

*For better understanding! For better communication!*

# How to Detect Lies

## The Body Language Cards



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# BODY LANGUAGE AS THE COMPETITION ADVANTAGE

Have you ever wished that you could tell when someone is lying to you?

Most people have lied one way or another in their life. In fact, lying has become part of human nature. Sometimes we have to tell lies in order to avoid hurting somebody else. As the saying goes, what the person doesn't know won't hurt him. However, if discovering the truth is what you're after, then these tips on how to detect a lie will help you find out if you're being duped or not.

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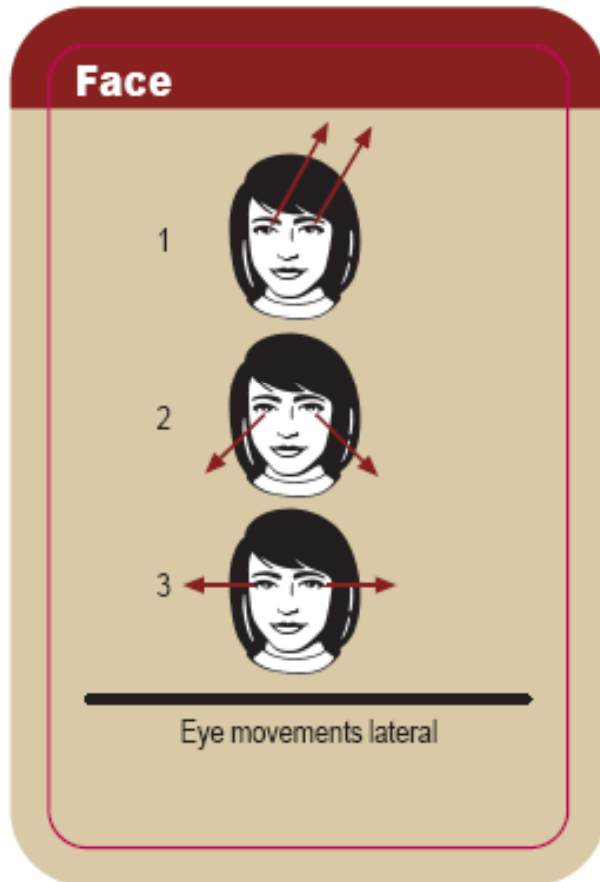
**“You never get a second chance to make the first impression”**

# AVOIDANCE OF EYE CONTACT:



- When a person uses very little eye contact, they may also be lying and not want to be detected; it also could be a result of coulter behavior.
- "The eyes are often called, "the windows of the soul" as they can send many different non-verbal signals.
- Usually someone makes eye contact at least half the time they are talking to you. If you notice them avoiding eye contact or looking down during a specific part of a conversation, they may well be lying

# IDENTIFY THE PREFERRED COMMUNICATION CHANNEL BY LATERAL EYE MOVEMENTS



The direction in which a person looks expresses the communication channel that he or she prefers.

## 1. The visual channel:

When the eyes look upward, use words and expressions with such a person: look, observe, see, analyze and examine.

## 2. The feeling channel:

When the eyes look downward, use feel, cool, cutting, embrace, get in touch with, warm, rough, sore, stir up, support, smooth, soft, touch and emotion.

## 3. The audio channel:

When the eyes look to the side, words to use: tell, listen, amplify, announce, earful, speak and music.

# COVERING MOUTH



**"I'm not so sure of what I am saying."**

This gesture may occur in situations in which the person is lying, hiding certain information, overreacting or is not convinced of what he/she is saying.

Turning the body away, covering the face or mouth, a lot of fidgeting of hands or legs can indicate deception.

