

THE DEFINITIVE BOOK OF BODY LANGUAGE

How to read others' thoughts by their gestures



ALLAN + BARBARA PEASE

From the authors of Why Men Don't Listen and Women Can't Read Maps

FROM THE BEST SELLING AUTHORS OF

Why Men Don't Listen & Women Can't Read Maps

AND

Why Men Lie & Women Cry

The Definitive Book of Body Language isolates, examines and explains in simple terms, each component of body language. Regardless of your vocation or position in life, you will be able to use it to obtain a better understanding of life's most complex event - a face-to-face encounter with another person. It will make you more aware of your own non-verbal cues and signals, and will show you how use them to communicate effectively and how to get the reactions you want.

You will also discover -

How to make a positive impression on others

How to interview and negotiate successfully

How to know if someone is available

How to bond quickly and get others to co-operate

How to make yourself likeable & approachable

How to tell if someone is lying

How to read between the lines of what is said

How to use body language to get what you want

How to recognize love-signs and power-plays



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Allan and **Barbara Pease** are the internationally renowned experts in human relations and body language, whose 20 million book sales worldwide have turned them into household names.

People's body language reveals that what they say is often very different from what they think or feel. It is a scientific fact that people's gestures give away their true intentions. Every day we are confronted by hundreds of different signals that can mean anything from 'That's a great idea' to 'You must be kidding'. And we are all sending out these signals whether we realise it or not.

Now, in this authoritative guide written with great humour and insight, you can learn the secrets of body language to give you more confidence and control in any situation — from negotiating a deal to finding the right partner. Discover the techniques that will show you how to interpret gestures, read the underlying thoughts and emotions — and reach the right conclusions.



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Allan Pease is the world's foremost expert on body language. His book ***Why Men Don't Listen And Women Can't Read Maps*** co-authored with wife Barbara, has sold over 10 million copies in 48 languages since its release. Allan travels the world lecturing on human communication, has written 8 other bestselling books and appeared in his own television series which attracted over 100 million viewers.

Barbara Pease is CEO of Pease International which produces videos, training courses and seminars for business and governments world-wide. She is also the author of the international bestseller ***Why Men Lie and Women Cry***, co-authored with husband Allan. The Authors write a joint monthly relationship column read by over 20 million people.



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The Definitive Book of
BODY LANGUAGE

ALSO BY ALLAN & BARBARA PEASE
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*Why Men Don't Listen and
Women Can't Read Maps*

Why Men Lie and Women Cry

*Why Men Can Only Do One Thing at a
Time and Women Never Stop Talking*

The Little Book of Men and Women

Rude and Politically Incorrect Joke Book

Talk Language

Write Language

Questions Are the Answers

The Definitive Book of
BODY LANGUAGE

Allan & Barbara Pease

*This book is dedicated to all people
who have good eyesight but who cannot see.*

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CONTENTS

Acknowledgements xiv

Introduction 1

All Things Are Not What They Seem
How Well Do You Know the Back of Your Hand?
How Well Can You Spot Body Language Contradictions?
How We Wrote This Book
Your Body Language Dictionary

1. Understanding the Basics 7

In the Beginning ...
Why It's Not What You Say
How Body Language Reveals Emotions and Thoughts
Why Women are More Perceptive
What Brain Scans Show
How Fortune-Tellers Know So Much
Inborn, Genetic or Learned Culturally?
Some Basic Origins
Universal Gestures
Three Rules for Accurate Reading
Why It Can be Easy to Misread
Why Kids are Easier to Read
Can You Fake it?
True-Life Story: The Lying Job Applicant
How to Become a Great Reader

2. The Power Is in Your Hands 31

How to Detect Openness
Intentional Use of the Palms to Deceive

The Law of Cause and Effect Palm Power
Our Audience Experiment
An Analysis of Handshake Styles
Who Should Reach First?
How Dominance and Control Are Communicated
The Submissive Handshake
How to Create Equality
How to Create Rapport
How to Disarm a Power Player
The Cold, Clammy Handshake
Gaining the Left Side Advantage
When Men and Women Shake Hands
The Double-Hander
The Blair—Bush Power Game
The Solution
The World's Eight Worst Handshakes
The Arafat-Rabin Handshake
Summary

3. The Magic of Smiles and Laughter 66

Smiling Is a Submission Signal
Why Smiling Is Contagious
How a Smile Tricks the Brain
Practising the Fake Smile
Smugglers Smile Less
Five Common Types of Smiles
Why Laughter Is the Best Medicine
Why You Should Take Laughter Seriously
Why We Laugh and Talk, But Chimps Don't
How Humour Heals
Laughing Till You Cry
How Jokes Work
The Laughter Room
Smiles and Laughter Are a Way of Bonding
Humour Sells
The Permanent Down-Mouth

