

# 7 Ways to Read People

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Reading people and understanding the non-verbal communication is one of the valuable skills you need these days in business and personal life. Since studies shown that 60-70 percentage of all communication is non-verbal the importance of learning it became more and more visible. While communication is used in every sphere of life, good skills in non-verbal communication and reading people can be used every time and everywhere for your personal advantage.

I learned very early in my life to read people because I grew up with a lot of introverts and learned early that it is better to hide emotions than to show them. So I had to learn very fast that not everything you can see at the first glance is real and that there are a lot of hidden emotions and intentions you can read just in between the lines.

But you do not need to learn everything the way I have and as a child, neither you need a special education for reading people.

Everybody has the possibility to learn it and to use it in your lives, if you want to learn it.

“After testing more than 12,000 people using a sequential testing protocol involving three different lie detection accuracy measures, O’Sullivan and Ekman identified 29 highly accurate individuals. These individuals had a kind of genius with respect to the observation of verbal and nonverbal clues ...”

O’Sullivan, University of  
San Francisco

In “7 Ways to Read People” I show you seven different ways how you can find out if someone is hiding something, try to lie to you or just do not like to talk about their real feelings. Interpreting non-verbal communication right and reading between the lines of the spoken and written words can help you to understand others better and also be better understood by others. It does not matter if you want to sell something and have to see the questions your customer is not asking directly, if you are hiring someone and need to be sure that this person is telling the true or if you need to know that you can trust your team.

Nearly in every part of your business and personal life it is important to understand and interpret the messages between the lines. In “7 Ways to Read People” I give you an introduction into seven different ways to read a person, which you can easily implement in your everyday life.

## **Inconsistencies**

Inconsistencies do not give you direct information about the thing that is wrong but is perfect to recognise initially that there is something wrong in the stories you been told. It is a perfect start to find out whether someone is lying to you or not.

Consistency, the opposite of inconsistency, is a term out of logic and means that when you saying A you have to say logically B. It shows the logically way things are going or should be going and give you the possibility to predict the outcome very accurate. If the prediction is wrong something

is wrong within the whole construct, because the outcome is not a logical consequence of the way things normally happened. But inconsistency is not just a mathematical model; you can also see it in your everyday life in the behaviour of yourself and others.

If people do not follow their habits or start doing unexpected things, than something had changed or something of the whole story is not true.

For example: If you hear an unknown noise and will not look after it, what could have happen, then you very likely know what it all was about. Otherwise your instinct would have told you to look after unknown noises because it could have been a threat to your life.

And the same you can say about suddenly changing habits. If you change the way you are working after 10-20 years, than pretty sure something else had changed in your life, too. It does not mean that these changes are always bad, it just means, that something had changed, what influenced your everyday life. While seeing these inconsistencies early, you can go further and ask the question: Why? Why would someone change its habits or tell you so? Or why would someone react completely different that every other normal person?

## **Micro-Expressions**

Reading Micro-Expression is for most people hard concentration work and only 0.025% can do it without a

previous special training and in more than 80 percentage of the time right. But the good thing is: You can learn it.

### **Micro Expressions**

are a brief, involuntary facial expression shown on the face of humans according to emotions experienced. They usually occur in high-stakes situations, where people have something to lose or gain.

Micro-Expressions are involuntary facial expressions that occur in high emotional and high stressed situation and lasting around 1/15 to 1/25 of a second. They show hidden emotions and are very good for spotting a liar. Because they are

unconsciously, you cannot control them at all; even after a long and intensive training it is hard to hide them or fake them. The main emotions, which are trained in Micro-Expression workshops, are sadness, fear, anger, happiness, contempt and disgust, and all of them are shown in the same way in every culture.

So if you learned to interpret Micro-Expressions once you do not have to learn it for every other culture, like you have to do it with the interpretation of body language, which meanings can variant between cultures and social classes.

### **Body Language**

Like I said body language and its meaning differ from culture to culture and form social class to social class, but on the

other hand reading it right is the best and safest way to read and interpret people.

If you understand the main concepts and can see the cultural differences, you will recognise very fast, if the spoken word is fitting to the feelings and intentions the body language is revealing. But sometime similar gesture can have a complete different meaning in another culture, so it is much more important than in any other reading method to be aware of these differences

### **Body Language**

is a form of mental and physical ability of human non-verbal communication, consisting of body posture, gestures, facial expressions, and eye movements.

Humans send and interpret such signals almost entirely subconsciously.

For example: Italian people like to talk with their hands and you cannot say if they are lying or not due to the intensive use of their hands while talking. Completely different with British people, who mostly talk without wild gestures. So if a British person is talking

a lot with his/her hands, she/ he will try to convince you of something, is nervous or has something to hide. But be aware that a couple British people may gesture wild too, when they talking and they are not lying the whole time.

Body language is an extremely reliable method to read people, but knowing all the cultural and social difference make it hard to interpret the signals always right. The best

way to find out with what kind of person you are talking, is by establishing a base with a small talk in the beginning, in which most people be honest in their reactions and show how to read them right. Also trusting your gut feeling is a good way to know if the body language is saying something different than the spoken words.