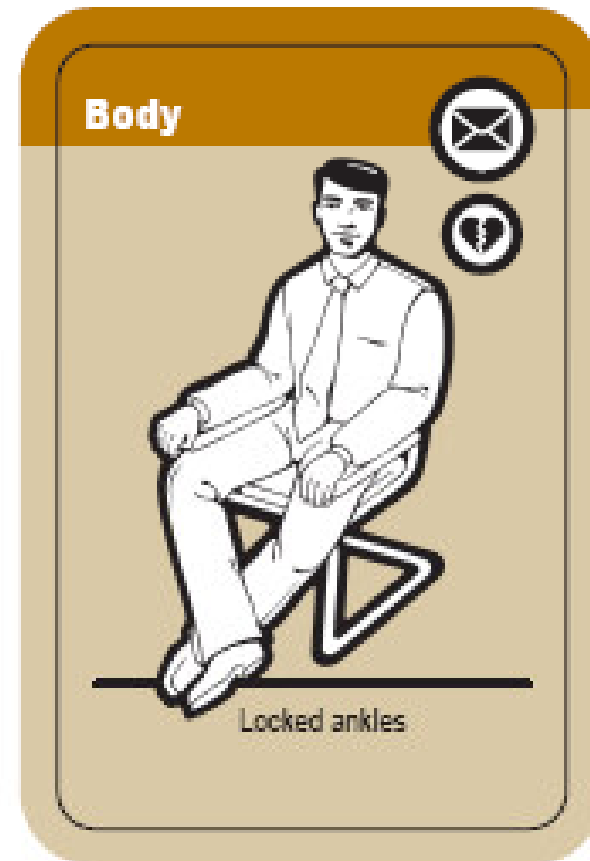
When a listener uses this gesture, it may signify distrust, uncertainty or doubt about things that were said.

When it is accompanied by widening of the eyes, it signifies surprise at what is being heard.

**Change of voice:** A variation in pitch of voice or rate of speech can be a sign of lying

## LOCKED ANKLES

- Hands, legs, objects put in front of body to form a barrier (folding arms, crossing legs, etc.).
- As a rule it is difficult for most people to control their legs since they are far from the head. This is even difficult for those people who are extremely aware of body language.



## LYING FACE-TO-FACE

- According to Cornell University communications researchers, people are most likely to lie on the telephone
- In fact, the researchers say, phone fibbing is even more likely than when people use e-mail, instant messaging or even speak face-to-face
- "Some psychologists did not expect this. Lies makes us feel uncomfortable, and you would think we should be using media to reduce that discomfort, but that's not the case," says Jeff Hancock, Cornell assistant professor of communication



# WHY BODY LANGUAGE?

- More than 90% of our communication is conveyed by non-verbal means. Body language is the main factor in such communication. This is an ancient form of interaction that is even more evident in the animal world
- The non-verbal messages are mostly perceived in our unconsciousness leading us to a hunch or a feeling regarding a person or a situation: “I don’t like him, I can feel he is lying,” or on the positive side, “I immediately felt connected to her”.
- Body language can be used to improve your negotiation skills, your presentation ability and in different social interactions, including a romantic date.

# THE BODY LANGUAGE CARDS

- Discover the secrets of body language.
- Use that knowledge to make presentations better than ever.
- Get the job that you want.
- Determine how to differentiate between truth and lies in real time.
- Recognize when someone is attracted to you!
- Generate sexual and romantic interest in someone you desire.
- Portray confidence and command respect in any situation!
- Build a sense of trust!



