

# —| HOW TO |— ANALYZE PEOPLE

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The Ultimate Step-by-Step Guide for Beginners to Analyze  
and Influence People Through Body Language  
and Human Behavior Psychology



DAVID COVERT

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Psychology**

**David Covert**

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# INTRODUCTION

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I am staring at my crucial pad, thinking of a significant breakthrough idea that would launch me into the depth of thoughts I want to unleash as I write this. I just decided to start this way—to begin with questions. So, let me question you. Be sincere it would help us out.

Have you ever wondered what is in the head of your teenager (that is if you have one), what are they thinking of? What is the content of their mind? Are they saying the truth, or they are keeping things from you? Do you feel that constant desire always to understand what a person means beyond what they are saying to you? Do you want to look into the heads of people and see right through them? If you do, I do too. I don't just want to know what my dog is thinking of. I also want to understand why people act the way they do and what would make them tick or blow.

I really wanted to know.

This led me to study and research. I found out proven psychological principles that could help you figure out a person and how they act. Help you know the prompters that influence a person's action. Nothing just happens, it is all prompted—or should I say, it all has a cause. Even those things you call “accidents” have reasons.

In Tim Lahaye's book, *why you act the way you do*, he tried to explain the reason why people work the way they do and linked it to something he called ‘temperaments’. He classified human actions/character into four broad groups, namely: Choleric, Sanguine, Melancholy and Phlegmatic. He claims that these four broad groups are responsible for the way you act and the reason you can throw a bottle at someone for pissing you off and why your brother would do absolutely nothing but walk away. He termed the two dominant and outspoken character traits as Choleric (the natural-born leader), and Sanguine (the life of the party); and the other two he termed them as introvertive in their nature, that is the Phlegmatic (natural going person) and the melancholy (perfectionist). These broad groups could give us an incline into how these personalities work.

The point was he was analyzing the human about his interactions. You may want to ask;

**WHY WOULD YOU NEED TO ANALYZE A PERSON?**

### **Intrapersonal intelligence:**

A person is not intelligent if the person doesn't understand himself. Socrates sums it up by saying, "Man know thyself". He believed that if a man could master himself, he could master his surroundings. That's the basis of analyzing a person; we are trying to learn man. Man is the most complex biological machine, and the advancement and the complexities that we find in his every day to day activities, make us want to understand his uniqueness. Intrapersonal intelligence brings a keen awareness of who you are to the fore. This means, your self-awareness is dependent on how much of yourself, you know. Understanding who you are, makes it a lot easier to understand someone else. A self-aware man is conscious of his flaws and how it affects others; he is also concerned about how he can grow and surmount these flaws. He is also aware of his strengths; no human doesn't have weaknesses or strengths. You are aware of your strengths and how it translates into helping others. This is a self-aware person.

A self-aware person is not self-centered, he is simply conscious of the reality that surrounds him, and this empowers him to design an outcome that is far away from the truth he is experiencing. This is what being self-aware is about. When a person reaches the apex of self-awareness, it is said that the person is intra-personally intelligent. This is one of the reasons we are analyzing people; to ensure that we get a man to know himself, know what his worldviews are and how these can affect his immediate environment.

### **Interpersonal relations:**

The presence of the brain makes it possible for us to have complex interactions amongst ourselves in comparison with other animals. Our language, mode of living, food, events, culture all are a result of our very, very complex, and cerebral style of interaction. The world is made of humans, and because of that, you would have to always react/encounter a human on your way as you climb up the ladder of success. Most people don't have people skills. They do not know how to speak to people, and they say anything they want to say anyhow they feel like saying it to people. They don't understand the power of networking, and they never know how it is people that would take them to the next level in anything they want to do. People birthed them, people nurtured them to mature, and



people taught them at school. If they understand the importance of having to learn people skills...?

Money follows people, and not the other way round. If you want to make money, you do not have to chase money, and you have to chase people. It is people that handle, prepare, carry cash all over as they transact. If you need to make money, the thing you ought to do is to create a solution to a problem to attract people. When you are done creating the answer to the question, make sure the product you promise them has the same value your ads contain, if not, they might come, but they would leave. Your business, your life, your future depends on the right choices.

The easiest way to relate with people would be first to know yourself and what you are prone to do. Know your flaws, your excesses, and when you see that these things are getting in the way of your relationship with people, you know what to do.

For instance, if you are not calm or quiet, and this other person likes a quiet and peaceful place, you should be ready to compromise so that these other people would be beautiful. Your eyes are not the benefits of the relationship, not an ego contest. If the other person makes a mistake, because you are self-aware, you understand how to convey your hurt to this person without causing a ruckus.

### **Well, because we have to make some money too**

Speaking from the business angle, we are going to make a lot of money if we learn people skills. The reason why your staff is underperforming might not be technical, but emotional, you just have to know the right culprit responsible for what. The emotions of a human affect how they act more than reasoning, so their issue might be emotional more than it is technical or business-oriented. So what's the need to analyze these people? Well, because if you understand the collective and individual wiring of humans, then you can easily control the outcome you hope to see.

Secondly, your investor, investment, your entire assets rest on the shoulders of these two-legged Homo sapiens and whether we feel comfortable with it or not, they are the center of all we do and all we would do in business, so if you do not understand how they think, why they feel the way they think and the things you need to do to make them believe in a certain way, you might as well prepare to just live on Mars. At least we

have no record of humans on that planet except they got tired like you are about to, and left earth for Mars.

Money follows people, how do people make money? They make money by asking these simple questions; where is money? The answer is: it is with people. How to get money would be to get people, and how do I get people? That would be the center of your marketing campaign, your brand and brand story if forms the orbit of whatever you are doing, “how do I get the people that need my product to see it, like it, buy it, use it, keep on using it, and tell someone else about it?”

How could you even run an ad without looking at the market? Understanding your demographics? Businesses are consumer/customer-centric. They are centered on the people and imagine a company that has no clue as to how these people think, and they would be doing the wrong things, thinking they please the right kids.

### **Communication**

Nothing ruins a perfectly good relationship with any scenario like bad communication, and there is nothing that sells us your personality more than connection. We look at your body language, your choice of words—we are consistently feeding off what you give us to land a conclusion about you. It is what separates cultures, start wars, end wars, build nations, and crumble them. Communication is how you know what is in the mind of another. They cannot read your mind, and that puts them in an uncomfortable disadvantage because they do not know if you are planning an airstrike or you want to eat cupcakes. How do you cast out doubts about you in the hearts of others? You do it by communicating correctly. Letting them know that what they are doing is not any threat to you or is a threat to you.

