Your Guide to

How to Read People Like a Book

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Learn The Truth About
What Your Body Language Conveys to Others!

and...

Discover How to Easily Read Others' Body Language...

!!! Not intended for readers under age 18 !!!
Introduction

Hello there, nice to see you here 😊

My name is E.G. Sebastian and I have spent the last 20+ years learning and teaching effective communication, conflict management, and leadership development. During these years I had the chance to acquire a great wealth of knowledge in the area of reading and interpreting body language signs.

According to research, as much as 90% of our communication is conveyed through non-verbal cues - that is, through body language. However, let's face it, if someone walks up to you without uttering a word and kisses you passionately, that's 100% communication through body language; the same would apply if someone walked up to you and slapped you on the face..

Body language sometimes can account of up to 100% of our communication!

So, yes, sometimes communication can be conveyed through 100% non-verbal cues. Other examples would be, when you show up in your favorite outfit and someone took a look at you, gazing their eyes from your top to the bottom, then from bottom to the top... and you'd notice a look of disgust, envy, admiration, etc. Or when you try to flirt with the person across your restaurant table, and the other person turns away, gives you a look that could "kill," or even worse, stands up and leaves...

So, yes, body language can at times convey as much as 100% of what we want to express; that is, our communication can speak loudly even without opening our mouth.

The opposite is true too - at times we talk to someone and we try to find out whether the person is joking or is serious, but they keep a poker face and we feel lost for a while....

In the past I've seen different experts show the result of their research on what percentage of our communication is conveyed thorough body language, and these figures were ranging anywhere from 50% to 95%.

What is the truth - What percentage of our communication is conveyed through body language?

The truth is that there's no exact number. As you've seen it above, at times we can express our thoughts 100% through body language, while other times we are rather stingy
with our body language and either consciously or subconsciously we try to hide behind an almost inanimate body and a poker face.

**Most people are highly expressive and are easy to read!**

The good news is that most people are highly expressive and rather easy to read, and with a little effort anyone can learn to detect lies, recognize when a person feels uncomfortable, when someone is trying to hide something - such as feelings and emotions - or when someone is subtly flirting with you.... But this also means that you are **probably pretty easy to read** too 😊. The Question is, are you **aware of all the body language** - or non-verbal - signals that you are conveying to those around you???

**Body "Language" - like any other language - can be learned!**

Luckily **body "language"** is incomparably easier to learn than **learning a foreign language**. In a few minutes a day, anyone can learn to **effectively read others' body language**; and adjust own body language for more effective social interaction, improve self-image, raise self-confidence, and more..

Enjoy!

Your new friend,

E.G. Sebastian
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Chapter 1 - How to Catch a Liar

In this chapter we'll cover some of the non-verbal signs that expose a person's deceptive intentions.

It is not a secret that we all lie... A lot. Most of these lies are simple "white lies," such as "Your hair looks great"; "Wow, this is really delicious!"; "No, that dress looks great on you - it does not make you look fat at all"; etc. when in fact we think the opposite. In these instances it's not always easy to detect the lie, as the "liar" tries to match their facial expression and body language to the spoken words... But when you notice a disconnect between the words spoken and the body language you observe, it is the body language that is more reliable.

For example, if someone says that your cooking is delicious, but their face shows an expression of disgust and a fake smile, you know that the person is just trying to be nice to you...

Of course, we also have our habitual liars, often meaning no harm, just simply lying to come across as more important or more interesting; constantly exaggerating and "entertaining" us with unbelievably "exciting" stories (half of which are totally made up).

CAUTION!
Most non-verbal signals should be read in their context. For example, if someone sits in a cold classroom, meeting room, etc. with their arms crossed, it probably simply means that the person is cold (vs. feeling defensive or uncomfortable); or if someone is scratching their eye while talking, it could simply mean that they are itching (vs. lying). Usually there are a set of non-verbal signs that come "packaged" together that give away a person's inner feelings, emotions, intention to deceive, etc. For example, someone who lies will avoid eye contact, or will be visibly uncomfortable with eye contact, might scratch - or touch - their nose bridge or rub their eyes; while also hesitating when asked questions or including lots of fillers, such as "uhm," "err," "well...," "you know..." etc, which allows them to pause to make up the next part of their story.
Non-Verbal Cues of Deception

So how do we know if someone lies to us?

One of the least reliable signs to watch for is one's facial expression - though most of us try to catch a liar by watching one's facial non-verbal cues. Many "skilled liars" learn to control their facial expression and put on a poker face or an honest-looking smiling face. However, most of us are not very good at faking it, even if we try. Here are some signs to watch for:

