

Body Language Cues - Head to Toe (Additional resources for MVI Boot Camp)

I like to assess a person's body cues by starting from the top of the body and work down from there. The list below is from my personal notes from MY training. It is by no means comprehensive, but includes the most used and most important cues, in my opinion.

Head positioning

- 1 - Where facing, has the interest of the listener or speaker
- 2 - Signals where he or she would like to go
- 3 - in a group, sign of attraction... but also possible "path of least resistance"
- 4 - Nodding a few nods, not too fast, signals basic agreement
- 5 - Nodding quickly/rapidly is dismissive and shows a desire to end the conversation
or to speak and take over
- 6 - Tilting sideways usually shows interest or desire to listen carefully to you.
- 7 - Tilting or leaning head in a crowd shows affinity or established rapport
(subconscious)
- 8 - Tilting the head back is a sign of disbelief or suspicion.

Eyes

- 1 - Access Cues tell everything you need!
- 2 - Rapid blinking - distress or discomfort in the conversation. Could signal lying, especially when accompanied by touching the face (particularly the mouth and eyes)
- 3 - Pupil dilation - Not necessarily attraction (used to think it), but intense focus and listening. Sign of established rapport. Pupils dilate when cognitive effort increases, so if someone is focused on someone or something they like, their pupils will automatically dilate.
- 4 - If a person looks down, often indicates nervousness or submissiveness.
- 5 - Inability to make direct eye contact can indicate boredom, disinterest, or even
deceit, especially when someone looks away and to the side.
- 6 - Glancing at something can suggest a desire for that thing, and glancing at a person can

indicate a desire to talk to him or her.

Face and Mouth

- 1 - Pursed lips - displeasure or stopping self from speaking
- 2 - Open mouth or smile - Indicates acceptance and trust
- 4 - Lip biting - Worry, distress, anxiety
- 4 - Covering the mouth - Attempt to hide emotional reaction on a subconscious level.
- 5 - Fake smile - (Involves JUST THE LIPS/MOUTH) - Displeasure, will end conversation fast
- 6 - Real smile - (engages whole face, eyes wrinkle) - Happiness, rapport, and safety
- 7 - Half-smile - Uncertainty or disbelief in what you JUST said.
- 5 - Covering the mouth or touching the mouth while speaking or continuing to bite nails while speaking - deceit or making up an answer

Body Proximity

- 1 - Close - Rapport and trust
- 2 - Pointing away - wants to leave you or engage another person. Sometimes, just disinterest
- 3 - backs up or moves away when you move in closer, this could be a sign that the connection is not mutual.
- 4 - Look for them to be mirroring YOU!

Legs and feet

- 1 - Bouncing legs - Indicates desire to move away or escape
- 2 - Toes - Point to the direction the listener wants to go
- 3 - Feet firmly planted, straight ahead - Focused on you only
- 4 - Feet firmly planted and in an open stance or V - rapport is built and they are accepting
- 5 - Crossed leg and hand holding leg - discomfort and trying to assure self