

## 01-Interpretation of Body Language

| A | <b>Introduction:</b>  |
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| 1 | GOD has given us Eyes & Ears in pair but has given only one mouth. Indirectly GOD has suggested us that we should observe and listen more but talk less. Whether we listen to this advice?  |
| 2 | Communication can be achieved by various means such as facial expression, eye movements and body language. This is undoubtedly the area of Actors. Never the less we use these forms of expression inadvertently in day in day out even without going to any Acting school. <b>It may please be noted that Body Language by itself tells only part of the story. You should co-relate the observations with other signals before drawing firm conclusion.</b>       |
| 3 | If we observe body language at the time of listening, one can judge the sincerity of the speaker.   |
| 4 | Incidentally can we compare <b>GOD</b> & Communication? The answer is <b>YES</b> . <ul style="list-style-type: none"> <li>➤ G stands for <b>Generation</b> (Lord Brahma's responsibility)</li> <li>➤ O stands for <b>Observation</b> (Lord Vishnu's responsibility)</li> <li>➤ D stands for <b>Destroy</b> (Lord Shiva's responsibility)</li> </ul> <b>Similarly Communication in any form creates &amp; strengthens relationship and also breaks relationship.</b> |
| 5 | Communication with proper body language plays vital role in dealing with officials, customers, family members, superiors, younger generation etc. In private, public and professional life, body language is a major means of human communication.  |
| 6 | Our body language and communication should convey same meaning for better results.  |
| 7 | Geographical zones should be observed in body language.   |

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| 8  | In order to understand the person, it is necessary to listen to him carefully. At the same time his body language should be observed. This should be supported by analyzing hand writing (Graphology).  |
| 9  | The said subject is very complex but at the same time very interesting. You will agree that we all observe body postures but rarely try to analyze the same further. Some how I formed this habit since my young age. I call this habit as 'reading into it, out of it and in between.'   |
| 10 | <b>I have outlined few Tips for your perusal. I expect you to read the same carefully and start observing people and make your own observation sheet. However be cautious, self critical and modest in judging others. In fact start this exercise from yourself. Start observing your own body signals while talking with others and interpret them. Initially start observing various parts individually.</b> |
| 11 | What is the meaning of Body Language?   |
| ➤  | It is nothing but the language of signals. A person expresses his feelings, thoughts etc. not only in written and spoken words but also by gestures, movements. A person is not even aware when he conveys by body signals.   |
| 12 | You have to be both observer and interpreter for understanding your own and other person's body language.   |
| 13 | One can hide his emotions, thoughts or say lie but it is impossible to do this with body language.  |
| 14 | Postures also depend on physical factors. e.g. Shoe biting, pain in the legs, bone fracture, muscle pain etc.   |
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| <b>B</b> | <b>Different parts of the body which give signals are listed below:</b> |
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|            | <b>Part of the body</b> |  |
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| <b>1.0</b> | <b>Eyes:</b>            | <b>Interpretation</b>  |
| 1.1        | Normal                  | Receive all incoming images.   |
| 1.2        | Wide open eyes          | Joy, fright, surprises.  |
| 1.3        | Veiled eyes             | Boredom, disinterest   |
| 1.4        | Slit eyes               | Extreme mental concentration, narrow minded, overcritical etc  |
| 1.5        | Closed eyes             | Protective if only for a movement. Other wise no outer impressions are wanted. Such position is also observed at the time of listening music or enjoying food. |
| 1.6        | Wink                    | Unreliable, distrust, Pushy or dishonest person winks excessively.   |
| 1.7        | Screwed up eyes         | Fear, reluctance, displeasure.   |
| 1.8        | Blinking                | This is rapid and repetitive involuntary movement of the eyelids. It conveys embarrassment, insecurity or tension.   |
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| <b>2.0</b> | <b>Look:</b>               | <b>Interpretation</b>  |
|------------|----------------------------|--|
| 2.1        | Looking away when speaking | Not sure of their opinion.   |
| 2.2        | Looking at others          | Support the validity of what they say, competent.  |