## **Gut feeling**

Most of us read and interpret non-verbal communication unconsciously. The talent of doing so is depending from age, experience and empathy. But like nearly everything else it can be trained.

If this strange feeling occur, you should ask yourself: “What is it about?”, before you say that feelings are not logical and have nothing to do with logical decisions. If you give yourself the possibility to find out what the feeling is about, you can ask yourself why this feeling occur and if there could be something real in your thoughts. Could the story really be in the way I think or is the way the others are telling write? What would it mean if my feeling is right? And after going through all the possibilities you can make a clear logical decision about which story is more likely to be true.

And to find evidence to the most logical story you can use other methods to read non-verbal communication and maybe will focus more on them, like you would have done else before. One way to proof your gut feeling is right is by taking a deeper look into the choice of words and the sentences structure your conversational partner is using.



## **Sentence Structure**

When people are lying or hiding something they will use a different sentence structure than normally. Most people are starting to use more complex sentences and will not give a direct answer to your question, whether you asked a Y/N question or an open question.

Also people are starting to tell you about everything else, but nothing about the things which are related to your question. The point is that they put more effort in answering your question while lying as if they would do when telling the true, just to give you the feeling everything is all right and you do not have to worry.

### **Behavioural Profiling**

is a behavioural and investigative tool that is intended to help investigators to accurately predict and profile the characteristics of unknown subjects.

But also again, you need to have the differences from person to person in mind. What someone is holding for a diffuse answer someone else will think of it as direct and very precise. Like before in the body language, the best way to get it right is to find a

base and see how the person normally behaves and answers questions. That will give you a base with which you can compare answers in ambiguous situations.

Another way to analyse someone through the sentence structure is by looking what they do not talk about. These are often the things that are most interesting in. In negotiations for example, it is best to listen what the other is not talking about; the money, the safety, the value compare to others or the benefits for them or you. This are the points where they hiding something and mostly it is something bad for you or something very good for them, what they do not want to share with you.

Very close to the analysis of sentence structure is the word choice and the meaning of words in special situations and contents. It reveals often some slightly difference which have a great impact on the whole meaning of the statement.

## **Word Choice**

In most language there are a lot of words for the same things, emotions or situations. But all of them have a slightly different meaning and were used in different situations. To play with these slight differences and to understand them you have to be sure that the other one is a native speaker or at least has a very good understanding of the language, otherwise she/he would not necessary understand the words and their different meanings.

While analysing the word choice every detail becomes important. When does the person use which word? In which context do the words change? And how often are exactly the same words repeated.

An example out of the recruitment industry: Does the candidate use lead of the team or head of the team? Does he/she say knowing the regulations or understanding them? All the small details in the word choice say a lot about the person behind and what they have really done.

To recognise all the small differences you have to step back and take you out of the situation, because most of the time we just take a word with a similar meaning and interpreting the words of others in the way we like to hear them, but these are things they may never have said. You also will see that often when you thought someone lied to you they actually never have said the things you were so eager to hear.

## **Appearances**

The seventh way to read people and to see if they are hiding something is by taking a look at their appearances. What do they wear? How do they walk? Does that fit together? Does the person really look authentic?

You can easily take a look at the overall appearance before you start talking to someone. It gives you a first insight about the person and what you can expect from the talk. But also during a conversation it gives you the possibility to take a deeper look behind the masque. Do their appearance and the things they are telling fit together? Would you really expect this comment from someone like them? Or do you see something that is unusual? And what could this say about the person?

## Cultural Profiling

is a behavioural and investigative tool that is intended to help investigators to accurately predict and profile the characteristics of unknown subjects in relation to their cultural and social background.

If you find something that does not fit in at all, think about the meaning of it. Is this person pretending to be someone else? Is it a youth sin? Or is it just a present from someone important?

People do not always try to lie to you, but inconsistencies in appearance give you a good lead in a conversation and a starting point to dig deeper and find out if there is something hidden or not.

By the way: It is always good to ask question if something seem to be wrong. Maybe it is not as bad as you thought of first, but you will feel better and get a better understanding of your conversation partner. The important point is to be always aware of inconsistencies, secrets and lies while reading and interpreting others.

And the best way to become a good reader of people is training, training and training. The good thing is that there are many people around you every day, so it should not be hard to find someone to practise with.

If you do not want to learn it all on your own, than you can meet people, go to seminars or improve your skills with a personal coach. You will not just learn how to read others, your awareness of your own non-verbal communication and the message you send in between your lines will increase. All methods will help you to make a better impression and send out the right signals to others.

“The wizards’ success rate was even higher than the traditional polygraph test, which is used in the US and is claimed to have a 60% to 70% success rate.”

BBC

The impact on your business and personal life will be incredible and won’t take long. You will see how fast you can read others, communicate without words and make yourself much more understandable.

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