Eyes:
- Inability to look you straight in the listener's eyes
- (This of course is valid only if the person usually does look you in the eye when communicating; shy people and those with low self-confidence - or people from certain cultures - will not habitually look you in the eye, regardless whether they tell the truth or not.)
- ... or staring straight in your eyes while he talks, trying to maintain prolonged eye contact, forcing himself not to blink or look away
- Many liars will start blinking their eyes rapidly the moment they tell their lies
- The eyes of a person are the window to one's soul - they say; and rightfully. A person's eyes can often give away the complete picture of what a person is thinking. For example, when a male individual looks up and down at a female acquaintance, co-worker, etc., while pausing their gaze on certain body parts... and this look follows an invitation to come up to his apartment to see his stamp collection, for a coffee, or some other "great and enticing" offer, one should be blind and mentally challenged not to see the real intention behind the invite. In this situation, regardless of what words come out of the person's mouth, the true intention has been made clear just by noticing the guy's facial expression and eye "contact."
- Also it is interesting to note that while we might exchange words with a person of opposite sex, talking about all kinds of trivial issues, our body language does the real talk. For example, one of the parties might get closer than normal and might even touch the other person on the shoulder, or remove an invisible lint; while the other person either reciprocates with facing the other person and slightly touching the other person's hand, arm, shoulder, etc.; or the person's body language can show very clearly that "I'm not interested," by turning sideways, perhaps checking the time, looking around in the room without giving full attention to the other person, or even giving a look that can "kill" to let the other know that his or her advances are unwelcomed.

Face:
- Blushing is another rather reliable sign that someone just tried to pull a "Kaminsky" on you - that is, tried to blatantly lie, but at this point even they know that you probably noticed the blushing and can see through their lie. (However, at
times the question itself was perceived as intrusive, sexually charged, or otherwise inappropriate and the person blushes due to becoming uncomfortable about the topic, and not because they just lied)

- Many who lie, will have a brief change in their facial expression or other body parts. For example, as they speak with a smile, their face will turn somber - or even angry - just for a fraction of a second; their fingers will twitch, or their shoulders will suddenly raise and lower... These are very subtle changes and are often perceived subconsciously and you just get a feeling that somethin' just ain't right...

- Some lies are followed up by a smile, which often comes across as fake, due to the person simply forcing the facial muscles to grimace a smile-like expression, but the eyes stay serious or otherwise betray the fake smile.

- Here's a bonus "lie-detector" tip for you - one that you won't find in most body language books (also one that might anger some for sharing it here). If you ever took the time to study the four personality or behavioral styles, there is one that tends to fib more than the other three. Without going into too much detail in describing the four styles, you'll notice a certain type of person who tends to be most of the time upbeat, enthusiastic, talkative (usually talking fast), easygoing and just happy-looking most of the time. This personality style has a natural tendency to be a people-pleaser - hence will say anything to make you happy - while they also love to shine, hence often inflating their stories with more details than actually took place. (Learn more about the four styles at [http://www.CommunicationSkillsMagic.com](http://www.CommunicationSkillsMagic.com))

Of course, many people with this personality style have become aware of this tendency and learn to control it in order not to lose credibility. (You can get the basics on the four personality styles by visiting [http://egsebastian.com/ecourse](http://egsebastian.com/ecourse) and sign up for the 7-Part eCourse entitled "Communication is More than Just Talk, Talk, Talk...")

**General Body Language**

- When lying, few people can maintain natural hand gestures, but rather they become a bit stiffer and more controlled - or stop gesturing completely. So if you see someone who talks with rich hand gestures, but than suddenly their hand gestures become very controlled or stops altogether, then there's a great chance that a bit of deceptive information was spoken.

- Often, the person who tells a lie will raise their hand - or a few fingers - to their lip, ear, or scratch the eye at the moment of telling the lie. Of course, some people might have allergies, or their eye was
itchy; so just because someone rubs their eye, it does not necessarily mean that they are lying.

- When confronting someone whose story you doubt, they will often respond by saying "But I'm really telling you the truth! or I have nothing to hide! While they'll hold their palms facing upwards and slightly towards you (a liar might control their hand movements). This hand gesture is often used by experienced liars, but their facial expression and tone of voice will often show a discrepancy - their words will lack commitment and enthusiasm and their facial expression will be either an exaggerated "I'm-honest-look," or will show discomfort.

- When you suspect someone of lying, watch their nodding pattern. As they speak, do they nod affirmatively or negatively? For example, as someone says "I put all twelve folders on your desk," but at the same time the person does a slight negative nod with the head (slight shake of "no"). Or "Did you break the vase?" and while the answer is "No, I didn't brake it," but the head nods slightly affirmatively, you bet s/he broke the darn vase.

  Usually the head nodding is in synchronous with the message being spoken. Whenever the nodding sends a different message than the verbal message, usually the head nodding is the one that "tells" the truth.

- Often a lie is told when the person is put in a defensive mode. In this case, the person might also fold their arms in front of their chest, with one or both palms hidden under the armpit.

**Remember!**

- Most of the above body language signs are rarely reliable when noticing them on their own - though, that can happen too. Usually you will notice a combination of several of the above signs that will give away the other person's deception. HOWEVER, just because you don't notice any of the above body language signals, it does not mean that everything you hear is truthful - some people master the "art" of lying and can lie looking straight in your eyes with a biiig "honest" smile and all the right body language in place...

  - At times you might not notice any of the above signs (when listening to experienced pro liars), but, as you listen to the other person, your gut feeling might tell you that something is not quit right; and in most instances you should listen to your gut feeling. Especially if it is a business proposal that sounds too good to be true (often accompanied by urgency clauses, such as “If you start today, you'll get it for only $7,500.00 vs. the regular price of $12,000.00.”) And, of course, sometimes a lie can be detected at gut level even when we are not facing a person, but reading a sales letter.