| 2.3        | Direct Look                | Undivided attention  |
| 2.4        | Vacant Look                | He talks round about other people and the subject.   |
| 2.5        | Look from below            | Subordination.   |
| 2.6        | Look from above            | Superiority, pride and arrogance.  |
| 2.7        | Sidelong Glance            | Reserve, distrust.   |
| 2.8        | Look towards the sky       | Desire to avoid uncomfortable situation, request for help, payer, devotion, complete self abandon. |
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| <b>3.0</b> | <b>Nose &amp; Mouth:</b> | <b>Interpretation</b>  |
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| 3.1        | Wrinkling your nose      | Reluctance, displeasure, aversion, person has already agreed to suffer something.    |
| 3.2        | Pouting                  | Highly perceptive and very sensitive. Protesting spout conveys dislike of situation. |
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| <b>4.0</b> | <b>Lips:</b>       | <b>Interpretation</b>  |
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| 4.1        | Pressed Lips       | Disagreement. Raised chin simultaneously signals aggression. A lowered forehead shows the other person is a total enemy. |
| 4.2        | Pursed Lips        | Fixed views, arrogance.  |
| 4.3        | Biting your Lips   | Lack of self confidence, embarrassment.  |
| 4.4        | Raised Mouth       | Optimistic   |
| 4.5        | Straight Mouth     | Such face is put if someone does not want to show ignorance.   |
| 4.6        | Turned down Mouth  | Negative tendency, lack of spontaneity, low mental state.  |
| 4.7        | Asymmetrical Mouth | Disapproval and reluctant acceptance of a situation.   |
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| <b>5.0</b> | <b>Laugh &amp; Smile:</b> | <b>Interpretation</b>   |
|------------|---------------------------|---|
| 5.1        | HA - HA                   | Free, open and hearty   |
| 5.2        | HE - HE                   | Laugh about somebody, something.  |
| 5.3        | HEE - HEE                 | Irony   |
| 5.4        | HO - HO                   | Surprise,   |
| 5.5        | Smirk                     | Smirk is a form of laughter with lips pressed together. The person holds himself back and is not willing to give his unconditional affection. |
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| <b>6.0</b> | <b>Hands:</b>  | <b>Interpretation</b>  |
|------------|----------------|--|
| 6.1        | Open Hands     | Trust others and interested in their opinions.                         |
| 6.2        | Covered Hands  | Concealing feelings, covering insecurity                               |
| 6.3        | Clinging Hands | Confused and insecure persons cling to files, tables, chairs, bag etc. |
| 6.4        | Twisted Hands  | Complex personality, difficult emotional life.                         |
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| <b>7.0</b> | <b>Fingers:</b> | <b>Interpretation</b>  |
|------------|-----------------|--|
| 7.1        | Thumb           | Powerful action  |
| 7.2        | Clenched Fists  | The fist is always forceful, a positive or negative meaning. |
| 7.3        | Upward Thumb    | Sign of authority, encouragement to others.                  |

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| 7.4  | Upward<br>finger                   | Index | Self opinionated, strictness.  |
| 7.5  | Lowered<br>finger                  | Index | Tapping vigorously on the table is dominating. Wants to emphasize something. |
| 7.6  | Pointed<br>finger                  | Index | Pointed forward indicates aggression.  |
| 7.7  | Index finger on<br>Lips            |       | Conceal, helplessness, to overcome insecurity.                               |
| 7.8  | Index finger across<br>mouth       |       | Wants to shut his mouth.   |
| 7.9  | Rubbing Lips with<br>Index fingers |       | This is a sign of a very big lie.  |
| 7.10 | Index finger in<br>mouth           |       | Simplicity, ignorance, stupidity   |
| 7.11 | Index fingertips<br>meeting        |       | Self confidence, tendency towards arrogance.                                 |
| 7.12 | Rubbing fingertips                 |       | Fear of confrontation.   |
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| 8.0 | Legs:                    | Interpretation   |
|-----|--------------------------|--|
| 8.1 | Slightly spread<br>apart | Self confidence  |
| 8.2 | Wide apart               | Eagerness to impress   |
| 8.3 | Very close together      | Fear and tension   |
| 8.4 | Crossed Legs             | Several contradictory feelings, defensive attitude but readiness to contact, newcomer. |
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| 9.0 | Feet:           | Interpretation  |