Smiling Advice For Women
Laughter In Love
Summary

4. Arm Signals 90

Arm Barrier Signals
Why Crossed Arms Can be Detrimental
Yes...But I'm Just 'Comfortable'
Gender Differences
Crossed-Arms-on-Chest
Solution
Reinforced Arm-Crossing
Arm-Gripping
The Boss vs The Staff
Getting the Thumbs-Up
Hugging Yourself
How the Rich and Famous Reveal their Insecurity
The Coffee Cup Barrier
The Power of Touch
Touch their Hand Too
Summary

5. Cultural Differences 107

We Were Having Pizza at the Time
Take the Cultural Test
Why We're All Becoming American
Cultural Basics are the Same Almost Everywhere
Greeting Differences
When One Culture Encounters Another
The English Stiff-Upper-Lip
The Japanese
'You Dirty, Disgusting Pig!' - Nose Blowing
The Three Most Common Cross-Cultural Gestures
To Touch or Not to Touch?
How to Offend Other Cultures
Summary

6. Hand and Thumb Gestures 125

How the Hands Talk
On the One Hand...
On the Other Hand, Gestures Improve Recall
Rubbing the Palms Together
Thumb and Finger Rub
Hands Clenched Together
The Steeple
Summary
The Face Platter
Holding Hands Behind the Back
Thumb Displays
Thumbs-Protruding-from-Coat-Pocket
Summary

7. Evaluation and Deceit Signals 142

Lying Research
The Three Wise Monkeys
How the Face Reveals the Truth
Women Lie the Best and That's the Truth
Why It's Hard to Lie
Eight of the Most Common Lying Gestures
Evaluation and Procrastination Gestures
The Lying Interviewee
Chin Stroking
Stalling Clusters
Head Rubbing and Slapping Gestures
Why Bob Always Lost at Chess
The Double Meaning

8. Eye Signals 165

The Dilating Pupils
Take the Pupil Test
Women Are Better at It, as Usual
Giving Them the Eye
The Eyebrow Flash

Eye Widening

The 'Looking Up' Cluster

How Men's Fires Get Lit

Gaze Behaviour - Where Do You Look?

How to Keep Eye Contact in a Nudist Colony

How to Grab a Man's Attention

Most Liars Look You in the Eye

How to Avoid being Attacked or Abused

The Sideways Glance

Extended Blinking

Darting Eyes

The Geography of the Face

The Politician's Story

Look Deep Into My Eyes, Baby

The First 20 Seconds of an Interview

What Channel Are You Tuned to?

How to Hold Eye Contact with an Audience

How to Present Visual Information

The Power Lift

Summary

9. Space Invaders - Territories and Personal Space 192

Personal Space

Zone Distances

Practical Applications of Zone Distances

Who Is Moving In on Whom?

Why We Hate Riding in Lifts

Why Mobs Become Angry

Spacing Rituals

Try the Luncheon Test

Cultural Factors Affecting Zone Distances

Why Japanese Always Lead When They Waltz

Country vs. City Spatial Zones

Territory and Ownership

Car Territory

Take the Test

Summary

10. How the Legs Reveal What the Mind Wants to Do 209

Everybody's Talking About a New Way of Walking
How Feet Tell the Truth
The Purpose of the Legs
The Four Main Standing Positions
Defensive, Cold or 'Just Comfortable'?
How We Move from Closed to Open
The European Leg Cross
The American Figure Four
When the Body Closes, so Does the Mind
Figure Four Leg Clamp
The Ankle Lock
The Short Skirt Syndrome
The Leg Twine
Parallel-Legs
Put Your Right Foot In, **Put** Your Right Foot Out
Summary

11. The 13 Most Common Gestures You'll See Daily 229

The Head Nod
Why You Should Learn to Nod
How to Encourage Agreement
The Head Shake
The Basic Head Positions
The Head Shrug
Picking Imaginary Lint
How We Show We're Ready for Action
The Cowboy Stance
Sizing Up the Competition
The Legs-Spread
Leg-Over-the-Arm-of-Chair
Straddling a Chair
The Catapult
Gestures That Show When a Person is Ready
The Starter's Position
Summary

12. Mirroring - How We Build Rapport 250

Creating the Right Vibes
Mirroring on a Cellular Level
Mirroring Differences Between Men and Women
What to Do About It if You're Female
When Men and Women Start to Look Alike
Do We Resemble Our Pets?
Monkey See, Monkey Do
Matching Voices
Intentionally Creating Rapport
Who Mirrors Whom?
Summary

13. The Secret Signals of Cigarettes, Glasses and Make-up 265

The Two Types of Smokers
Differences Between Men and Women
Smoking as a Sexual Display
How to Spot a Positive or Negative Decision
Cigar Smokers
How Smokers End a Session
How to Read Glasses
Stalling Tactics
Peering-Over-the-Glasses
Wearing Glasses on the Head
The Power of Glasses and Make-up
A Little Lippy, Lady?
Briefcase Signals
Summary

14. How the Body Points to Where the Mind Wants to Go 279

What Body Angles Say
How We Exclude Others
Seated Body Pointing
Foot Pointing
Summary

15. Courtship Displays and Attraction Gestures 286

The Emergence of the Colourful Male

Graham's Story

Why Women Always Call the Shots

Differences Between Men and Women

The Attraction Process

The 13 Most Common Female Courtship Gestures and Signals

How Beautiful People Miss Out

What Men Look At in Women's Bodies

Is He a Bum, Boobs or Leg Man?

