contrast an angry person may stare with squinted eyes for an uncomfortable length of time.

Is he/she interested in me? Ever had someone look you up and down? When the opposite sex, an employer or enemy first approaches you they may look you up and down to size you up. Men will also often glance at a woman's breasts when communicating, hmmm the statistics on that would be interesting to see.

As you can see there is a great deal of information being communicated through this window to the soul and a good understanding of eye-movement is an invaluable tool for the character-animator. While body language can be difficult to interpret it is vital to communication and can weigh more heavily than words.

"Accessing cues" happen when a person retrieves information that isn't easily accessible from consciousness. If someone has been practicing or rehearsing a lie, they won't necessarily require a noticeable accessing cue to get it.

A 'constructed' cue might still happen when they're remembering. The circa-1977 NLP eye accessing model says rightward eye movements accompany Visual or Auditory CONSTRUCTED information. But people construct images/sounds for all kinds of reasons. Bandler and Grinder explicitly say in *Frogs Into Princes* that many people reconstruct their memories, and show a 'construct' eye accessing cue even when remembering. In fact, on a biochemical level, all memories are 'constructed'! How 'constructed' a memory has to be to trigger that eye accessing pattern isn't clear. Of course, people don't necessarily access the information you think they're accessing. I did my undergraduate MIT thesis on validating the eye accessing cue model 2. My experimental protocol found no correlation, though my own personal impression of the model's validity was reinforced during debriefing. As part of the experiment, I asked, "How many chairs do you have in your living room?" expecting them to access visual information. They would have a KINESTHETIC eye accessing cue. That counted as a non-correlation. During the debrief, the subject said, "Remember when you asked about the chairs? I suddenly remembered how wonderful it felt when my mother rocked me to sleep in those chairs." (He went on about the wonderful FEELING for a few more seconds.) Just because I wanted him to access certain information didn't mean he did.

In police interrogation, I can imagine anyone--innocent or not--worrying about how their answers will be taken. If they worry by constructing scenarios in their mind, that could produce a 'constructed' accessing cue.

Finally, there are other models of eye movement which are taught in more recent NLP seminars that have little to do with the original accessing cues. Accessing memories is only the first step in using the information. Once accessed, a person arranges the information spatially around them according to their "submodalities" and for associated pictures/sounds, according to the content of the information. At this point, a righthand glance might be an accessing cue or might be a reference to information spatially located to the right.

A better approach to lie detection is to learn to notice unconscious physiological responses: pupil dilation, pore size, skin flush, muscle tone changes, breathing, etc. Calibrate carefully. Ask lots of questions that you know the answers to, until you are sure you can tell what combinations of nonverbal responses correspond to truth. If they happen to lie to one of your questions and you know they're lying, you'll also have the chance to calibrate a lie. Good poker players do this when they look for a "tell" in the other players.

Then when you interrogate, watch for deviations in their nonverbal behavior. Those won't necessarily mean they're lying, but they will point to areas where the person--for whatever reason--had a significantly different internal response.

You want to calibrate with questions as close as possible to the intensity of the questions you'll be asking. If you calibrate 'truth' by asking, "Were you born on January 3, 1970?" and then interrogate with, "Did you fire two shotgun blasts into the gas station attendant at point blank range?" you'll likely get different nonverbals simply because of the relative intensity of the two questions.

I've heard that voice tone often changes when someone is lying. Since voice tone is pretty unconscious in the Western world, it's often outside the awareness of the liar. So calibrating on voice tone might be another fruitful tack to take.

But so far as I know, there's no absolute way to know if someone's lying. Human beings are far too complex for our current understanding to give definite results.

I hope this helps.

Stever Robbins

1 The Psychobiology of Mind-Body Healing, Ernest Lawrence Rossi, 1986, W.W. Norton & Company, page 69. 2 I've since changed my stance on the validity of even asking if the eye accessing model is 'true.' Accessing cues are a guide to intervention; they're not supposed to be 'true.'

