AN INTRODUCTION TO RECOGNIZING AND UNDERSTANDING BODY LANGUAGE

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Who Lies?
Body Language

• Also known as Kinesics
• Involves the Non-verbal and Verbal cues exhibited by a person in response to a relevant question or subject.
Why Does this Occur?
Non-Verbal

• What people say is important, what their body does while they say it can often tell you even more.
Baseline

- In order to recognize changes in verbal and non-verbal behavior, you must establish a baseline for an individual.

- This is done by building rapport.
Examples of Non-Verbal Cues

• Head
• Eyes
• Arms
• Legs
Verbal Cues

• A person is better able to control their Verbal Kinesics Signals than they are able to control their Non-Verbal Signals.

• Why?
Examples of Verbal Cues

- A change in one of the qualities of the voice.
  - Rate
  - Pitch
  - Volume

Deceptive subjects are more likely to experience speech dysfunction than truthful subjects.
Speech Dysfunction

• Stutter
• Stammering
• Slurred Speech
• Pausing
Why Does this Happen?
Be Careful if the Answer Includes

- Honestly
- Really
- Trust me
- Believe me
- Truthfully
- Seriously
Or

- Possibly         Actually     Hardly ever
- Rarely            Usually     Most of the time
- Sometimes       Generally    Basically
Stalling

• Pretends not to have heard or understood the question.
• A long pause before answering.
• Laughing before responding.
• Answers the question with a question.
• Repeats the question verbatim.
• Coughs, clears throat, deep inhale, big swallow before answering.
• Rewords the question you asked.
This has been an introduction to recognizing and understanding body language. If you are interested in the subject the following books are resources on the subject…
Thank You

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