  - If you use a suspicious tone, or you express anger or frustration, you will influence the other person's behavior. Such behavior from your part will put the other person in a defensive mode, their body language will not flow naturally and you'll have less chance to read their gestures accurately. Try to remain calm and keep a conversational tone and this will ensure that the other person will let it all out - both verbally and through their body language (Joe Navarro, "What Every Body is Saying," 210-211)
It is easiest to catch inexperienced liars lying; it is much more difficult - close to impossible - to catch an experienced liar just by observing their body language. Lawyers, politicians, con artists, some televangelists, actors, and others who lie as part of their "profession" work on their body gestures till they can deliver a lie in a most convincing manner, and not even the most gifted FBI agent can notice that a lie has been uttered.

Chapter 2 – 23 Body Postures That Give Away a Person's Discomfort (Fear, Nervousness, etc.)

We like to do business, or simply hang out, with people who come across as confident and comfortable around us. Having to talk to a person who is visibly uncomfortable or nervous when speaking to them, they often make us feel uneasy...

How about you? Do you come across as nervous or uncomfortable when you talk to some of the people around you? Here are the most common body postures that will give away your nervousness, discomfort, or the fact that the person in front of you intimidates you:

**Eyes:**
1. Suddenly widened eyes can say many things: *What??? I can't believe you just said that!; No way! I got caught!; You are scaring me...*, etc

2. Avoiding eye contact (again, this is a valid sign of discomfort only if the person would normally keep "normal" eye contact)

**Face**
3. Biting on one's own lower lip. When the lip biting is done as one shakes his or her head ("no, no"), it means that the person is trying to control his or her anger or frustration. The facial expression shows frustration or anger.

4. Holding the lips tight together or slightly puckering the lips while pulling the corners back as
in a fake smile (and holing them that way for extended periods)

5. Holding any facial expression for an unnaturally long period - a frown, eye contact, a smile, etc. (The smile will look fake after a while, but the person will keep holding it trying to deceive the other person into thinking that "I'm fine." This "smile" is also often used by a person who is lying and tries to seem confident and truthful by holding that long "smile"/grin)

6. Dry mouth and constant attempt to gulp

7. Shaking lower lip or involuntary twitching of one of the corners of the lips

**Hands & Shoulders**

8. Elbows on the desk covering one fist with the other palm and squeezing and rubbing the clenched fist. (this can be a sign of nervousness as well)

9. Pulling the shoulders up into an almost turtle-like position and holding that position for long seconds at a time (this position of often adopted by someone who feels "squeezed" and is about to give deceitful information)

10. Sweating palms and wiping them on the thighs; or rubbing the palms on the thigh regardless of sweating or not

11. Relaxing the tie, inserting finger inside neck collar as if trying to loosen it, or unbuttoning the top button (for men), or ventilating the shirt neck (both men and women), are giveaways that the topic of discussion creates discomfort.

12. Closing the eyes and rubbing them, often accompanied with rubbing the temples, face, forehead, and chin. This can mean that the person is uncomfortable with what he or she hears; but it also can simply mean that this person is extremely tired or has a head ache.

13. Hand wringing or rubbing palms together (again, this can mean that the person is nervous or it can also simply mean that the person feels cold).

14. Scratching or massaging the top of the head or the back of the head. This simply means that the person feels stuck and needs time to think.

15. Touching, scratching, or rubbing the back of the neck can mean discomfort or insecurity; touching the front part of the neck (Adam's bone area) shows that the person is worried about something.
16. Putting a hand - a finger or a few fingers - in front of the lips suggests that the person is trying to hold back an opinion, an uncomfortable question, etc. or is shocked by what he or she hears (and wishes the other person changed the subject)

17. Rubbing the ear lobe - this usually means that the person would like to block out what he or she hears; or perhaps would like to interrupt the other person and either change the subject or rebuff what was spoken.

18. Head supported by one or both hands, means that the person is most likely bored to death - especially if this body posture is accompanied with a lethargic facial expression. Sometimes, however, it simply means that the person is tired. (the facial expression is the key when noticing this behavior)

**General Body Language**

19. Constantly shifting position in the chair, constantly shifting the crossing of legs; or shifting from one leg to another, when standing; constantly changing the potion of the hands (crossing arms, lowering arms, placing your hands on your hips, raising a hand and touching the lips, etc.)

20. Sitting with legs and arms crossed, perhaps even hunched over a little (of course, this person might only feel cold, which is still a sign of discomfort). People who feel uncomfortable will take up less space; the opposite is true about people who are overly comfortable who will usually slouch in their chairs, spread their legs on the floor (or pull on up under their buttocks) - or even place a foot on the desk, table, etc. - and will have their arms resting relaxed at their side, on the desk, etc.

21. Repeatedly checking the time and/or constantly glancing to the either side or beyond the other person
22. The person's breathing speeds up or becomes difficult, often happening simultaneously with discomfort noticeable on the face.

23. During a conversation, when a person's legs point away from their conversation partner, it literally means "I'd like to get out of here." Feet pointed towards the other person say "I'm listening and I'm interested in what you are saying."

