

May 4, 2002

Immediate Release

Contact: Elaine Fuerst, Marketing Essentials, 770-446-7940; elainefuerst@earthlink.net or Patti Wood at pattiwood@mindsprng.com, 404-371-8228.

How Honest Are Body Signals? Take This “How To Spot A Liar” Quiz.

Patti Wood, known as “The Body Language Lady,” has shared her body language assessments of movie stars (Nicole Kidman, Julia Roberts), politicians (Gary Condit) and famous couples (Michael Douglas and Catherine Zeta-Jones) in recent and soon-to-be-on-the-stands publications of National Examiner, US Magazine and Cosmopolitan Magazine.

Patti says, “It is really fun reading the body language in photographs. In case you are wondering about the accuracy of that kind of reading, the research says that body language, especially facial expressions, are more accurately read through still photographs than through real time face-to-face reading. So when a magazine sends me photographs to assess, I find I can give quite an accurate reading.” Patti can explain the cues that most people sense. “You feel someone is lying to you, but you can’t quite figure out what they have done to make you think that. “

So, for fun, test your skill in being able to spot a liar. This quiz also helps you determine if you look credible. The answers appear following the quiz.

Spot a Liar Questions:

1. When someone is a rehearsed liar rather than just nervous
 - a. They will answer questions quickly and give longer answers.
 - b. They will spend less time gesturing.
 - c. They will have longer pauses and shorter answers

2. You can tell when someone is lying most accurately by reading
 - a. Facial expressions.
 - b. The body.
 - c. The eyes.

Look Credible Questions:

3. The best way to look honest with your body language is to
 - a. Be relaxed.
 - b. Hold a steady posture without a lot of extraneous movement.
 - c. Have your body language match whatever you are saying.

4. What is the best way to hold your hands to show truthfulness when giving a presentation?
 - a. Loosely at your sides or with one hand in your pocket.
 - b. Clasped loosely in front of you.
 - c. Palms open.

5. Which of the following actions would make you look more honest?

- a. Leaning toward the interviewer.
- b. Leaning back, relaxed, with your hands clasped behind your head.
- c. Wearing a suit and tie sitting behind a desk.

6. What should you do with your mouth if you want to hide the truth?

- a. Hold it still.
- b. Maintain a slight small smile.
- c. Be careful of pursing or licking your lips.

Answers:

1. Answer C. Liars have longer pauses, shorter answers and longer times between a question and a response than someone who is merely nervous.

2. Answer B. Our faces and eyes hide the truth more easily than the rest of the body. However, the body, especially the lower portion, is under less conscious control.

3. Answer C. Your body language needs to match what you're saying.

4. Answer C. Keep your palms open. Rehearsed liars tend to keep their hands, especially the palms, hidden and still. Loosely at your sides wouldn't be horrible.

5. Answer A. Leaning toward the interviewer makes you appear open and interested. Liars tend to close entrances to the body to hide the truth.

6. Answer C. Be careful of pursing or licking your lips. A smile is the most common facial expression to mask emotions.

Patti Wood MA, CSP is a Professional Speaker, and a Communication and Body Language expert based in Atlanta, GA. Patti's clients include Fortune 500 companies, Government agencies and associations, and she has written seven books. Patti is currently finishing her newest book "People Savvy". To learn more go to the People Savvy Web site www.PattiWood.net

#