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| 9.1 | Parallel        | Attentiveness   |
| 9.2 | Turned inwards  | Insecurity      |
| 9.3 | Turned outwards | Self confidence |
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| 10.0 | Seated Person:   | Interpretation   |
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|      |  | Women sit differently from men.  |
|      |  | Seated person can show more about his inner feelings against his mind control. |
| 10.1 | Closed Legs, Legs parallel, knees & ankles touching, clasping the armrest of a |  |

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|      | chair, sitting on edge of a chair, looking down to the floor, resting your hands on your knees. |  |
|      | ➤ Anxiety, tense, defensive, lack of self-confidence.   |  |
| 10.2 | Crossed Legs  | Natural self confidence, demonstrates equality.                                      |
| 10.3 | Wrapping around the chair   | Strong inner tension, feel uncomfortable or even helpless in the presence of others. |
| 10.4 | Sitting on only half of the chair as a result of active movements during discussion.            |  |
|      | ➤ Impression is positive.   |  |
| 10.5 | Sitting on the whole chair with one leg moved forward and a bent torso.                         |  |
|      | ➤ Open minded ness & understanding.   |  |
| 10.6 | Sitting on the whole chair with the torso leaning backwards.                                    |  |
|      | ➤ Inflated self confidence, lack of decorum.  |  |
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| <b>11.0</b> | <b>Geographic zone:</b>  |   |
| 11.1        | All of us need space. Keeping our distance plays an important role in our everyday relations and dealings with others. |   |
| 11.2        | <b>Closed regions</b>  | <b>Approx. Distance to be kept from the person.</b> |
|             | Intimate   | 0 to maximum 2 ft.                                  |
|             | Personal   | 2 ft to 5 ft.                                       |
| 11.3        | <b>Distant regions</b>   |   |
|             | Social   | 5 ft to 10 ft                                       |
|             | Public   | 10 ft to 25 ft                                      |
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| <b>C</b> | <b>Tips -Understanding body language and identifying the type of person?</b> |
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| <b>1.0</b> | <b>How to identify Openness attitude of a person?</b>               |
| 1.1        | He will generally talk with open hands.                             |
| 1.2        | He keeps his arms gently crossed lower body.                        |
| 1.3        | He generally moves closer with the other counterpart while talking. |
| 1.4        | He generally leans forward.   |
| 1.5        | He would keep uncrossed legs.                                       |
| 1.6        | He would take his coat off at the time of discussion.               |
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| <b>2.0</b> | <b>How to identify as to whether a person is Enthusiastic?</b> |
| 2.1        | He would have erect body stance.                               |
| 2.2        | He would throw his hands open & arms extended while talking.   |
| 2.3        | His eyes would be wide open & alert.                           |
| 2.4        | He would be lively & bouncy in his behaviour.                  |
| 2.5        | His voice culture would be lively & well modulated.            |
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| <b>3.0</b> | <b>How to identify as to whether a person is Defensiveness?</b>   |
| 3.1        | A person with rigid body.   |
| 3.2        | A person who likes to keep his arms & legs crossed tightly.       |
| 3.3        | A person who offers minimal eye contact with the other party.     |
| 3.4        | He likes to lean back in chair.                                   |
| 3.5        | He usually keeps his head down with chin depressed towards chest. |
| 3.6        | He will have clenched fists.                                      |
| 3.7        | He would have pursed lips.  |
| 3.8        | He would clench crossed arms with fingers.                        |
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| <b>4.0</b> | <b>How to identify as to whether a person is of Angry nature?</b> |
| 4.1        | A person with rigid body.   |
| 4.2        | He keeps his lips closed.   |
| 4.3        | He has the habit of squinting eyes.                               |
| 4.4        | He does shallow breathing.  |
| 4.5        | He keeps continued eye contact with dilation of pupils.           |
| 4.6        | He will have clenched fists.                                      |
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| <b>5.0</b> | <b>How to identify as to whether a person has readiness attitude?</b> |