**Chapter 3 - 7 Body Postures You Can Adopt Instantly To Come Across As - And Feel - Confident.**

Fact is, our body posture gives away how we feel about ourselves and how we feel about those we interact with. We adopt different body postures when we talk to someone we respect and a totally different body posture when we talk to someone we detest or do not care about... And the sad reality is that most of these body postures are read rather accurately by those around you. Of course, no matter who we interact with, we all want to come across as confident...

Confidence is a rather important "state of mind" and we all strive to have as much of it as possible. When confident, not only do we feel more at ease while interacting with others, but at the same time we also make others feel more at ease around us. A confident person also comes across as more trustworthy; and a person who displays lack of confidence might come across as someone who might be less worthy of others trust.

What most people don't realize, confidence CAN be faked. Ok, I admit it, not always very successfully by everyone - but it can be faked and the more you do it, the better you get at it. More often than not there's nothing wrong with a person's confidence, it is just poor body posture that sends the wrong message. Here are a few tips on how to alter your body posture in order to come across as confident:

1. This first one is a no-brainer, yet there are so many of us out there who forget to adopt it on a regular basis. The first sign of confidence is someone's body posture: stand up straight, with shoulders relaxed, chin up, facial expression relaxed (maybe with a slight smile), and looking
around calmly - at others, or just "looking" - with no sign of discomfort; almost like owning the place.

2. If standing, distribute your weight evenly on both legs and let your arms hang relaxed on your sides.

3. When sitting, keep the legs and arms uncrossed.

4. When walking, walk "with purpose" (vs. dragging) while keeping your chin up (just high enough to keep your head in line with your body) and maintain relaxed facial muscles; and when passing by others, give a short eye contact while smiling slightly (that is, if you can put on a natural looking smile - ok, yes, go ahead, practice that smile in front of the mirror before you go out there...)

Make sure that your hands move naturally on your sides (as you walk), not stiff, limp, or over dangling them.

5. Keep your chin high; only high enough to keep your head perpendicular to the ground (if you hold it too high, you'll come across as smug or a know-it-all)

6. Control your breathing; breathe deeply. A shallow, quick breathing, is another sure give-away of fear and discomfort.

7. When talking to someone- or when talking in front of a group - one of the biggest betrayer of low self-confidence are your hands.

If you keep your hands in your pocket, you might feel relaxed, cool, and in charge; but for some you will seem like someone who has to hide something.

To come across as someone in control an confident, here are a few hand positions that you can safely apply:

- Steepling is a hand gesture that you can use any time you are trying to make a strong point. Simply let the end of your fingers touch, while you spread your fingers. It's almost like the prayer hand (palms together), except the palms do not touch and the fingers are spread apart. This hand gesture is frequently used by politicians, doctors, judges, and others who want to convey high confidence.

As you speak, you adopt the steepling hands and you can move them up and down to make your points. Try to use this gesture at or above your abdominal level.

- Palms together, praying hands - from the steepling hands, you can easily transition into the "praying hands," by bringing your fingers together and closing the palms. You can do this for many reasons, such as pleading the other person - or the group - to take action in the matter; to show that you are thinking (bring the index finger and middle finger to your chin or lips and pause); to point at people that you are encouraging to take action (point with your fingers at the people you are looking at). Make sure not to stay too long in this position, as it can look odd after a while.

- Crossing your fingers while keeping the thumbs up, is also an acceptable hand/finger position that will show that you know what you are talking about and are confident. As you talk, you can keep your two thumbs touching (facing up), or open them up - at times widely - as you are making different points in your conversation.

**CAUTION!** Do not turn your thumbs in between your palms, because that is a sure sign of low confidence.
Watch confident speakers as they speak and see what they do with their hands. Most of them allow their hands to do their own talk, moving freely up and down, or side to side, in front of them. Practice these movements - in front of a mirror, if you wish to - and adopt them in your everyday conversations.

Join your local Toastmasters club (a non profit organization that helps its members develop public speaking and leadership skills), where you'll learn to think on your feet and speak with confidence regardless of the environment. If you are committed to becoming an effective communicator, this is one of the most effective ways to develop confident communication skills. Locate a club near you by going to http://reports.Toastmasters.org/FindaClub/

Wear cloth that make you feel confident. Remember that confidence often comes from being dressed in cloth that make you feel great, so invest some time and money to enhance your image.

Before going to an event, find out what the dress code is for the event. The rule of thumb is, it is better to be a bit overdressed than the others, than be underdressed. A well-dressed person often comes across as more confident (especially when combined with the above points).

Confidence is also often the direct result of being great or successful at something; so do invest some time to set and accomplish goals, learn to play an instrument, paint, practice martial arts, join ballroom dancing, or get good at something that you are interested in (or something that brings in lots of dough$ )

Chapter 4 - Body Language Postures and Gestures You Should Avoid In Business Settings, While Networking, etc.