How do you communicate with a person you do not understand? In Hebrew, “ma” means “what,” but in English, it is an informal way to call mother. So, imagine that you go to Israel and you say “Hey, I want to meet who is in charge here” and the Jewish teenager replies “Ma!” and you think he is trying to call his mother. That’s why tour guides start you on how to understand the culture you are visiting so you do not do something contradictory to their belief or rituals.

The importance of why we analyze/understand/observe people cannot be overemphasized. It would save us loads and loads of trouble if we realized how it worked and why it needed to work. So, in this book, we would be teaching you how to analyze people. Simple steps you would practice that would ensure that you understand your spouse, partner, relatives, boss, employee, student, and every relationship that humans can forge. It is important. Our very existence is hinged on this; I mean, it is hinged on this. You never can tell, you could be saving your life or someone else's if you simply understood how humans worked.

I remember having a new neighbor comes over to introduce himself to us. I asked him to come inside and have a cup of coffee because you know it is rude to keep your guest standing. I was about to leave to attend an event I was invited for, so I thought having a little chat would not hurt. I had three extra hours until the event. This new neighbor kept yapping about dogs and cats and mice and rain. He spoke of everything, and rarely did he stop to see if I was paying attention or if I was even enjoying the conversation. I tried to give him specific body signals. Still, he wasn't just bulging, and he was too into his discussion—I mean, he was having an excellent time talking to himself, because I couldn't remember half a mile of what he was speaking of, but I was sure I remember wanting to walk him out. I am sure if he knew how he would have immediately known when to stop. After that time, he went on to self-impose himself as my friend, and he is always texting and stopping by to see if I wanted to chat. Even though I try to avoid him and his texts, he is a lovely person, no doubt, but he was too sudden, he didn't also give me time to know him, or he didn't allow me time to get to know him. Eventually, I had to sit him down to let him know some things. Now we are cool, but we are taking step by step now.

PS: the afternoon I sat him down, he broke down in tears and apologized. Now, before he does anything that would involve me, he texts me to ask if it is okay, or if I would love to join. If I reply in the negative, he doesn't throw a fit. This is what analyzing people could do. It could make the society a better place.

# CHAPTER 1

## THE BASICS OF ANALYZING PEOPLE

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Analyzing people is a natural action every one of us carries out when we are relating to other people. Primarily, it borders around the confines of using what they say and do to make an assumption of the way they reason.

As intelligent people, we should be able to find out who people really are, by being able to analyze what they say and do. Using their verbal and nonverbal information will give us the necessary information on who people really are, beyond what they look like on the outside.

In analyzing people, you must primarily understand that people show different behaviors, and these behaviors can just be a simple display of manners, for example, clearing of the throat, head-scratching, tilting of the head, a crossing of arms and legs, pouting and jiggling of feet. These behaviors can be so normal that we might not even notice them in others, and even if we notice them, we pay little or no attention to it.

Although these behaviors in some people can be just their natural way of acting, for other people, these same behaviors can carry unspoken words of deception, anger, anxiety, nervousness, etc. So, you must be able to draw the line between the normal behavior of people and when those behaviors are to communicate a detail. When you have done this, then note when there is a difference in the actions and gestures of the person. Basically, know the way the person behaves.

You must give in to very important forms of information that will lead you into properly interpreting the vital hints that people normally give through unspoken words that are seen in their actions. If you must hear those unspoken words, you must stay objective in your analysis, neutral, and not twist any information the person is giving you. This means you will have to put away preconceived notions, any feeling of anger or displeasure you have toward the person, especially if the person has wronged you before, any contemplations you are holding in mind toward that person who

you are trying to analyze, and you must avoid allowing your ego get in the way.

One single behavior may carry no message, and you have to put together numerous activities and watch the behavioral trend, find out if the behavior is specifically toward you or if the person relates that same way with others.

So, it doesn't matter who you are trying to analyze; your spouse, superior at work, your colleague. The rule remains the same, stay unbiased and bring down your ego defense walls. Well trained human analysts are those who are able to hear the unspoken and see the invisible. They put into full use their well-trained intellect to go beyond where every other person will put their attention, and this helps them reach out to mind-blowing deductions. They are able to pay attention to these places where others do not pay attention to because of their ability to freely drop of previous emotional baggage they have about others, especially the people they are trying to analyze.

In this chapter, we want to look at what you should be listening for in analyzing people and the signs that can lead you to knowing what people are feeling or thinking.

Basically, there are three methods one can employ in the art of analyzing people;

Pay Attention to Hints from Body Language.

Firstly, do not put all your attention on forcing yourself to notice the hints the person gives through his/her body language. Just observe in a relaxing manner. No pressure and discomfort, also stay flexible. Paying attention to body language is a very important and primary method in the art of analyzing people because research has proven that body language accounts for 55 percent of how we communicate. Words account for just 7 percent, and the tone of our voice accounts for about 38 percent.

Things to observe as you pay attention to body language hints

### 1. Appearance

Note that most times, a classic suit and well-polished shoes show a drive for success and business-minded, a casual outfit like a shirt on Jean shows being comfortable with being casual, and an overly body fitted top with

cleavage on display shows seduction. An ornament that has a cross pendant shows the person has spiritual values.

## 2. Notice Posture

In reading posture, hints like head position, steps, chest posture should be observed.

If the person's head is held high, it is a sign of confidence and healthy self-esteem. As they walk, do they work in a disorderly manner? If they do, it is a sign of low self-esteem. Is the person always walking with their chest out and heaved? It is a sign of a big ego.

## 3. Physical Movements

In analyzing physical movements, pay to observe the hints like leaning and distance, a crossing of limbs, Hand movement and position, biting of either the lower lips, upper lips, or both and picking of cuticles.

Normally, people tend to lean towards those that they have an emotional connection with and away from those they share no emotional connection with. The crossing of limbs is generally a sign of anger and self-defense. A person who crosses his/her legs will have his/her toes, pointing to the person or persons he/she is comfortable with. Hand movements like placing of hands on the laps or putting them back or hiding them could suggest that there is something the person is hiding. Most times, when people are under pressure or in circumstances where they feel awkward, they bite their lips or pick their cuticles.

## 4. Facial Expression

Often times, the looks on our faces are expressions of how we feel. Hence, in analyzing people, you must pay attention to the looks on their faces. Most likely, when a person is overthinking or is worried, the look on the face is usually a deep frown. Angry people show pursed lips. The same applies to people who are bitter. People under tension will clench their jaws and grind their teeth.

### **Pay attention to your Intuition.**

Intuition is the feeling that comes from your gut. It is not what your head says, so it might not be logical sometimes. This feeling is an unspoken detail that comes to you through images, and it is not via logic.

Who a person is, is the most important detail you need to really understand someone. The outer appearance may matter but doesn't really count. What this feeling from your inside will do for you is to give you further insight beyond the obvious.