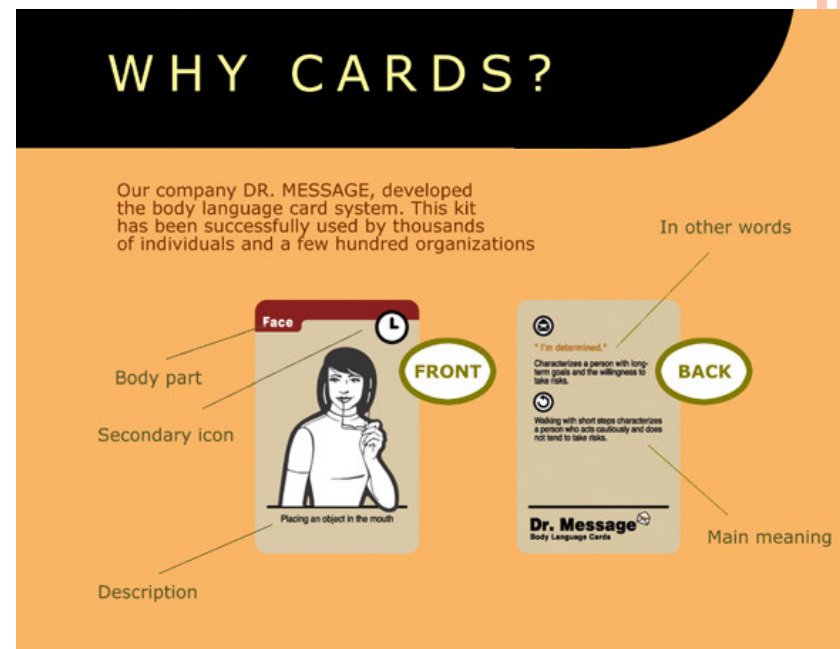
**Nokia Private Label**



Example

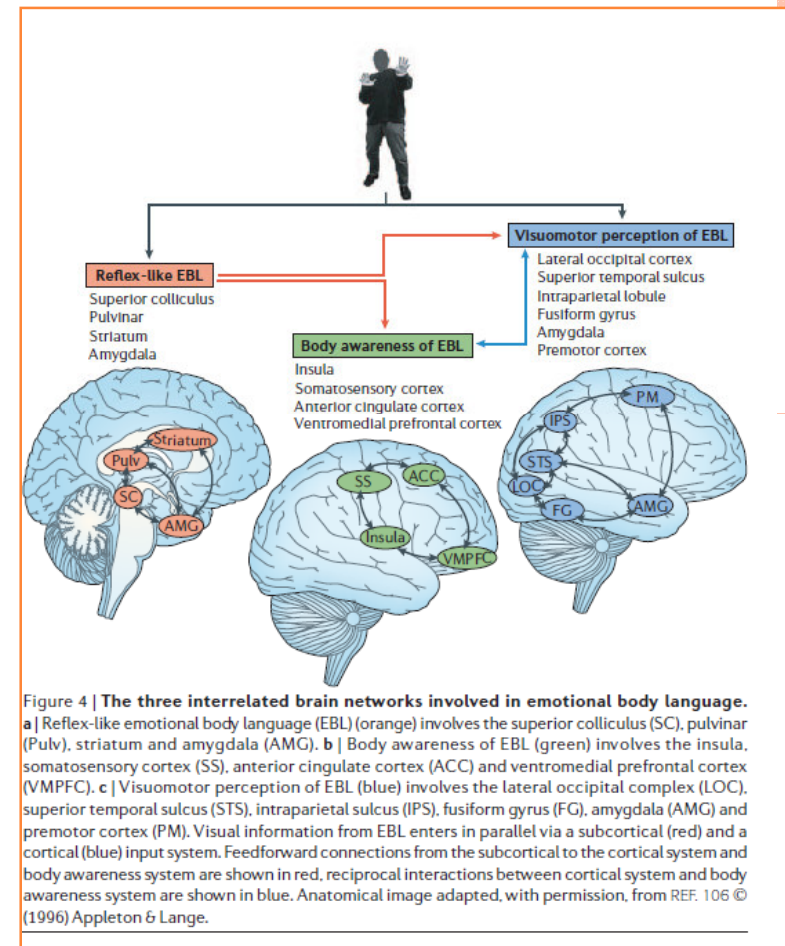
## WHY CARDS?

1. The information in this field is organized mostly in books, which is amazing, taking into consideration the fact that it's a visual mode of communication and the crucial thing is to have the visual memory of the movement in mind when one encounters the relevant gesture.
2. Cards send a signal to our brain that it's a game and not another bulk of information that we have to learn. People like to play, and thus the information is more effectively consolidated.
3. By flash cards much of the information is integrated in additional brain areas, those involved in habits acquisition.
4. It's also a very easy way to practice and repeat the information which is more complicated with other means.



# THE CORTICO-LIMBIC THEORY FOR TARGETED COMMUNICATION (CLTC)

- Our concept is based on the **Cortico-Limbic Theory for targeted communication (CLTC)**, as a means to educate the “thinking” brain, the neocortex, with information that is already inherited in our “emotional” part of the brain in the limbic system.
- Studies have shown that a specific brain area within the limbic system (the EBL area of the amygdale) is activated in response to emotional body gestures. However, only few of us are actually aware of the meaning and the interpretation of these gestures in a way that it enables us to consciously use it as a working tool to better understand others and to control our own body language to help us improve our communication skills.
- Our system is based on visual modes of learning. Body language is a visual language and we use the same modality to encode in our “thinking” brain with its interoperation.



The three interrelated brain networks involved in emotional body language/ Beatrice de Gelder, NATURE REVIEWS | MARCH 2006

**FOR BETTER UNDERSTANDING!  
FOR BETTER COMMUNICATION!**

**BODY CARDS  
LANGUAGE**

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