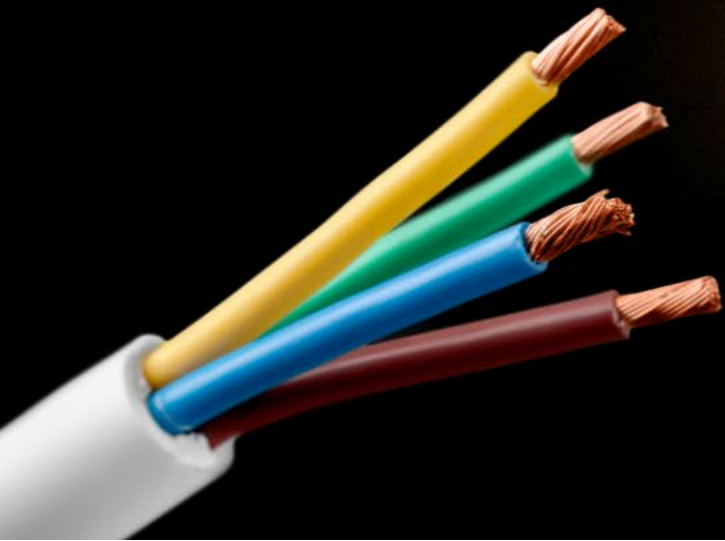


3D Body Language Skills for Powerful Results

WHMA 

everything
is
connected







Uniform
Police Officer



Undercover
Drug Enforcement



Federal Prosecuting
Attorney

3D Techniques

Display

Decode

Detect



“

**Your actions speak
so loudly, I cannot
hear what you are
saying.**

”