### Checklist of Intuitive Hints

#### 1. Honor your gut feelings

It is often said that the first impression matters a lot, so when meeting someone for the first time, pay attention to that feeling from your within. This most times will precede logic. That feeling will tell you if you feel comfortable with the person or not. These feelings are the voices of truth from within you, and they tell you if you can commit to people.

#### 2. Feel the Goosebumps

Often times, when you have a Deja-vu experience, it will send a cold shiver down your spine and produce on you Goosebumps. These feelings are components of those inner voices that tell us about the person we are relating with, even though we might just be meeting them for the first time. Often times, as they begin to speak, what they say will resonate with these feelings we have been having inside us.

#### 3. Pay attention to details that come in flashes

As you converse with people, be vigilant, you may get a quick flash of information. Try not to miss them, and they carry very important details that will help you in critical analysis of the individual. Do not be in a hurry to go to the next detail, and this will cost you these flashes, and once lost, you may not get them again.

#### 4. be vigilant for Empathy from your Intuition

As you talk with people, they sometimes communicate how they feel with you, and your intuition will communicate this to you. It is like a transfer of their feeling. So, when reading people, find out if the feelings you are having were there before meeting the person. If it started at the course of the meeting or after, it is your intuition communicating those unspoken words to you. This can even go down to physical symptoms like pain.

### **Feel Emotional Energy**

Our energy is usually given hands and limbs via our emotions. The emotion is the vibe we send when we are with people. This energy transferred via emotions alter the mood, behavior and even emotions of the people we are around. So, do well to acknowledge these emotions. Did you notice that there are some people you will come around, and you will feel good? These people, through their emotional energy, heighten your mood and activeness. Also, there are some people you will be around, and your vitality and vibe will die off. In fact, they drain you of your own emotional energy. You just want to leave their space. This energy is cunning and can be felt from a distance, they are not visible, but they can be felt.

### **How to Analyze Emotional Energy**

#### **1. Since People's Presence**

When we say presence, this is the vibe individuals send or the energy they emit. They are not necessarily expressed in words or deeds.

This energy cannot be touched, but it is being felt. The energy effect on the atmosphere has an impact on the environment. It is contagious. As you study people, note the energy their presence gives off; does the presence attract or repel you?

#### **2. Pay attention to Eye Signals.**

The qualities of a person can be seen in the eyes, from the eyes, you can tell if the person is caring, happy, concerned, surprised, scared, pissed, scary, shy, at peace, paying attention or indifferent. The eye can give off energy that extends beyond the body. Also, from the eyes, you can tell if the person is hiding something or telling the truth.

#### **3. Note the energy in the handshake, touch and hug**

Emotional energy can be transferred through physical contact, and it is like electricity. Find out if you felt warmth with the hug and/or handshake. Did it boost your confidence? Did it ease the pressure for you? Cold hands often show anxiety and fear. Firm handshake shows confidence.

#### **4. Listen for Tone of Voice**

Emotions can clearly be seen in voice tone and volume. The voice of your tone affects others, when studying people, notice how the tone of their voice affects you. Vibrations are created by sound frequencies, and these



vibrations carry energy with them. Is their voice tone soothing? Does it scare you? Is it abrasive? Is it manipulative and subtle?

Knowing how to analyze people will influence to a very great extent, your dealings and relationship with them. The signs are all there, the signals are always there, finding out what is going on in people's mind doesn't necessarily require that you become a top-notch interrogator, just know what to look out for and pay attention to the signs bad signals the person presents to you. No matter who you are dealing with, you can have a firsthand knowledge on how to relate with them. Understanding how someone feels will help you choose a perfect style of communication so that your message can be understood, passed across effectively, and received well.

Learning to analyze people accurately takes time, but continuous practice will make us better in doing this. Although, there are exceptions to the rule, but the principles must be kept in mind as you continue your journey to being a pro in learning to analyze people accurately.

## CHAPTER 2

### BASICS OF NON-VERBAL COMMUNICATION

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Nonverbal communication is not really an ancient aspect of scientific study, but people who write have recognized its importance from ancient times. Writers know that this mode of communication lets you see what is making them write without outrightly showing you in words in their writings. They know that the nonverbal communications embedded in their writings will give their audience insight on the reason they are writing.

A very strong tool that we often use to really know one another is nonverbal communication. Though it looks like it, but it will interest you that verbal communication is different from body language. Body language entails the passing of information user behavior by our physical bodies, for example, look by the eye, eye contact, the way we stand and walk, the kind of gestures we make, etc. Nonverbal communication, on the other hand, goes beyond communicating with body language. It includes the messages that things like appearance, surroundings, even how we use the time to send off.

Nonverbal communication can do much more for us than our traditional verbal communication and articulate words can do. Nonverbal communication will do the following:

- Help us still communicate effectively in places or situations where it is either difficult or impossible to use verbal communication.
- Give us a better understanding of the message by complementing the verbal message.
- Enhance the words that have been spoken
- Help you know when the words of the person are contradicting what the person thinks or feels.
- give expression to how we feel within
- Communicate how we feel better than words.

- Regulate conversations by helping us know when there is a speech turn
- Communicate identity through features such as mode of dressing.
- Create social settings that put our conversations and interactions in context.

Nonverbal communication can tell us truly the state of the mind of the person, even if the person is not saying it or the person's words do not say it. It proves to be true that popular saying "action speaks louder than words."

Although nonverbal communication can be so helpful in knowing people, we should not presume we can know things in the minds of people or what they are thinking because of what we think they are telling us without words. We may be right; at the same time, we may also be wrong. This is why it was stated in the previous chapter that you should not analyze behaviors individually, as a particular behavior might just be simple mannerism. You must learn to study behaviors in clusters. You must like a puzzle, put all the series of behaviors together, then watch the trend or behavioral pattern of the person. We need to be able to identify the clusters of nonverbal behaviors that point to the internal state of mind of people.

Also, don't join a host of others to presume that nonverbal communication is more important at all points than verbal communication. Remember, in the previous chapter, and I said that research has shown that words make up about 7 percent of what we are saying, voice tone has 38 percent, and body language has about 55 percent. This percentage classification, although true, cannot apply in all case scenarios, hence the exceptions. Sometimes, nonverbal communication will take 100 percent, and at other times, it will take 10 percent or less of what we are trying to communicate to people or what people are trying to tell us. For example, touching the hand or hugging rightly a grieving loved one carries more than 90 percent, if not 100 of the consolation message you are trying to pass, looking into the eyes of your lover passionately will communicate your intentions 100 percent without saying a word.