* Overconfidence expressed through a rigid straight body, chin raised high, and looking around as if feeling superior to everyone. This rigid - almost military like posture - is interpreted by others as arrogant and inflexible.
* Slouching in a chair or standing with slightly bent back and dropped shoulders, giving an impression of a weak person who lacks confidence - especially when accompanied with a somber facial expression.
* Crossing the arms, with the palms resting under your armpits. Maybe you feel cold, but this position is often interpreted as you wanting to separate yourself from the others.
* When talking to a person with whom you want to do business, make sure not to turn your body sideways, as this is often interpreted as you not being interested in the other party's message. Instead, face them with your whole body, keep eye contact, and
nod occasionally.
* Avoid constantly nodding and saying *a'ha, yes, uh hum I see...*, etc. while listening to someone. While you just want to show that you are listening, the message you are sending is actually "I really don't care about what you are saying but I'm struggling here to show that I AM interested." Or... "It's interesting what you are saying, but I'm extremely nervous and I don't know how to control it." Or... it could also simply mean that you never learned to listen actively and you are expressing your attention with your torrent of short verbal "interruptions."
* When seated, make sure not to slump your head into your palms, as this will make the other person think you are bored. If lean your head against one hand, with the index finger pointing (or touching) the temple, this gesture shows intense listening; however, watch it not to let your head transition into leaning on the palm - a good body language reader will again see that you are bored or uninterested.
* If you are a male, you should avoid sitting with spread legs - it is intimidating to the opposite sex, or viewed as sexist.
* If you are a lady, you should avoid sitting with spread legs (especially if you wear a skirt ☺; but pants are no excuse to spread 'em either) - it shuts down your male "partners" brain who can't focus on business any longer, as well as he will view you a sex object not as someone worth doing business with.
* Don't slouch, put a leg over the arm of the chair, nor put your feet on the desk. While you might feel cool doing that, those postures project an attitude of "I don't really care," hence people will trust you less to do business with you.
* Avoid dominating the conversation; especially avoid going on tangents and jumping from topic to topic. This will project an image of someone who is nervous, lacks confidence, or is interested only in hearing their own voice. Either way, it's annoying being around such a person - don't be it!
* Guys, avoid sticking your thumbs in your belt and letting your fingers hang in front of your pants (pointing towards your crutch). This position is viewed by many as a position of aggression and domination.
* Avoid talking with your hands on your hips - it shows that you are somewhat impatient and tensed, almost ready to fight.
* Avoid talking to others with your hands clutched behind your neck or on top of your head. This position conveys that you feel superior to those around you, overconfident, and dominant. (even though sometimes we do it simply to rest our hands... and to dry our armpits... those around us still get the message that you feel superior to them)
Chapter 5 - Non-Verbal Language That Give Away A Person's Feelings, Mood, Sexual Attraction Or Non-Attraction, And More...

Eyes
A person's eyes are the mirror of their soul. Watch what the eyes "say" for a pretty accurate reading on how a person feels.
1. Dilated pupils mean excitement - the person is either attracted to you sexually or is just excited to be there.
2. Narrowed pupils show fear, discomfort, or strong dislike of a person. This will often be accompanied by a deliberate narrowing of the eyes while looking at the person who elicited the negative emotions.
3. She is moving her eyes, looking up and to the right (while keeping her head turned mostly towards you) - this can be a flirting gesture, making the male conversation partner know that she is thinking about something naughty perhaps... (or she might be simply thinking; however, men find this eye movement very sexy). When using this eye "gesture" as flirting, she will often tilt her head slightly to the left and put on a slight smile.
4. She is looking deep in his eyes, then lowers her gaze to the ground, as she also lowers her head (up till hear this could mean "respect" or "submission"), then looks up to him, while keeping her head bent towards the floor and perhaps tilted to one side (this definitely is a flirting look, especially when accompanied by a slight smile).
5. Raised eye brows that are usually accompanied by a dropped jaw (and a look of surprise) is usually a sign that this person got caught with a lie... or simply is surprised to hear something really shocking.
6. Tilting the head and looking at someone with narrowed eyes, while keeping a relaxed or serious face, sends a message of "I'm suspicious about what you are saying. The same tilt with squinting eyes but accompanied by a slight smile, is a definite flirting look (this usually is also accompanied by enlarged pupils).
7. Rolling the eyes straight up - usually while also tilting the head upwards slightly - accompanied by a sigh (usually) shows that the person is really disappointed by what he or she hears. If you could hear this person's thought, it would be something like "I can't believe you just said that..."
Hands
1. The hand slightly strokes the chin. This person is trying to bring a decision on what to think about the information being presented

2. Head supported by one or both hands, means that the person is most likely bored to death - especially if this body posture is accompanied with a lethargic facial expression. Sometimes, however, it simply means that the person is tired. (the facial expression is the key when noticing this behavior)

3. When a person leans his or her head against one hand, with the index finger pointing (or touching) the temple, this gesture shows intense listening; however, when the head transition into leaning on the palm, this suggests boredom or lack of interest (while they'll keep the finger pointed up as a polite gesture towards the speaker, so it seems that the person is still listening)

4. Putting a hand - a finger or a few fingers - in front of the lips suggests that the person is trying to hold back an opinion, an uncomfortable question, etc. or is shocked by what he or she hears (and wishes the other person changed the subject)

5. Stroking the chin with the thumb (on one side of the chin) and a finger or two (stroking the opposite side of the chin). This gesture suggests that the person is evaluating what is being said, while also thinking about a decision in the matter.

