The lying happens in the prefrontal cortex.

**SPOT THE LIE.**

Practice Makes Perfect.

**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).

- 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

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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 Jutting
- Inappropriate eye contact
- Cocking the head to the side
- Facial Fidgeting
- Head Movement
- Eye Blinking

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

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

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

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

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