On the other hand, when seeing a movie and you turn down the volume of your television set, you might be able to get hints about what the characters are saying based on their gesture and body movements, but you

will certainly miss some important details. Hence, you will not be accurate in interpreting the message they are trying to pass across. So, there must be a harmonious blend of both verbal and nonverbal communication to understand the message people are passing across and also effectively pass a message across. If the flow of verbal and nonverbal communication is inconsistent, then we need to pay attention to the inconsistency. For example, if a loved one says "I am OK" in a low tone, teary eyes, shaky voice, and slumped posture, we must pay attention to the situation to properly understand because the words do not blend perfectly with the actions and gestures.

### Head movements

in babies, the moving of head up and down(nodding) suggest YES gesture, the moving of head side to side suggests the NO gesture, especially when they are going towards the breast for the first gesture, or when they have had their fill, and they are rejecting the breast milk. These gestures may go beyond these, but the baseline is that it is a nonverbal communication, and this gesture is often culture-specific.

They are culture-specific because; although, these gestures are known around the world as showing yes or no, it is not universal. For example, nodding( moving the head from up to down) in parts of Bulgaria and Greece suggests NO, while moving of head sideways continuously in Southern India suggests YES. This is the same for some parts of Yugoslavia.

In history, when people of old nod, they are bowing, and this suggests submission to the will of another person. Also, when in the midst of a discussion, how you see that the other person agrees with you most times is that the person nods. So, at this point, nodding shows agreement to what one is saying. Sometimes, when the person doesn't nod, we often feel that the person is not agreeing to what we are saying. This feeling is born out of the motion we didn't see or saw in the person's head.

Other nonverbal and preverbal feedback people give when they are paying attention to what someone is saying are; smiling, grunting in a friendly manner(making friendly "uh-huh", "hmmm") alongside the nodding of their heads. The listener sometimes will increase the nodding of the head in agreement when he/she wants to say something. They can also do things like make the grunts louder and frequent, put up their hand,

finger, or pen to further call for the attention of the speaker for attention to allow them to say something.

When a listener tilts his /her head, it could mean a couple of things, and these things are deduced when the head tilt is accompanied by an expression. For example, tilting of the head, with thoughtful expression suggests "I am paying attention," with a smiling expression, it suggests "I like you," "I admire your intelligence," with an aggressive look, it suggests "I am angry," with a look of amazement, it suggests "how did you think of this or how did you find out this."

### Facial expressions

Very much of how we feel is shown on your faces, and these feelings carry very strong messages. Giving the feeling expression is a message too; the same goes for trying to suppress the message. The beautiful thing is that all these expressions and suppressing of these feelings can be seen on our faces.

In some climes like Japan, trying to suppress a feeling suggests self-control, for the Northern Americans and Australians, not showing facial expressions gives off hints that the individual is someone of a high status who behaves differently from others who give off various facial expressions. Culturally, in these climes, flexibility in facial expressions is exhibited by the low status, women, slaves, and children. Those of the higher class do not smile but are smiled at by the low class. They are looked at, but rarely look at their subordinates, the high-class people touched but did not get touched by their subordinates, their voices tend to have lower pitch while that of their subordinates have a higher pitch.

Today, in other climes of the world, smiling doesn't show subordination, in many instances, smiling shows a response that is unplanned and positive. In our offices, we are required as staff to smile at those we do business with, no matter how you feel about them.

When there are no expressions in the face, it means that the person is hiding responses, and this is useful in the art of negotiation. Though, if that becomes the norm for too long, it will stress you emotionally.

### Eyes

The window to the soul is the eye. The eye gives off very basic figure-ground details consciously and unconsciously. The western culture has

many messages that relate to using the eye.

Eye contact or direct look means more than one thing to different sets of people. Some see it as honesty and openness. They see looking away as being dishonest. This is true for those who live in places like Saudi Arabia, Korea, and Thailand. For other cultures, direct gazing means being rude while looking away means being respectful. This is true for people that stay in places like Japan, Mexico, West Africa, and Puerto Rico.

Look behavior can also have something to do with love at first sight. This ability and tendency is innate. It is the message of attraction that we send when we see someone we are attracted to for the first time or after a long time.

In some places, traditionally, only individuals who are dominating can look directly at people. Those who are subordinates end to look away from those in dominance. Within the west, regulating conversation is done using eye contact, the way they keep the listeners' focus on them is not to break eye contact with them, and the way they also tell if the people are listening is if they are frequently able to make eye contacts with them. Often times, when the speaker wants to reinforce something, he looks directly to individuals, and the same also applies when he wants to regain their focus.

Some cultures see direct gaze as a sign that the listener is paying serious attention to what the speaker is saying, while in other cultures, looking away or dimming of one's gaze shows attention.

We also tend to lift our brows when we are meeting or acknowledging someone or when we are surprised at seeing someone, and it is called eyebrow flash. Pupillary dilation suggests an interest in something, fear, or flight mode.

Voice:

What you say is not as important as how you say it. The message is perfectly understood in the way you said what was said. The way you give an instruction will suggest if it should be handled with uttermost interest and in time, or if it should be treated trivially.

Voice quality can be surprising. Listening to your voice from an audio recording may surprise you because what you hear may be short of how you expected or more than how you expected yourself to sound. The same too apply for a video recording. This, however, doesn't give you feedback on

how you sound to others or behave to others. You may see your voice as "not nice" because of the way you thought you sound, but someone else may see it as cool. The causes of this feeling of strange self-perception are caused by;

- The resonance of your voice goes through from your skull to your ears, and this will eventually present to you a slight difference from what you hear from the recording or what other people hear.

- The devices, just like the mirror, will not present 100 percent how we look or sound. The mirror shows you a laterally inverted you.

### Paralinguistic

Paralinguistic is the study of paralinguage. Paralinguage refers to the nonverbal element of speech and, to the extent of writing, used to modify meaning and convey emotions such as pitch, volume, and intonation.

It talks about what the words we use mean. Indications of origins of geography and socioeconomic class can be given by paralinguage. Sometimes, to know what is going on in a conversation between people, we will have to pay attention to the behaviors of silence and interruption. Also, we can find out by paying attention to the words that were emphasized and the ones that were not emphasized, in fact, the meaning of a statement can change emphasis we place on certain words and those we did not place emphasis on.

The loudness of our speech can show if we are bold, timid, or confident. Also, the volume we use When talking to others is dependent on the distance we are maintaining away from them, the setting (public or private). That means that voice volume can be due to variation in the circumstances surrounding the communication.

When we are relating with those we are familiar with, we tend to raise our voice pitch, for example, if your friend calls you with an unknown number, at first, the "hello" might be low, but once you find out that it is someone you know, you will increase your voice pitch and become louder. Lower pitch could also be a sign of defense and warning, and a lower pitch can be used when we are talking to those we do not know or familiar with.

When we get intimate with people or more intimate communication with people, we tend to lower our pitch and volume when communicating with them. When someone who naturally doesn't stutter begins to stutter or

repeat words in a high pitch, it is indicative of either fear or deception. For female newscasters, to sound credible, they have to lower their voice pitch. Naturally, males pitch lower than females.