| 5.1        | He leans forward while sitting.                                       |
| 5.2        | He would place his hands high.  |
| 5.3        | He would be relaxed.  |
| 5.4        | He would stand with hands on hips and feet slightly spread.           |
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| <b>6.0</b> | <b>How to identify as to whether a person is of Evaluating type?</b> |
| 6.1        | He would keep his head slightly tilted.                              |
| 6.2        | He would have hand to cheek gesture.                                 |
| 6.3        | He would sit in front portion of chair with upper torso forward.     |
| 6.4        | He would like to stroke his chin.                                    |
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| <b>7.0</b> | <b>How to identify Nervousness of a person?</b> |
| 7.1        | He would try to clear his throat.               |
| 7.2        | He would do hand to mouth movements.            |
| 7.3        | He would cover his mouth while speaking.        |
| 7.4        | He would start playing with some objects.       |
| 7.5        | He would do tugging at ear.                     |
| 7.6        | He would look with darting eyes.                |
| 7.7        | He would twitch lips or face.                   |
| 7.8        | His mouth would be slightly open.               |
| 7.9        | He would shift weights while standing.          |
| 7.10       | He would tap his fingers.                       |
| 7.11       | He would wave his foot.                         |
| 7.12       | He would whistle.                               |
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| <b>8.0</b> | <b>How to identify Suspicion/ Secrecy?</b>                  |
| 8.1        | He would glance sideways at you.                            |
| 8.2        | He would fail to make eye contact or resisting your glances |
| 8.3        | He would rub or touch his nose.                             |
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| <b>9.0</b> | <b>How to identify Rejection/ Doubt?</b>        |
| 9.1        | He would resort to hand rubbing or ear-tugging. |
| 9.2        | He would rub eyes.                              |
| 9.3        | He would touch & rub his nose.                  |
| 9.4        | He would try clear his throat.                  |
| 9.5        | He would raise eyebrows.                        |
| 9.6        | He would keep arms & legs crossed.              |
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| <b>10.0</b> | <b>How to identify Confidence / Authority?</b>                 |
| 10.1        | He would keep his hands higher while discussion.               |
| 10.2        | He would lean back with hands laced behind head.               |
| 10.3        | He would rest his feet on the desk.                            |
| 10.4        | He would display proud erect body stance with chin forward.    |
| 10.5        | He would maintain continuous eye contact with little blinking. |
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| <b>11.0</b> | <b>How to identify Reassurance?</b>                                   |
| 11.1        | A person would gently rub or caress some personal object-ring, watch. |
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| <b>12.0</b> | <b>How to identify Frustration of a person?</b>        |
| 12.1        | He would have tightly clenched hands or shaking fists. |
| 12.2        | He would rub back of neck.                             |
| 12.3        | He would do controlled short breathing.                |
| 12.4        | He would stare blindly.                                |
| 12.5        | He would run his hands through hair.                   |
| 12.6        | He would stamp his foot.                               |
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| <b>13.0</b> | <b>How to identify as to whether a person is Bored / Indifferent?</b> |
| 13.1        | He would keep his head in hand.                                       |
| 13.2        | He would have drooping eyelids.                                       |
| 13.3        | He would have relaxed postures.                                       |
| 13.4        | He would start tapping foot, fingers.                                 |
| 13.5        | He would offer blank stares and do little eye contact.                |
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| <b>14.0</b> | <b>How to identify Acceptance of a person?</b> |
| 14.1        | He would move closer to other person.          |
| 14.2        | He would spread hands held to chest.           |
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**It may please be noted that Body Language by itself only tells part of the story. You should co-relate this with other signals before drawing firm conclusion.**