6. If you sit at a table, bench, etc. together, the proximity of your hands will give away the level of attraction there is. For example, if her hand is flat on the table, and he puts his hand close to hers... what happens? If she pulls her hand away, that means that the attraction might not be so strong (or that she got startled - try to put your hand close to hers or his in a natural way - maybe place something on the table, or fix the position of something, and then drop your hand naturally in the vicinity of the other person's hand). Does the other person keep the hand there? Maybe even draw it closer? That's a clear sign that there's some attraction going on. As you continue talking, as part of appreciating the other person's humor, you can gently touch the person's hand for a few seconds, then withdraw for a few seconds or place it back near the other person's hand. When strong attraction is present, the hands will soon find their way to touch one another and the pinky's might get set into action and start playing with each other gently, or simply rest one pinky on the other person's pinky (or pinky on thumb or vice versa); or it will progress to a full holding hands, which lets face it, it equals Nirvana.

7. When someone keeps their hands stiffly on their thighs, clutches them together with thumbs crossed or thumbs inverted inside the palms; or the hands are restrained in any other way, it means that the person is highly uncomfortable, lying, or is trying to control not to divulge some information (information that might implicate them in something bad or information that they feel uncomfortable talking about)
General Body Language

1. When you see someone stick out their chin suddenly, you are facing a person who is about to lose his or her temper. If you don't change the subject or don't back off, this person will tell you what's on his or her mind and it will not be pretty.

2. When you see someone pulling their chin inward, usually accompanied by the lips parting and the head bowing forward suddenly while the neck is pulled backward; you are observing someone who just got scared of something that they heard or saw.

3. While the eyes might be the mirror to one's soul, one's feet are the mirror to their attention, attraction, etc. or lack of when talking to another person. When two people converse, watch their feet, if they are oriented towards on another that means they are both engaged in the conversation. If, on the other hand, one of the party's feet point away from the other person - or even worse, their body is also turned away, that means that this person would love to disappear in the direction his or her foot is pointing. Often, out of politeness, people will keep their body facing the speaker, but the feet don't lie.

4. The feet give away many other feelings too. When someone keeps their toes pointed at each other, or even stepping on their own toes, this shows high levels of discomfort, and potentially low self-confidence (or they are just terribly cold).

5. Are you talking to someone who is seated in front of you and their feet get closer and closer to you? Perhaps even get to a point where their shoes bump or touch your shoes...? Or their one foot ends up between your two feet? This "secret" life of feet usually happens under the table, but it can happen when seated across from each other with no barriers in between. When you notice such feet action, the person whose foot or feet keep inching towards you is probably sexually attracted to you, or it could also mean that they are just extremely comfortable around you. Other body language, such as flirting (or lack of it), and perhaps verbal cues, will give away what is really going on: sexual attraction or simply high comfort around you.

6. If you notice someone rubbing their ear in between their thumb and index finger, this person is uncomfortable with what he or she hears and wishes that the person stopped talking. They most likely do not believe what is being said or simply are uncomfortable with the topic.

7. Do you want to know who feels confident, happy, or in their element in the moment? Notice people's hand gestures. People who feel comfortable, confident, and happy tend to talk with animated hands above chest level; people with low self-confidence, those who lie, depressed individuals, etc. tend to speak either with controlled hands - palms on the ties, fingers clutched together, palms in prayer position hidden in between the thighs, or even sitting on their own palms - or simply using hand gestures very low (below abdominal level) and not too animated. Of course the tone of voice will often give away their confidence levels as well, though some might fake confidence by speaking up. A person's hand gestures, however, will often give away someone's true feelings.

Chapter 6 - Flirting

One of our most important missions in life (if not the most important) is to find a mate and reproduce (it doesn't sound too sexy, but that's what it breaks down to). In this
chapter we'll learn some of the non-verbal signs that give away when a member of the opposite sex is flirting with you, and the signs that clearly show that your conversation is only business or a dead-end chit chat...

Guys, I'm sorry to say, but all research shows that we are less effective than women in both reading flirting signals, as well as sending the appropriate flirting signals. So to make up for this lack, here are the signs to watch for (and if you are a lady, even you might find some non-verbal cues below that you were not aware of):

**Eyes**
Believe it or not, there's a branch of science, called pupilology and pupiometry, that study the eye's pupil - trying to understand both behavioral meanings and health implications. According to their findings, when we get excited, our pupils dilate; when we get angry our pupils will contract.

To stick to our flirting topic... when a woman is attracted to a man, her pupils will dilate, and as she maintains strong eye contact the man will interpret her eye signals at a subconscious level (unless the guy had some previous knowledge of pupilometry ). This is supposed to be one of the reasons we are attracted to people with lighter colored eyes, since it is easier to notice the dilation the only sign that the other person is attracted to you. There will be a whole cluster of flirting behavior that will accompany this - the dilated pupil is usually the topping on the proverbial cake.