Pitch has a lot to do with voice inflection. A raise in tone is used when we want to ask a question; we are intimating a response, eye contact follows after this intimation. When we want to stop talking and leave let another continue with the conversation, we may raise the tone of our voices too or lower them. Lack of confidence is also seen in a continuous rise in voice tone.

When one tends to speak in a clear and effective manner, it shows that the person is overly confident. The person is formal, detailed, or even hypocritical. The opposite of this shows shyness and not being detailed. The residence or place of origin of people can be seen in their accents, as they combine it with vocabulary, it can also show the social and economic status of people.

When people are conversing, often, the one dominating in the conversation tends to do more interrupting, and the one who is submissive will do more of being silent. Talking of silence, it doesn't always mean submission, and it could vary in meaning depending on the circumstances surrounding the conversation. Silence could mean accepting what the person says or refusing what the person is saying, punctuating, calling the listeners attention to certain words, allowing the listener to think about what was recently said, attacking the speaker by ignoring ( especially if it is to a response or exchange of pleasantries), disgust, anger, fear, sadness or love.

Salespeople use silence for effective sales, and they often fall to silence after they have pitched their goods to a customer or after making their proposals, and they know that continuous comments and compromising conversation will make them change their decisions. People who are physically expressive rest more on paralinguistic and those who are less expressive rests on linguistic expressions.

## Smell

One of the forms of nonverbal communication is a smell, in fact, it is the major mode of communication in the animal world, and these have traces of manifestation in human communication. In humans, the sexual character is brought about majorly by pheromones, and this means that pheromones are



responsible for the way we behave sexually, though the way these communications work has not still been expressed through sweating. In some cultures, sweaty is sexy. In these cultures, their courting rituals involved men wearing handkerchiefs when dancing around their arms and armpits. Then take it out and swing it beneath the nose of their female admirers.

Smell is seen as an abomination topic in western climes. This is due to the fact that it has a lot to do with the culture of cleanliness, attractiveness, and healthy life. Our friends and those close to us may not really want to talk about it and bring to our notice that we are not keeping to these cultures. You know, it is difficult to know your own smell, so, because we do not know how we really smell, we tend to take action to correct how we smell. These actions include bathing frequently and the use of deodorants and perfumes, among many other actions. You must also realize that not all cultures share such ideology. In some cultures, perfumes are frowned at because they believe it hides the natural smell of the body, and this natural smell carries in its messages about the mood and state of mind of the individual. For reasons like this, some folks like to smell the breath of the person they are talking to.

### Gesture

The motions of our body, majorly our limbs (hands and legs) that are geared toward letting out what we think or how we feel are called gestures. You must know at this point that just like other nonverbal modes of communication, gestures vary according to culture in the expressions (the particular gesture that is expressed and how it is expressed), the number of times it should be expressed to pass a message. Some cultures have a wide range of gestures that the others, those with a wide range of gestures, are more expressive physically than those with few gestures.

Just like shorthand in writing is used to communicate in short forms a very large detail, gestures are shorthands in communication that is used to express a state of mind. So, a particular gesture can be a large detail of how the person is feeling or thinking at the moment. These feeling or thought can be any of the following:

- Uncertainty; Sucking of the thumb for children when they are stressed will bring them the same feeling of certainty they had when they sucked the real nipple, maybe of their mother's or an artificial nipple. As they grow up,

they begin to express uncertainty by biting their nails, biting their pencils, or the cover of their biros orbiting the temple of their glasses. Any of these is done to bring that feeling of certainty they had when they suckled on their mother's nipple when they were children. Touching oneself, stroking of hair, playing with the accessories on your body is a sign of uncertainty. When someone is entering an area that he/she has no clue about, somewhere open, the person can make gestures like; moving objects from one hand to the other, touching their other hand, scratching their head. This signals uncertainty.

- Lie; When people are not telling the truth, they show it in various ways, like scratching their face, rubbing their nose, using their hand to try to cover the mouth, dress manipulatively (pulling the collar of their clothes, buttoning up their clothes unnecessarily); distracting the other person with things such as bag, a phone, leg crossing, and uncrossing, a file and folder.

- Lack of Emotion, Motivation, or Enthusiasm; When people are uninterested, they show indifference by lifting up their shoulders, they try to minimize motions and gestures, they pocket their hands.

- Rejection. When people do not agree with what they are being told, they show it by removing fine materials from their clothes, putting things away, or arrange them, looking away to avoid eye contact with the person or speaking in a low voice tone.

- Acceptance; When someone accepts what you are saying, the person indicates by giving you a thumbs up, high five, making an OK sign with the fingers.

- Self-assurance; this is indicated by putting of hands on the hips, putting of thumbs in the pocket or belt. Standing straight.

- Proud: This is indicated by making the shape of a church steeple by putting the tips of the index fingers of both hands together, reject what is said by waving, place their feet on the table.

- Hopelessness; this is indicated by moving the head slowly from left to right: like you are saying a NO, but this time, in a slow manner. Placing your hand on your head or placing your head in a downward position on your both palms, twisting or squeezing of hands.

- Unfriendliness and Aggression; this is indicated by pointing fingers, clenching the fists tightly, or making other offensive gestures.

- Dating and Love. Those who are dating or in love show it by trying to enhance each other's appearance so their appearance will be better, they do this by gestures such as buttoning the clothes of their partners (for the male) or zipping the dress of their partners (for the females), arranging of ties and collar, placing their glasses well on their faces, caressing of the hair and beards, adjustment of accessories on their bodies or clothes.

When we quote the words of others or restate their words in a conversation, we might also find out that we are also making the same gestures they made when they were saying what they said. Gestures are very effective communication tools, though they vary from culture to culture. An innocent gesture in a particular culture can mean insult in another culture, so in interpreting gestures, find out the cultural setting of the person who is making the gesture and what the gesture means in that culture. This will help you judge rightly.

### Posture

Posture talks about the heights and motions of one's body. Being tall still suggests dominance. Studies have produced evidence that there is a direct relationship between height and success in positional leadership. The same way people are not pleased with the way they look, some also are not pleased with how tall or how short they are, and they try to compensate for it. The people who are tall take a bent position, while those who are short try to stand on their toes or wear footwear with thick or long heels to appear taller.

Lowering the body or bowing shows respect universally or even surrender. A strong body shows aggression, also a raised shoulder. Both posture shows the person is ready for a fight. A bent posture indicates defeat and depression, also humility and retreat, or surrender.

When someone is admired by another, the admirer tries to take on the posture of the one that is being admired, and this is true for also the way they make gestures and the way they talk. You can try to identify with someone by trying to reflect the person's nonverbal communication skills, but if the person begins to see it as mimicry or a tool of manipulation or mockery, the person will get angry.

