



Body Language Decision Tree

For interrogations & interviews.

EXAMPLE:

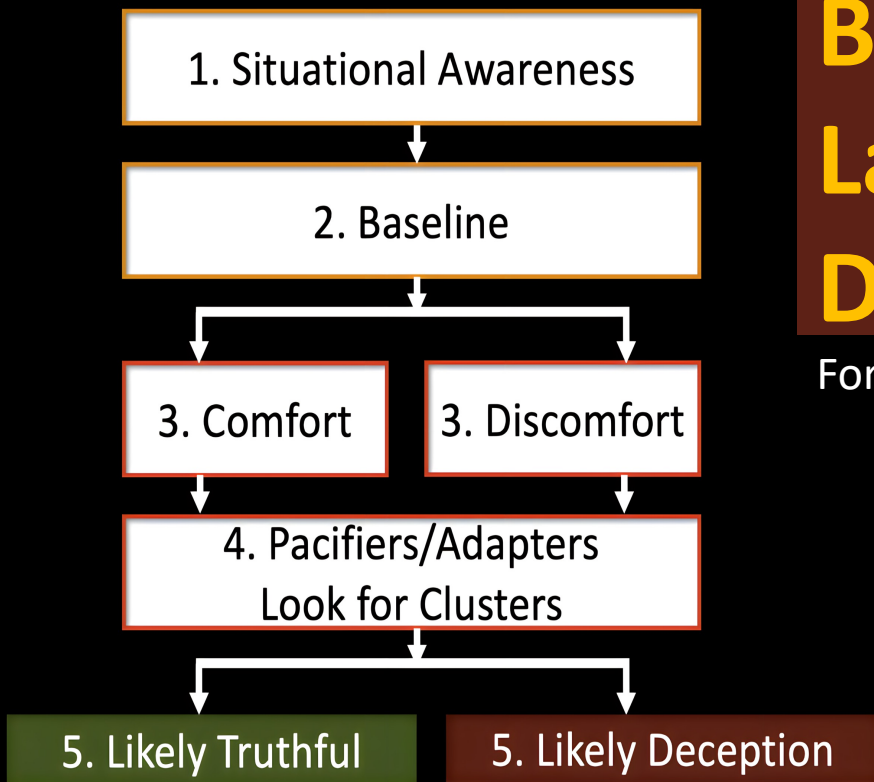
You have John in your office. You note the weather is cold, and he has never been in your office. Additionally, you are a person of authority. When he sits you see he has good posture and makes eye contact. This changes when you start to ask him about the cheating. He starts looking anxious, averts his eyes, and leans back in the chair, signs of discomfort. To comfort himself he starts leg cleansing and rubbing his neck/face. What is the likelihood he is lying?

OUTLINE:

Subject is John Doe, questioned for cheating.

1. Situational Awareness: Cold outside, unfamiliar office, formal, person of authority
2. Baseline: Good posture, eye contact
3. Discomfort: Anxious, eyes averted, distancing
4. Pacifiers: Leg cleansing, rub face/neck
5. Likely **Truthful** or **Deception?**

When a person is uncomfortable due to stress, anxiety, deception, etc. their nonverbal actions pacify them. Those actions are called pacifiers or adapters.



Comfort

calmness
 enjoyment
 friendliness
 fluid speech
 happiness
 openness
 touching
 joy
 patience
 calm
 receptiveness
 relaxing
 peacefulness
 closeness
 clear thinking
 confidence
 respect
 security
 tenderness
 trust
 trustfulness
 warmth
 responsiveness
 poise

Discomfort

anxiety
 apprehension
 clouded thinking
 distancing
 contrariness
 speech error
 unfriendliness
 depression
 tension
 obduracy
 occlusion
 withdrawal
 anger
 impatience
 nervousness
 fear
 indifference
 insecurity
 sternness
 lies
 coldness
 hesitation
 ranting
 doubt

Nonverbal Communication

Body Parts

Face:

- Lower Teeth Exposed
- Blocking
- Closed Eyes
- Confirmation Nods
- Eyes Down To Left Or Right
- Head Shake
- High Blink Rate
- Preening
- Compressed Lips
- Nose Flare
- Touch Back of Head or Mouth
- Neck Touching or Stroking Women Touch Their Suprasternal Notch With Their Hand (Clutch Pearls)
- Play With Hair
- Touch Face
- Rub Cheeks or Lips From Inside of Mouth
- Exhale Slowly With Puffed Cheeks
- Smoke More, Chew Gum Faster
- Ventilating

Feet:

- Happiness (stomping, dancing, jumping)
- Toe in air – excited (gravity defying)
- Happy feet – feet and legs wiggle and bounce with joy (high confidence) it can also mean impatience, or some people have naturally jittery legs
- Feet and ankle touching

Arms:

- Crossed
- At side, unmoving

Hands:

- Steeple
- Splayed
- Entwined

Torso:

- Blocking
- Leaning

Legs:

- Called Intention Movements
- Clasp
- Lean
- Leg Splay
- Standing Feet Together Is Submissive.
- Legs Crossing Indicates Comfort
- Legs Crossed and One Foot Leaning Toward A Person – Like And Trust
- Criminals Posing, Not Reposing