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

**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 True or False?

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

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

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

© 2023 Dr. Terry Oroszi