Attach meaning

Bias

Context



OH SIT



1. People who display empathetic body language are viewed as more competent.

TRUE



FALSE



2. Which appears more open to your ideas?

A



B



3. How you set up the interview area influences the outcome.

TRUE

FALSE



4. People are most likely to tell higher stakes lies when they are:

A. Texting



B. Talking on the phone



5. All things being equal, women are more willing to lie during a negotiation than men are.

TRUE



FALSE



6. Which depicts increasing insecurity?

A



B



7. Liars avert eye contact more than truth tellers.

TRUE



FALSE



8. Enduring a hardship makes us more likely to show compassion for someone enduring a similar hardship.

TRUE

FALSE



9. Your posture affects critical thinking during negotiations.

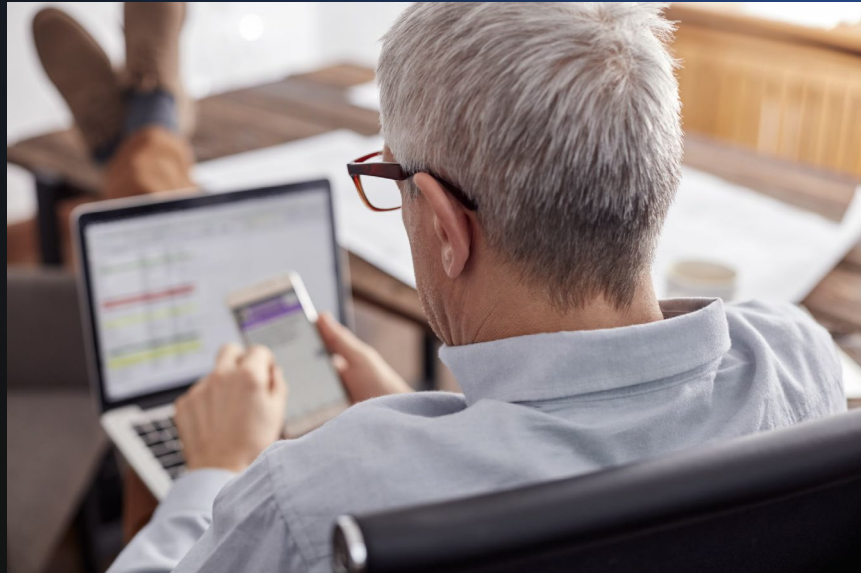
TRUE

FALSE

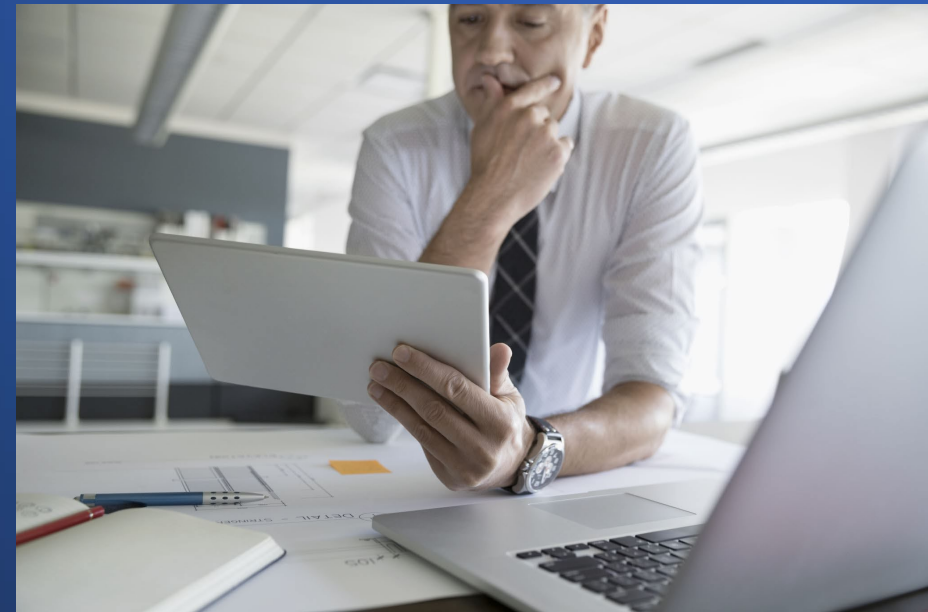


10. Mirroring an email salutation and sign off builds trust.

TRUE



FALSE





DISPLAY





Executive Presence





Reputation



How we see
ourselves is not
necessarily how
others see us.



An aerial photograph of a modern, single-story commercial building with a flat roof. The building features large glass windows and doors. The surrounding area includes a paved parking lot with several empty spaces, a sidewalk, and various trees and shrubs. The word "Environment" is overlaid in white text across the center of the image.

Environment





Signals





Confidence



Posture





Courtesy of Amy Cuddy, Harvard University





Prime





Empathy





Smile



A close-up photograph of a cat's face, likely a breed like a Himalayan or Ragdoll, with grey and white fur and striking yellow eyes. The cat has a serious expression. The background is blurred, showing green foliage and bright light. The text 'RBF' is centered over the cat's forehead.

RBF



OPEN





Mirroring





Eye Contact



DECODE





Perspective Taking





Curiosity







Reflective Listening





Email





Phone

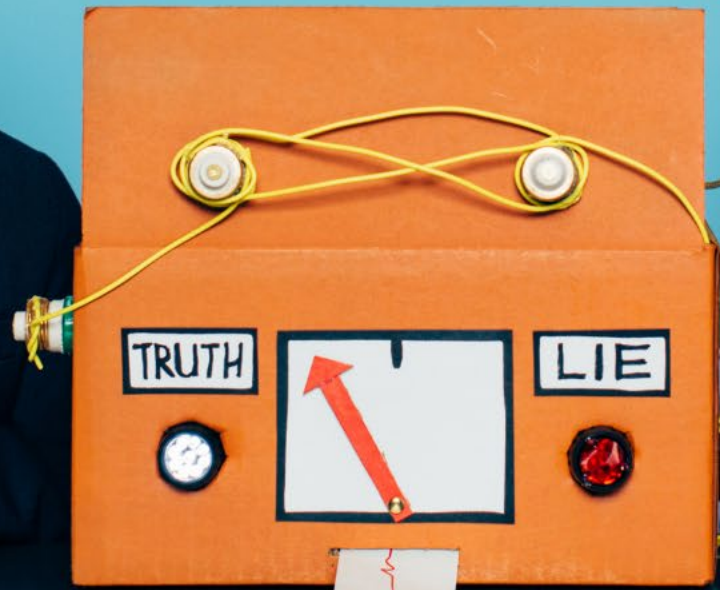




Defuse











Obstacles





The belief
that people
will not lie
to you.