### Body movement

This refers to the way humans move their bodies relating to communication, and it concerns position and overall coordination with another body movement.

The way we position our bodies, how we do it, the way we incline it when it has to do with different people can give off unspoken messages. If the person we are dealing with is someone we are familiar with and love, we tend to incline our bodies towards the person, we face the person squarely. If the person is someone we do not know or do not like, we tend to incline our bodies away from the person. In an enclosed place, when a man and a woman are brushing past each other, the man tends to look at the female, and the female tends to look away.

Just the way mimicry, is an interaction that helps define the way two individuals are related or relate, so is coordinating our body movement like someone. The more interactions we have with them, the greater the body coordination we will have with them. This is so true for people that are courting or married. The proof that two people are out of synchrony is that they will start having conflicts; interpersonal conflicts. This can lead to physically bumping into each other. This is the unspoken equal of a spoken conflict.

### Touching

Studying touch gives a lot of insight into human behavior; it bridges posture, gesture, and domain or territory. Every human needs touch, but the degree at which we all need it may vary, and it may also vary from one culture to another. Even within a particular culture, individuals need to touch or desire touch at various degrees. Touch is related in an important way to the entire sensory function of the human body and our mental, emotional and behavioral health, happiness, and prosperity.

As humans, we need a level of touch to continue to live. Children who were given adequate warmth and attention by their mothers build a greater awareness of the fact that they can control from within their lives, destiny and surroundings, those without this kind of attention feel powerless.

There are five different classifications of Touch;

1. Functional/professional
2. Social/polite

3. Friendship/warmth

4. Love/intimacy

5. Sexual/arousal.

In professional settings or organizations, the class of touch people give are majorly professional touch of social touch. People that give professional touch are professionals in workplaces or organizations where they attend to people by touching them, for example, doctors, nurses, psychotherapists, barbers and hair-dressers, dentists, priests, manicurists and masseurs. Sometimes, these professionals unknowingly play a therapeutic social role for customers who have been deprived of other forms of touch because of their culture and that are seeking for just any touch, so they settle for the first type. These people whose culture has deprived other forms of touch might not even know that it is their need for touch that is sending them to these professional organizations. Some may know too, so they visit a professional for a professional touch.

When aged people who are touch-deprived receive a professional touch from nurses who come to their homes, the resultant effect will be a reduction in body pain, a rise in levels of hemoglobin, the thought of deprivation will reduce, and they stay calm almost immediately.

In some cultures where they have strong cultural restrictions on touching, people tend to find their way around, so as to not get touch-deprived. For example, in Australia, male to male touching is a cultural taboo, so some makeup for it by involving in sporting rituals, getting baptized into a large number of people or involved in aggression or combat, so they can be touched.

Talking about professional touch, the one that is very common is the handshake, and it is an ancient gesture. In ancient times, when two men meet for the first time, they would seize each other's right forearm hand to prevent them from drawing their swords. This rite is obviously attached to the territory and dominance of males. This probably accounts for the negative attitude some people give left-handed people in some cultures.

Today this ancient gesture called handshake has been adopted internationally, but other gestures that are expressive like the handshake, such as hugging or kissing, must be done with carefulness.

Clothing and adornment

The primary purpose of clothes and adornments we wear on our bodies is to shield us from things that are not suitable for our physical bodies like natural elements. Also, they are for passing across messages, both sexual and social.

When we talk about adornment in this context, we refer to it in its full sense, ranging from physical decorations like makeup, hair extension, shaving or keeping beards, hair packing in a stylish way, piercings on the body and drawing of tattoos, to enhancing your physical/bodily appearance e.g., cosmetic surgery, breast implant, liposuction and breast reduction, every invention that has been socially engineered with the intent of sending alluring, supremacy or subordination messages.

Identifying the group or class that we belong to can be done by observing how we dress and adorn our bodies. People can also tell the individuals or culture we are trying to look like by the way we dress; it also shows who we admire. Wealth and affluence are visible too in clothing. Different outfits serve different primary purposes; for example, the welder and mechanic's work outfit is developed for the protection of the welder and mechanic from hazards in the environment where he works. These are some outfits and beautifications too that give out nonverbal messages. These messages could be:

- Sexual Abstinence or sexually reserved: this is indicated in clothes that conceal a person's body. For example, long clothing's with turtle-neck, veils, and hijabs.
- Sexual impudence: this is indicated by clothes that reveal a person's body. For example, transparent clothes, body hugs, clothes that reveal the breast regions, short clothing.
- Leisure Life; this is indicated by wearing long artificial nails, sunshades, colorful fabrics, fragile clothing.
- Belonging to a group: This is indicated by similar designs of clothes, wearing of uniforms, sports team crests, lab coats, judge's wigs and gown, similar accessories.
- Wealth and affluence/class: This is indicated by branded clothing, rank insignia for officials and jewelry.
- Superiority: this is indicated by leather or animal skin clothing, piercings, high boots and shoulder pads.

- Compensation: High heel shoes, dermatoplasty, fixing of hair shows compensation.
- Religious values: This is indicated by turbans, crosses, chaplets, clergy collar, and beards.

Wearing uniforms in some organizations is treated lightly, while in the organization, they are not seen as something that should be held in high regard; rather, they attach uniformity to dressing smart. Wearing uniforms will cause identity sharing in organizations, and this, in turn, will cause their customers to give out positive emotional energy. Uniforms also pass across gender roles messages and information of class. Sometimes women and men of a low class are expected to wear uniforms. Such uniforms signal that these people were forced to conform.

High-class people too can be dressed in uniformity, but now, with beautification to show class. This beautification is usually not very pronounced, especially for powerful corporate executives; for example, the uniform could just be a business suit. So, just like the low-class people and the street gang stars, well-paid executives wear uniforms. This shows that this behavior is because they are giving in to a powerful way of life. Attempting to act otherwise will make them look like strangers in the group.

#### Dressing down, dressing up

The issue of uniform has sparked up interesting arguments for some time now, in the United States, it was normal for children not to wear uniforms, but the demand for wearing uniforms lately has increased. This demand has its positive and negative implications, the positive being that it will keep everybody looking the same and prevent class segregation from looks, give those without much money the advantage of putting on cheaper clothes, putting off the messages of sex and courting some folks send with dressing indecently, a student will now pay less attention to dressing and pay attention to their school work. The negative being that freedom of dressing the way students desire will be taken from them.