1. When someone likes you, they'll keep longer eye contact with you than those who just chit-chat with you. This longer eye contact will often be accompanied by a "flirty" smile, a touch of the neck or below the neck, or playing with the end of a hair strand (ladies). Men are simpler - they just stare and drool. And while this seems unfunny and derogatory, it is the absolute truth for most of us guys.

2. Another way, usually women, flirt with a man is by looking briefly to the man's face, then gazing down on the floor, displaying an almost shy facial expression, but mixed with a smiling "glowing" face

**General Body Language**
1. If you see the opposite sex mirroring your behaviors - for example, raise their glass to drink when you do, lean forward when you do, etc. - then you can be assured that this person likes you and is very likely that he or she is ready to do business with you. Of course, you need to read the other clues: is this person flirting with me, or is this person trying to build rapport with me in order to get down to business most successfully (in which case it is not about dating or sex )

2. If you want to know how someone feels, watch their hands as they talk. People who are content - or even happy - will talk with their hands high, at least at their chest level, but at times even with their hands above their heads. People with low confidence, those who have something to hide, are depressed, or otherwise indisposed, will hold their hands low, either rubbing one hand with the other or trying to keep them still or hidden (in pockets, behind their back, folded in front of their chest, etc.)
3. If you see someone scratching behind one of their ears, while they are listening to someone speak, they pretty much express their doubt towards what they are hearing.

4. When someone is seated with crossed legs (especially if the end of the dangling foot is coiled around the calf) and the arms are crossed in front of the chest, the message this person is trying to convey (most likely without even knowing that their body language gives their "wish" away) that they do not want anyone to talk to them. With that body posture they are sending the message "Stay away from me - leave me alone!"

5. When you talk to someone and the person is talking back while slouched in a chair - perhaps even with one of the legs placed over the handle of the chair - the message that you should clearly "hear" is that this person is not really interested in what you have to say. That position shows that "I'm relaxed and I don't give a hoot about what's going on around me."

6. When you talking to someone who is standing watch their feet. The position of the feet are the most honest of our body parts. If someone is listening to you while they place most of their body weight on their rear foot and their front foot is oriented towards you, that means that this person is listening deeply and is interested in what you have to say.

7. When you talk to someone whose feet are pointing away from you - even this person's body faces you (most likely out of politeness); but the feet point away from you, this means that he or she'd rather be somewhere else. The feet don't lie. If someone is interested in what you are saying, their feet will point at you.

Of course, keep in mind that you might have spoken for a long time and the person might simply need to go to the bathroom; or you might have exhausted a very exciting topic and now they are ready to go.

Chapter 7 – How to Win the Woman of Your Dreams

In this chapter we'll explore the body language postures and gestures you should adopt - and what to avoid - when trying to develop a romantic relationship with the opposite sex.

Remember, beauty and being sexy is not always a natural gift, but it is often an attitude. The most "natural beauty" will seem ugly and unattractive in the eye of the opposite sex if he or she is groomed poorly, has a bad attitude, or projects the wrong body language signals. Dress well, believe in yourself, and go out there and get some action.
Men

Before we go into any of the non-verbal cues that you should adopt or avoid, be aware that you were created like any of the powerful predators out there - tigers, lions, grizzly bears, etc. We guys see the object of our liking (a lady, for example) and our initial instinct is to jump on the prey and "devour" her. Unfortunately - oups! I mean, fortunately - we are an evolved species (at least most of us) and instead of charging towards our "prey," we use fine communication skills (and flirting) to get to the "object" of our fantasy. Unfortunately studies show that we, men, are rather clumsy at reading women's flirting body language signs, as well as we suck at sending appropriate flirting signals. Women seem to be much more perceptive at reading body language cues.

There are lots of lonely men out there, but most of them can only blame themselves for it. Many have succumbed to their electronic gadgets and spend hours a day playing computer games or surfing the internet. If you want to get dates and get laid, pull yourself together, dress up nice (or cool) and visit some social spots: gym, yoga classes, dance clubs, enroll in an acting class, etc. The opportunities are endless... and you are in luck, because most women look first of all at your inner beauty. Be clean, be polite, be confident, be a great listener, and you'll find a "mate" in no time.

And to help you with that, here are some tips on what to do and what to avoid in order to successfully hook up with the lady of your choice:

1. Dress for success. Women like clean, well-groomed men. Dressing well also will increase your sense of self-confidence - an important "weapon" in your quest to conquer the lady of your choice.

2. When entering a room, walk tall, relaxed, with straight back, chin up (only as high as to keep your head perpendicular to the floor - don't drop your head; nor point your chin to the ceiling). Keep your hand gestures - and your whole body - under control. Try not to glance around nervously (sudden head movements) and do not try to make your hands busy (fixing hair, putting them in our pocket, folding them at the back, etc.); let your hands hang relaxed on your side, or if it's a social event, get a drink and SLOWLY sip from it while looking around confidently and slowly.

3. If you find yourself in a group of women and you want to find out which one of them likes you, prior to joining them leave your tie slightly crooked and put a piece of white, red, or other visible thread on your shoulder, then see which one of the women will remove the thread(s) and straighten your tie (usually this works best with women that you've known for a while).