Male Courtship Signals and Gestures

Men's Bodies - What Turns Women On the Most

Is She a Chest, Legs or Bum Gal?

Summary

16. Ownership, Territory and Height Signals 317

Body Lowering and Status

He's a Big Man Around Town

Why Some People Seem Taller on TV

Try the Floor Test

Body Lowering and Status

He's a Big Man Around Town

, Why Some People Seem Taller on TV

Try the Floor Test

The Downsides of Height

How Body Lowering Can Sometimes Raise Status

How TV Politicians Can Win Votes

How to Placate Angry People

What's Love Got To Do With It?

Some Strategies For Gaining Perceived Height

Summary

17. Seating Arrangements - Where to Sit and Why 330

Take the Table Test

It's Not What You Say, It's Where You Sit

King Arthur's Concept
Keeping Two People Involved
Rectangular Board Tables
Why Teacher's Pet Sits On the Left
Power Plays at Home
How to Make an Audience Cry
The Attention Zone
An Experiment in Learning
Getting a Decision Over Dinner
Summary

18. Interviews, Power Plays and Office Politics 346

Why James Bond Looked Cool, Calm and Collected
The Nine Golden Keys to Making Great First Impressions
When Someone Keeps You Waiting
Fake It Till You Make It?
Seven Simple Strategies for Giving You the Extra Edge
Summary
Office Power Politics
How to Switch Table Territories
Seated Body Pointing
How to Re-arrange an Office
Summary

19. Putting It All Together 364

How Well Can You Read Between the Lines?
How Did You Rate?
Summary
The Six Secrets of Attractive Body Language

References 380

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Introduction

By a man's fingernails, by his coat-sleeve, by his boots, by his trouser-knees, by the calluses of his forefinger and thumb, by his expression, by his shirt-cuffs, by his movements - by each of these things a man's calling is plainly revealed. That all united should fail to enlighten the competent enquirer in any case is almost inconceivable.

SHERLOCK HOLMES, 1892

As a young boy, I was always aware that what people said was not always what they meant or were feeling and that it was possible to get others to do what I wanted if I read their real feelings and responded appropriately to their needs. At the age of eleven, I began my sales career selling rubber sponges door-to-door after school to make pocket money and quickly worked out how to tell if someone was likely to buy from me or not. When I knocked on a door, if someone told me to go away but their hands were open and they showed their palms, I knew it was safe to persist with my presentation because, despite how dismissive they may have sounded, they weren't aggressive. If someone told me to go away in a soft voice but used a pointed finger or closed hand, I knew it was time to leave. I loved being a salesperson and was excellent at it. As a teenager, I became a pots and pans salesperson, selling at night, and my ability to read people earned me enough money to buy my first piece of property. Selling gave me the opportunity to meet people and study them at close range and to evaluate whether they would buy or not, simply by watching their body language. This skill also proved a bonanza for meeting girls in discos. I could nearly always predict who would say 'yes' to a dance with me and who wouldn't.

I joined the life insurance business at the age of twenty, and went on to break several sales records for the firm I worked for, becoming the youngest person to sell over a million dollars' worth of business in my first year. This achievement qualified me for the prestigious Million Dollar Round Table in the USA. As a young man I was fortunate that the techniques I'd learned as a boy in reading body language while selling pots and pans could be transferred to this new area, and was directly related to the success I could have in any venture involving people.

All Things Are Not What They Seem

The ability to work out what is really happening with a person is simple - not easy, but simple. It's about matching what you see and hear in the environment in which it all happens and drawing probable conclusions. Most people, however, only see the things they think they are seeing.

Here's a story to demonstrate the point:

Two men were walking through the woods when they came across a big deep hole.

'Wow ... that looks deep,' says one. 'Let's toss a few pebbles in and see how deep it is.'

They threw in a few pebbles and waited, but there was no sound.

'Gee - that is a *really* deep hole. Let's throw one of these big rocks in. That should make a noise.'

They picked up two football-sized rocks and tossed them into the hole and waited, but still they heard nothing.

'There's a railway sleeper over here in the weeds,' said one. 'If we toss that in, it's *definitely* going to make some noise.' They dragged the heavy sleeper over to the hole and heaved it in, but not a sound came from the hole.

Suddenly, out of the nearby woods, a goat appeared, running like the wind. It rushed towards the two men and ran right between them, running as fast as its legs could go. Then