This same argument is taking place in many organizations and work spheres, the idea of uniforms and dress codes. Many workers in these places avoid dressing codes or uniforms for at least one day in a week. They ask questions like, "does casual clothing mean casual attitude?" "If we should

be official at all times in dealing with customers, why should we look official just for one day of the week?" "How does my not wearing uniform affects the professional image of the organization?" They have arguments about the acceptability of adornments like body piercings and tattoos. The truth remains that in some groups, adornments and fashionable clothes serve as uniforms.

### Personal space/territoriality

This talks about how we create spaces between ourselves and others. The study is called proxemics. Humans are territorial, just like other animals, and every human stay within an invisible bubble where they feel safe, they call it personal space. We tend not to allow just anybody invade the space, and when just anybody invades it, we feel insecure and get anxious. Invading the space ranges from coming too close to us to making physical contact with us.

There are basically four places locations in this personal space, and they are;

The Very Close; The persons we allow into this point of our personal space are those we are really comfortable with, and we really know, as the name implies, people who are really very close. For example, Lovers, family members.

The Personal; The people we allow into this point are those we really know, and at some times, those we are cool with. For example, close work associates, friends, and family.

The Social; at this point, we only allow those we are moderately comfortable with, those we know only to an extent; for example, a work colleague in a meeting.

The General; at this point, the people we allow into this point are those that we know very little or those we don't know at all. For example, those we meet in public places.

Notice that what allows people into different points is the knowledge the person on his/her space has about them.

This form of nonverbal communication varies from culture to culture; this "personal space ideology," is prevalent among middle-class people



residing in North America. It also is dependent on statuses and genders. Researchers from findings have reached the following conclusions:

- The demand for personal space is higher in males than in females.
- There may exist high needs for personal space for those living in rural areas than those in urban areas.
- Conflicts between cultures may be from not understanding the norms guiding personal territory and physical contact. For example, if someone from a culture that places much value on personal space and less on touch (British man) comes in contact with someone whose culture doesn't place lots of emphasis on space but places on touch (Arab man), the British man will obviously withdraw, and the Arab man will see it as the British man being cold towards him and tries more to reach out.

It is not a surprise that personal space is related to the behavior of touch. In communicating, people who value less personal space relate more with touch and vice versa. People of influence who are not often approached or touched by their subordinates will exercise their authority over their subordinates by either invading their private space or touching them.

People can give expression to their personal space by putting their piece of cloth on a chair even when they are not there, putting wallpapers on their phone with the inscription "don't touch my phone," putting their personal stuff like cups, pictures, etc. on the desk. Some other time, people will tend to react violently when the laws guiding their private space is violated by other people. People tend to show worry when their private spaces are invaded by building up walls in a slow and quiet way, rubbing their faces, cutting short the length of eye contact, putting up no facial expression, face another direction, and so on. These things happen when we find ourselves in rowdy places, in a lift, sporting events. Overtaking vehicles on the roadshows territorial character.

Personal space also can relate to orientation in beautiful ways, there is an idea of opposition when you are sitting or standing opposite someone, so in the meeting, one can enhance thinking together by allowing the separate side to sit beside each other instead of face to face.

### Environment

Winston Churchill said, "We shape our buildings, and after that, they shape us." A powerful means of communication is the physical

environment we are located in. Bright colors are more cheerful and produce cheerful reactions than dull colors; in fact, dull colors look depressing. A British politician discovered that meetings held in a bright-colored room come out more cheerful than those that he held in dim or dull-colored rooms. Room shape and size, furniture, decoration, and lighting can send messages in a very strong manner to others who come around.

### Time and cultural context

This can give us insight into nonverbal communication. Chromatics is the study of time as relating to verbal communication. There is a difference between high context and low context cultures. These contextual models inculcate non-constants such as the logic behind time our behavior, the extent to which we involve sensory components in a given case, the degree of affinity we have toward people based on our knowledge of who they are to us. Intellectual communication and communication between individuals of the same group or with individuals of another group rests on contextual models

In some cultures, what people say to convey the greater part of their message, while in some others, the greater part of what they are saying is not in what they said or are saying since more of the message they're trying to pass is in the context. People who behave like this are those from Japan and China. The Japanese man will not spell out the whole thing, so the American who believes that messages are in words often complain, especially when they are dealing with a Japanese person or people from those cultures where messages are not captured entirely with words. High context people can cope with not too many legal documents; in America, a legal document is seen as essential. In high context cultures, a man is bound by his words, so he doesn't need to do a lot of writing to make him keep to his words.

Those with low context behaviors are urgent \as touching handling matters unlike those with high context behavior who take their time. This is because the people in this different context see timing differently.

### Dynamic People.

People who find it hard to use nonverbal communication or understand nonverbal communication are called systemic people. They find it difficult to blend into social and formal situations.

When they are in a social situation, they behave in a manner that is inappropriate. Here are some of their behaviors; they may:

- prevent looking at people eye when walking past them
- Keep looking at people when they are walking past them.
- Talk to people physically from a very close proximity.
- speak monotonously
- Keep a face without expression when they are talking to someone about something emotional.
- Not smile to those who smile at them.
- Careless about appearance.
- Keep talking or acting without paying attention to the impact of their words or action.
- Not pay attention to what people are saying.
- Interrupt people's conversation.
- come for meetings late

Showing any of these behaviors or two is not really a problem, but when there is an exhibition of more than one, then the individual is totally out of synch. However, they will experience fewer breaks in communication, quarrels, and misunderstanding if they pay attention to studying nonverbal communication and applying what they have learned.

We have seen different parts of nonverbal communication. Please know that when these parts are isolated, it may carry no significant message, but the coming or putting together of these parts together and carefully studying it over time will tell; us who the person really is, how the person behaves or what the person is thinking. When nonverbal communication agrees with verbal communication, it shows that both of them are validating each other, where they do not agree. The differences or parts that do not relate can be used to make conclusions about the person's state of mind and behavior. Understanding and applying these aspects of nonverbal communication will reveal so much who people really are, how they behave, and their thought pattern to you.

## CHAPTER 3

# IDENTIFYING DIFFERENT PERSONALITY TYPES

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Part of the tools for effective communication is understanding personality types. You will understand people how to communicate better with them in less than thirty seconds if you have a good understanding of personality type.

Personality types were foundationally referred to as temperament types by Hippocrates, four personality types were erected by them, and Myers-Brigg broadened the concepts by adding personality testing.

### **The Four Different Personality Types**

The four personality types are:

- Introvert bases on Facts (Drivers)
- Extroverts based on facts (Analytical)
- Relationship Introvert (Amiable)
- Relationship Extrovert (Expressive)

A large number of people express major and minor, just spot the major and communicate with the major.

These personality types are seen in comedy clips and playlist. Below is the list of personality types with vivid descriptions to help you grasp in totality the different types of characters.