Examples Of Body Language

NONVERBAL BEHAVIOR	INTERPRETATION
Brisk, erect walk	Confidence
Standing with hands on hips	Readiness, aggression
Sitting with legs crossed, foot kicking slightly	Boredom
Sitting, legs apart	Open, relaxed
Arms crossed on chest	Defensiveness
Walking with hands in pockets, shoulders hunched	Dejection
Hand to cheek	Evaluation, thinking
Touching, slightly rubbing nose	Rejection, doubt, lying
Rubbing the eye	Doubt, disbelief
Hands clasped behind back	Anger, frustration, apprehension
Locked ankles	Apprehension
Head resting in hand, eyes downcast	Boredom
Rubbing hands	Anticipation
Sitting with hands clasped behind head, legs crossed	Confidence, superiority
Open palm	Sincerity, openness, innocence
Pinching bridge of nose, eyes closed	Negative evaluation
Tapping or drumming fingers	Impatience
Steepling fingers	Authoritative
Patting/fondling hair	Lack of self-confidence; insecurity
Tilted head	Interest
Stroking chin	Trying to make a decision

Looking down, face turned away	Disbelief
Biting nails	Insecurity, nervousness
Pulling or tugging at ear	Indecision

Body Language

Body language is a window on your thoughts:

Folded Arms-If folded by someone you are talking to, they are saying leave me alone or I don't accept or am not interested in what you say.

Arms behind head, leaning back-In a new relationship, it is often used to express a desire for control or power.

Body tense-Stiffness, jerky body motion, hands clasped in front or palms down on the table indicates concern with the topic.

Hand Covering Mouth, Chin-You are not being open, you could be lying or you could just feel insecure and vulnerable. If you touch your face when someone else is speaking, it could be that you don't believe what is being said.

Fidgeting-Moving around, playing with things and drumming fingers are signs of boredom, nervousness or impatience

Knees buckle-As you answer a question. Soft spot has been hit and you're looking for easing of the pressure.

Leaning away-Avoiding moving closer, even when something is handed to the person, is very negative. Negative body language is less reliable than positive language as an indicator of comfort.

Negative actions may indicate that the person is tired, or result from other matters weighing on this person's mind.

Individual body positions or movements are frequently meaningless. Some people form a smile or a frown more naturally than a neutral expression. Others lean on their hand all the time; others never do it. Some people can't sit in a chair for more than a few minutes without crossing their arms; others sit erect with their hands at their sides.

What is meaningful, however, is a transition from one body position to another. If a person spends the entire meeting leaning forward, that may be just comfort. But if the same person starts out leaning back and then gradually moves forward as the meeting progresses, that's non-verbal communication. Elements Are Ö

Physical movements Ö Vocal Tone Eye Contact Recognized and absorbed instinctively and quickly. Interpretation relies on repetition and to the environment.

Closed Body Language

Pointing of finger at your listener or on desk Appears very aggressive. Listener shuts it out.
Use open language

Hands behind head leaning back in chair- Egotistical, superiority attitude

Hand on neck - Person you are talking to is a pain in the neck.

Blocking view by shielding eyes with hands or turning away...no eye contact You don't believe what you are saying / they can't read you Crossed arms. Defensive action. You don't want to talk about it or you haven't bought in yet. You could also be cold.

Chin on hands. - Bored

Playing with a pen or something in your hands.- Bored/nervous

Open Body Language

Leaning forward - Listening

Nodding - Understanding. Don't do this on camera

Head tilted (When listening) Open to hearing the facts. Don't do this on camera

Open palms I believe this. Honest gesture.

Touching Back of neck - You are a pain in the neck

Face earlobe - Don't believe or trust you. You don't believe what is being said...you may know it is not true.

Touching other person's arm. - Establishes relationship

Vocal Tone

Ends on a high note - Positive-open -

Ends on a low note - Negative-closed

Smiles - Willingness to help-you can hear them too