

Powerful lessons from the book What Every BODY Is Saying, An Ex-FBI Agent's Guide to Speed-Reading People by Joe Navarro with Marvin Karlins, Ph.D.

1. At least 60% of what you say is not coming out of your mouth.
 - a. To become a master at reading body language, you have to develop situational awareness.
2. Humans are capable of more than ten thousand different facial expressions.
 - a. Observing in context is key to understanding nonverbal behavior.
 - b. When you interact with others, try to establish their baseline behaviors.
3. People lean away from each other subconsciously when they disagree or feel uncomfortable around each other.
4. Using the hands to frame the genitals is often seen with young males and females during the courtship years.
 - a. It is a dominance display.
5. Ticket agents can often identify passengers who will become problematic by how wide they position their arms when they are at the counter.
6. Arms spread out over chairs tell the world you are feeling confident and comfortable.
7. Where one foot points and turns away during a conversation, this is a sign the person has to leave precisely in that direction.
 - a. This is an intentional cue.
8. Fingertips planted spread apart on a surface are a significant territorial display of confidence and authority.
9. Eye blocking is a very powerful display of consternation, disbelief, or disagreement.
10. When people press their lips together in a manner that seems to make them disappear, it is a clear and common sign that they are troubled and something is wrong.
11. Neck touching takes place when there is emotional discomfort, doubt, or insecurity.
12. When someone hears something they don't like or are angry, they will often squint their eyes.
 - a. The more negative the news or event, the tighter one's eyes compress.