



47 Fun
Body Language
Tips

From Traci Brown
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47 Fun Body Language Facts

From by Traci Brown, Body Language and Persuasion Expert

Reading body language can be fun! Finding out the truth about people can be interesting and give you an insight into their psychology. There is much information published on the subject: some is truth, some is fabricated. And everyone's got an opinion about what happens in studies vs. what happens in the real world. Keep reading to learn some useful facts and debunk the myths.

1. You are sending out thousands of unspoken messages every day.
2. Body language is not a language. It's unique to every individual and dynamic. But it can give you strong clues about what others are thinking.

Touching

3. It was found that waitresses who touch their customers (a light touch when delivering the bill) get larger tips.

Smiling



4. A smile is not always happy. Research has shown that people, and women in particular, cover discomfort with a smile.
<http://www.psychologytoday.com/blog/cutting-edge-leadership/201112/four-serious-mistakes-we-make-in-reading-body-language>
5. Women smile more than men, but only when they are in social situations or think they are being observed.
6. Smiling women are evaluated more positively than non-smiling women.
7. Women smile more than men when the situation is tense or strained (likely because they are trying to "fix" the situation).
8. When women are in a low power position, such as interacting with a work superior, they tend to engage in more smiling (likely in an effort to please the high power person).
5-8 from

Other Movements to Watch For

9. **Hands on the hips with thumbs back** - means they're impatient, aggressive or ready for anything.
10. **Hands on the hips with thumbs forward**- means they're questioning.
11. **Dilated Pupils** - means you're interested and like what you see
12. **Tilting the head** - means you're curious, and it can make women look very appealing if they tilt their head to their left.
13. **Crossed feet (Standing or sitting)** - When we cross our feet standing or sitting down, it shows that we're comfortable or relaxed, but sometimes also defensive.



14. **Blinking too much** - means we're nervous or anxious Suddenly changing the blink rate can indicate lying.
15. **Hands the Church Steeple**-shows supreme confidence
16. **Matching** - Matching someone's body language means you're in sync.
17. People will match each other's postures because they are experiencing the same emotions
18. A way to learn the secrets of body language is to watch television with the sound turned off and try to interpret what is being said -- simply from reading body language.

Lying

19. People who tell lies tend to produce more signs of deception in the lower part of their body than the upper part.
20. People who are lying can tend to inhibit their normal gestures and look as if they're frozen.
21. Touching the mouth can indicate that the next thing they say is going to be false.
22. Touching the nose can be a substitute for mouth covering. It's called the Pinocchio Syndrome.

Dating

23. Men think that they make the first move. Successful guys read their ladies' subtle come on cues. Unsuccessful guys don't.
24. In dating, there are several rejection signals: yawning, frowning, putting hands in pockets and crossing arms
25. One way people make themselves irresistible is by enlarging their eyes.

26. When she's looking at her lover, one of the ways that a woman can make her eyes look bigger is by lowering her head. We're wired to think bigger eyes are more attractive.
27. A woman who's attracted to a man may lightly run her fingers along her neck, thereby drawing his attention to her vulnerability and ultimately her suitability as a partner.
28. A substitute for the neck vulnerability is the inside of the wrist. If a man responds positively, he's unlikely to be able to describe what she's done or what it is about her that he finds so attractive.
29. When a woman flicks her hair, that's an approach tell. There's usually a man the room she wants to come over and talk.
30. Women try to make themselves attractive to men by emphasizing the length of their legs relative to the rest of their body...How high are your heels? The higher the heels, the more attractive they want to be!



31. A woman who's attracted to a man will sometimes stare across the room at him until she manages to catch his eye. Then she'll rely on frequency or duration of eye contact to draw him in. It usually takes three brief glances to get the message across to the man.
32. If a man sits with his legs apart and leans his body forwards towards the woman, it shows that he finds her attractive and is trying to impress her.

Nervousness

33. People who habitually bite their nails tend to score low on psychological tests of self esteem and high on measures of anxiety
34. Lip biting gestures are associated with anxiety.
35. That tickle in your throat may signal anxiety and can send you into a coughing fit.
36. Dry mouth is an early sign of anxiety
37. Swallowing hard can happen when people feel anxious
38. When people feel anxious, they have a tendency to put things in their mouth-pens, fingers, cigarettes and gum



39. When people are anxious, you'll see self comforting gestures: smoothing down hair, hugging yourself, scratching the face
40. When people have just received bad news, they'll protect themselves from it by covering their eyes, mouth or maybe the whole face.
41. When people play with their keys, twist a ring or tug at their clothes, they're showing anxiety
42. Crossing the legs gives anxious people a feeling of protection and makes them feel more secure.

Bonus: 4 Body Language Myths

1. **People who won't look you in the eye are lying.** They may only have the need to convey, not convince you of anything. And you generally don't need to look people in the eye if you're just conveying something
2. **Certain body language is a 100% indicator of lying.** It's only gives you clues. Don't ever incriminate on body language alone!
1 and 2 from:
www.psychologytoday.com/.../body-language-myth
3. **Body language is 93% of communication.** The non-verbal aspect of communication *won't* deliver 93 percent of your entire message, but it will reveal underlying emotions, motives, and feelings. In fact, people will evaluate most of the emotional content of your message, not by what you say but by your nonverbal signals.
4. **Crossed arms always means resistance.** It can mean many things. Since most people believe this myth, don't be surprised when you are judged to be resistant or unapproachable when (for any reason) you fold your arms across your chest.



3 and 4 from

<http://www.forbes.com/sites/carolkinseygoman/2012/07/24/busting-5-body-language-myths/>