

The lying happens in the prefrontal cortex.



# SPOT THE LIE.



Practice Makes Perfect.

Sudden changes in behavior



The use of pacifiers / adaptors




Jerky, stiff, movements




Open hands to appear honest



Head shaking no when yes, or yes when no




Answer quickly, or not quick enough

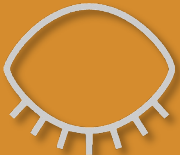


Add qualifiers (I promise, I swear to god, absolutely sure, 100% sure...)

Answer fades (quieter and quieter)



Excessive blinking or blink freezing




## Why Do We Believe The Lies?


We want it (greed).




The story is believable.



Our brain is triggered by key words to make us want what they're selling.



They use mirroring. (matching = like).



# NONVERBAL COMMUNICATION

## PACIFIERS/ADAPTERS



### Face:

Eye Blocking  
Lower Eyebrows  
Chin Down  
Tongue Rub  
Disappearing Lips  
Lack of Eye Contact  
Lower Eyebrow and Squint  
Eye Gaze  
Sneer  
Nose Flaring  
Disappearing Lips  
Lifted Up  
Compressed Lip  
Tongue Jutting  
Increased Eye Blink  
Inappropriate eye contact  
Cocking the head to the side  
Facial Fidgeting  
Head Movement  
Eye Blinking

### Legs:

Standing Feet Together  
Jiggle to Kick Means Discomfort  
Jiggling Means Nervous  
Leg Movement  
Posing, Not Reposing  
Constant Leg Movement

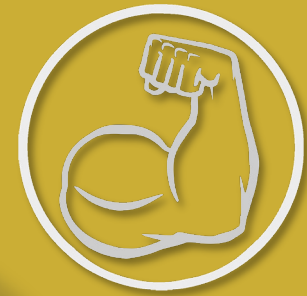


### Hands:

Hidden Hands  
Sweaty Hands  
Nervous Hands  
Ring Playing  
Fingers Interlaced  
Playing With Objects  
Protect Other Body Parts  
Palms- Up Display  
Fingers Interlaced  
Thumbs In Pocket  
Interlaced Stroking/Rubbing  
Hand Wringing  
Frozen Hands  
Neck Touching  
Palms-down Display  
Palms-down Fingers Spread  
Hidden Hands  
Fidgeting

### Feet:

Feet Shifting – Need To Leave  
Toes In or Interlocked  
Feet Movement Restricted  
Feet Locked Around Chair  
Hiding or Freezing Feet  
Shuffling Feet  
Feet/Ankle Touching  
Feet Torso Movement - Welcome  
Dangle Toes - Comfort, Interest



### Arms:

Reactive And Defend  
Restricted, Unmoving  
Elbow Narrowing  
Arms Against Waist or Between  
Legs  
Arm Crossing  
Arms Crossing as Massaging  
Arms Crossed Holding Wrist  
Arm Around Person  
Akimbo With Thumbs Forward -  
Inquisitive or Concerned

### Shoulder

Double Shrug too long or short  
Single Shrug

### Torso:

Leaning Away  
Blade Away  
Ventral Denial Shift  
Torso Shield, Blocking  
Crossing Arms  
Half Shrug  
Turtle  
Bowing  
Crossing Arms  
Baring The Torso  
Puffing Up The Chest  
Torso Splay  
Body Posture Changes