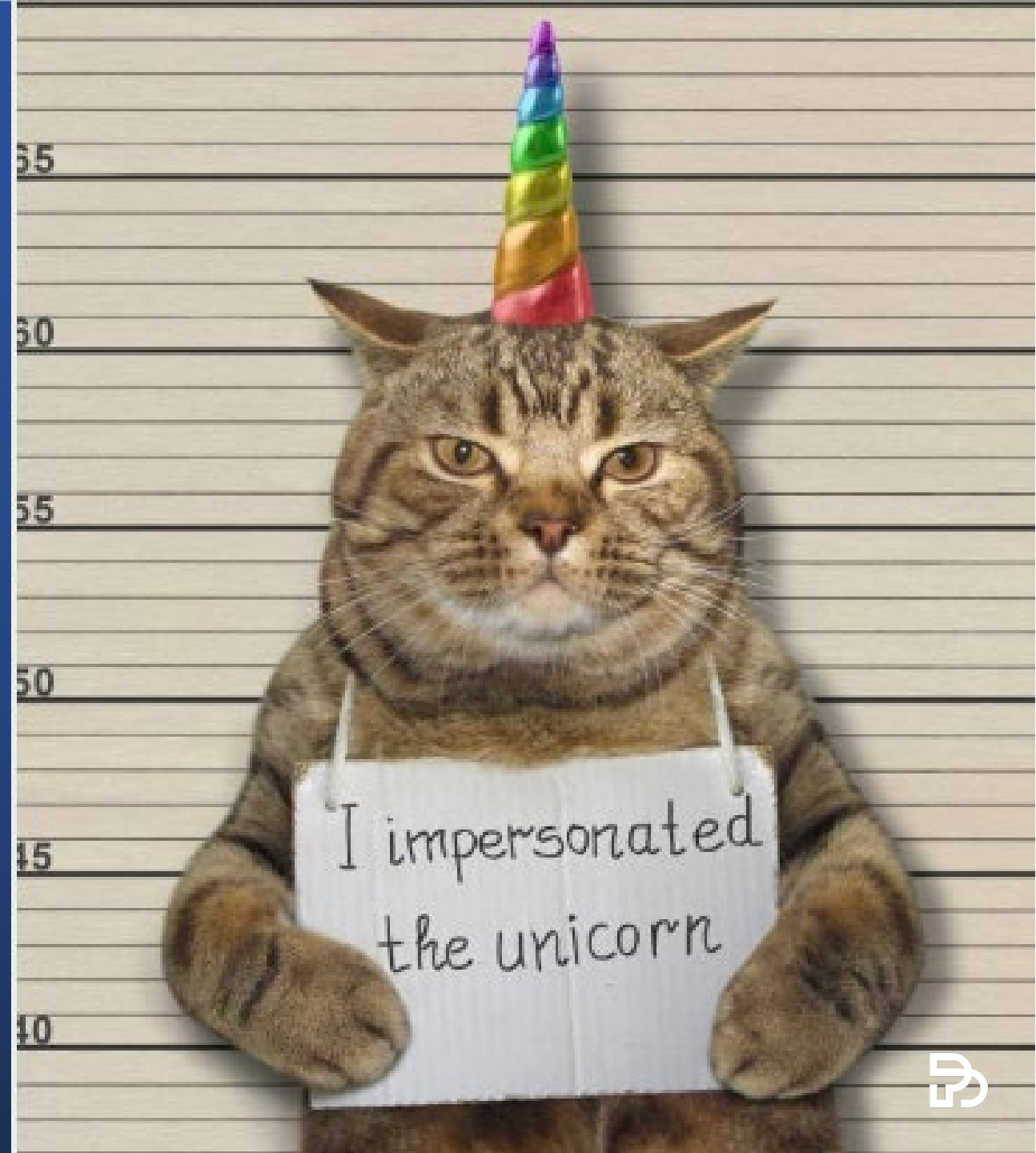
Reliance
on
behavioral
myths.



Complexity of communication



Truthful
behaviors are
easily
replicated.



Baseline



Behavior Cues & Clusters



What Deception Looks Like



Verbal / Nonverbal Disconnect





Hiding Mouth or Eyes



Hand-to-Face Activity





What
Deception
Sounds Like.



A woman with long brown hair, wearing a dark blue blazer over a white top, is looking towards a man in a white shirt who is partially visible on the left side of the frame. The background is a blurred office setting with a green couch.

Referral Statements



A person wearing a dark blue suit is shown from the chest down. Their right hand holds a wooden gavel with a brass band, positioned as if about to strike. Their left hand rests on a black leather-bound Bible. The Bible and a circular wooden gavel base are on a light-colored wooden table. The background is dark.

Invoking Religion

A young girl with blonde hair in a ponytail, wearing a white long-sleeved shirt and pink pants, sits on a wooden table. She is pointing her right index finger towards a woman. The woman, with short dark hair and wearing a brown sleeveless top, sits opposite her, also pointing her right index finger back at the girl. They are both looking at each other. The background is a plain white wall with a wooden shelf holding a small decorative object.

The Punishment Question



The Catch-All Question



THINK
ABOUT
THINGS
DIFFERENTLY



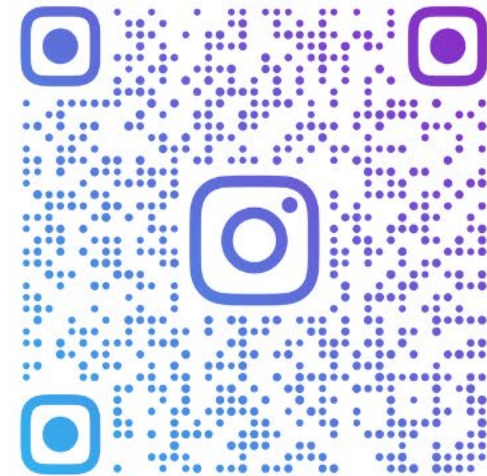
PAMELA BARNUM
THE TRUST AGENT



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Federal Prosecutor |...



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