4. AVOID: a) trying to puff up your chest and suck in your tummy to look like a tough guy, b) walking like a gangster, bouncing like a handicapped beach ball (unless you are a gangster ), c) staring at the lady that you like (especially do not stare at the body parts that you like most), d) blabbering, boasting, and talking too much in general.

5. Smile SLIGHTLY - do not grin! ... or stay serious (mysterious) and calm. I believe your facial expression is most effective if you keep it calm and somewhat serious (poker face) and only put on an honest slight smile when you look at the lady that you want to develop a romantic relationship with (or simply just flirt).
6. If you want to play the "tough loner," pick a "power spot" (do not hide in a corner) and size up the room...
7. ...or find someone you know, walk up to them, greet them - not too loudly - while keeping your great body posture, giving a strong handshake, and stick around and size up the room while you chat with this person (avoid being too loud, laughing or giggling too loudly, and smacking the other person on the shoulder while laughing... except, if this person is the company president and you have a great relationship with him or her)
8. Do not cross your arms; if you are sitting, do not cross tightly your legs (knee over knee)
9. If you see the person you'd like to get to know better, give them an "eyebrow-flash" (you greet them with raising your eyebrows for a split second), accompanied by a slight smile
10. As you watch the person who you' like to meet, (pretend) you smooth your hear down on the top of your head... and later on, if you are wearing a tie, "fix" your tie before you walk up to her (these gestures are called preening signals and they simply send the message that "I like you and I want to look great for you)
11. If you are seated, facing her, feel free to spread your legs as you keep eye contact with her. Do not slouch, and do not throw your legs apart - simply allow your knees to be pulled by gravity toward the ground... or place one of your feet out to the side... This simply shows that you are comfortable in your skin; as well as she subconsciously gets the message that all of your "goods" are healthy and available to her.
12. If she continues giving you "the eyes," nod to her gently, as if greeting her; ideally, she'll nod back, or lower her gaze and then resume eye contact with you.
13. Go get her tiger! Forget that there's anyone else in the room. At this point, you are ready to let your "hunter" instincts do what they were trained to do for 10s of thousands of years...

Here is a 5 step rule to getting to they lady of your heart (or of your desire) when in a social setting:
a) you see the girl and decide that she's the one - this could take anywhere from 10 to 20 minutes, unless she is on her own and she sends you strong signals; in that case...
b) wait 10 to 15 seconds and walk up to her
c) introduce yourself
d) get her talking
e) listen well and comment back on what she is saying -- unless you are really funny, do not get lost in "entertaining" her with your "funny" stories - she might listen our of politeness; but remember, the topic that is closest to anyone's heart is to talk about themselves.
14. Make sure to walk in a confident manner - chin up, back straight, hands relaxed on your side; and walk "with purpose," like someone who knows what he wants. Your walk will give away your mood, confidence level, and more; so make it a good one. Understand that not everything that's funny to you and your friends will be perceived as funny by someone you just met.
15. As you get close to her, make sure to put on a gentle smile
16. Introduce yourself. If appropriate in your culture, extend your hand and shake hers as you each say your names. Do not crush her hand, but make sure to give a firm handshake
- you do not want to come across as a softy. Do not roll her palm under your (to face the ground) - keep your hands perpendicular to the ground. Keep "deep" eye contact during the introductions!

17. Repeat her name several times: Nice to meet you Mindy... Can I join you, Mindy? Both men and women love to hear their names (music to their ears)

18. Notice if her eye pupils dilate. If they do, that's a clear sign that she is excited (either from meeting you, or because she feels great in that environment - hopefully the pupils dilate as you approach her)

19. Ask questions, smile as you listen and lay slightly back (if seated... and even resting your index finger on your chin, showing that you are listening deeply); or you can lean towards her (especially in noisier environments) signaling that you are listening intently. Nod and give an occasional a'ha, wow!, and other exclamations, BUT refrain from constantly nodding and constantly saying a'ha, yep, e'hem, and other "noises." Do not let her do all the talking, but remember, if you come across as a great listener by allowing her to fully express herself, even if you don't say much she'll think that you are one of the most intelligent guys on the planet.

20. If she is touching your hand or shoulder as she talks or laughs, as if by accident, make sure to stand your ground (do not step back, since that might signal that you are afraid of her advances). As she withdraws her hand, you can try to return the touch by gently touching her hand with the tip of your fingers... or holding her hand in your palm for a fraction of a second. All this should happen as you speak to one another, and let the hands do their "talk" of their own, without forcing it. The "rule" is, touch her only at the intensity and time-length as she is touching you. This will show her that you are a caring individual who means no harm and is in tune with her needs.

21. Resist the temptation to praise her beauty - most women already know they are beautiful. Do, however, praise qualities that you notice as you discover things about her: "Wow! You play the violin? That's amazing! I tried to play the piano a few years ago, but I could never develop the discipline to practice... I highly admire people who have the discipline to learn an instrument. I'd love to hear you play one day..." Look for strengths and qualities and praise those (don't over do it, though).

22. Resist the temptation to brag about your accomplishments, or even worse lie in order to impress her. Nor should you dump on her all your life's mistakes; especially you should not complain about your last relationship(s) and how dumb your last girlfriend was. If you do, it only shows how you might talk about her in a few weeks or months (if she hooked up with you).
More Resources