### **Introverts (Based on Facts)**

They are called 'Drivers.' They are known for their strong will and strength. They get done what is required at whatever cost it will take. They can go miles to get the things they want to do done. They look superior and are fast to act on anything. Though they have very interesting character traits, they also have negative behaviors; they sometimes cross the borderline and become heady and proud, stepping on the toes of anyone and going over anyone to get things done.

## **Extroverts (Based on Facts)**

Some of those who really want to know how to identify personalities fall into this class. They are called 'Analytical,' they spend their time writing out things to do and analyzing advantages and disadvantages. The people in this class are curious people, so curious that sometimes they dabble into information that they do not need. Other people see them as brilliant and talented, and they call the geniuses. The negative part of this personality type is that people who fall into this class of personality tend to excessively think about a situation; they sometimes suffer from an inability to think through a situation. If you have ever listed how you are going to rightly do things, you are 'Analytical.'

## **Relationship Extroverts**

They are also called 'expressive.' They are naturally people's persons. They are good at telling stories, and they give themselves to trying to make people happy with them. They can communicate ideas effectively, and not only that, but they also get others who they are communicating the idea to or a point where they get excited about the idea. The negative aspect of this personality type is that people in this class cannot be relied on to get things done.

## **Relationship Introverts**

They are called 'Amiable.' People with this type of personality are cool and quiet, they are lazy and lack motivation, and it is very difficult to motivate them too. They are so at rest and prefer above every other thing a very peaceful surrounding. They try not upset people, and in fact, they can go any length to remain at peace with people. They can get so indifferent concerning issues that it offends the people they are relating with. They are slow to make decisions, and even when they make, it will be the same decision that other people are taking. They always go with the flow. They are people that are highly emotional, and all they want is a peaceful relationship and harmony with others.

People can be any of the four at different times, but the most predominant is the one that is mostly occurring. The most occurring one is the natural personality of the individual. Understanding the four types

makes it easy to recognize the type of person you are dealing with is and recognizing this will help you communicate better as you can alter your words and actions to suit the personality type for effective communication.

Although the languages used to explain the personality types may sound negative, you should not look at them from a negative point of view. No one personality type is better than the other, and each one is just unique, and unique ways are used to express each of them.

## CHAPTER 4

### ANALYZING PEOPLE IN DATING AND LOVE

Some assume that the concept of love and biological attraction that binds two individuals is a result of chemicals released from the brain called neurotransmitters. Some others have also assumed that what powers dating and love rests on lust, attraction, and attachment, while some people who can't place their hands on any reason tangible have concluded that dating and love is just a mysterious phenomenon or a decision made.

According to Lucy Brown, a neuroscientist, "we were built to experience the magic of love and to be driven toward another" with this in mind, we see that a feeling of euphoria is created when people start dating or fall in love. One would always be optimistic about the future and make plans to spend a lot of time with their beloved. Love creates a profound emotional craving, a spark that magnifies the beauty and awesomeness of your spouse to you. Science describes this feeling as a flow of dopamine on the multiple areas of the brain, but to a layman, this feeling is created by the influx of butterflies in one's stomach, caused by the other party.

In dating, it becomes commonplace to have a strong desire for a more intimate relationship, selflessness, and commitment. It becomes almost impossible for one to make decisions alone and not involve his partner, he feels a strong sense of responsibility and dedication towards the person, wanting to provide, protect and own the one he loves. At this point, it takes a lot of maturity and self-control to not get overprotective and remain trusting one another. However, this is not a bad sign. It is powered by an overwhelming desire to care, but if mismanaged or taking to the extreme could lead to some damages in the relationship.

When troubles and misunderstandings come up in relationships, it's a litmus test on the strength of that bond. If couples are able to stand by each other regardless of the challenges they may face, its effect, in the long run, solidifies the relationship more. Hence, conflict resolution and peace-making, amongst others, characterizes the behavior of people in dating and love. When you love someone, it's almost as if you can't eat if you haven't

made sure your spouse has eaten, you almost feel like you cannot live without the person, thereby making you always try to live peaceably at all times.

Out of a genuine affection for one another, people begin to rearrange their lifestyle, change their behavior, and even shift their priorities to accommodate the one they love. Choices begins to change to favor the ones they love. Little wonder why couples love wearing uniforms. Regardless of their individual preferences, one would have to compromise for the other and be happy about making those sacrifices.

Everyone likes to see their lover become better and live up to their potential. People tend to always motivate and push their lovers to achieve their dreams, and this, however, produces an effect on the motivator to get self-motivated. In a student relationship, you will see them encouraging one another to read, and they themselves making deliberate efforts to study hard enough to impress one another; this is an example of the motivator being self-motivated.

Regardless of location or what is being done, couples grow to become fond of themselves and comfortable with each other. They would love to spend time with each other and do things together. Shortcomings are most times ignored. For instance, because of love and dating, a girl could get comfortable with a guy who snores out loud from his sleep, and a guy would get comfortable with a girl who farts loudly in her sleep.

A study revealed that lovers would spend about 75% of their time together looking at themselves while conversing. This means that there is likely a correlation with love and the eyes. In the presence of your beloved, every other thing fades away, and your attention is absolutely swallowed up. A display of empathy heightens and a strong desire to help out one another for everything and, in every way possible, would emanate. Truly, everyone is busy, but for your date, no one is too busy. Somehow, time becomes an illusion and fades.

An untold excitement to introduce your lover to friends and family has characterized many dating relationships and love affairs. One would always want to show-off to the whole world the love of his life and would be proud



to talk about the person before everyone. Sometimes, this happens as an unconscious activity of the lover, often powered by an underlying sense of ownership.

Often times while dating, couples use the “we” language while talking about the future. Most times, when reference is made to the future, it always has both parties in view. If, for instance, the guy wants to talk about his plans for working abroad, it is most likely to include the lady coming along, later on, to join him after he has made things ready.

Little things would always matter when people are dating. Someone in love will remember your birthday, your favorite color, meal, and so much more. Your partner, most times, would go out of his way to make you feel special by making those little details count and remarkable. It shouldn't be a surprise if your partner should give you a surprise birthday party.

Lovers are prone to respect each other's personal space. When someone loves you, the person will find it okay to allow you the freedom to be alone sometimes, and not bombard you with calls and texts when you want to be alone. However, the problem most people have with this while dating is that they may lose trust in the process and begin to throw tantrums.

The choice of making a relationship private or public solely depends on the couples involved. But a twist to this is that any ideal relationship should never be a secret. Privacy in this context of lovers who are dating is not the same as secrecy. Remember, as we saw earlier that lovers would always want to introduce their partners to important people in their lives, like friends and family. Little gestures like holding hands while walking in public, posting about your spouse on your social media platforms, and going out on dates could go a long way to break the secrecy and also maintain privacy if the couples so desire. The essence of this is more binding on the female folks. When a girl suspects that her man is hiding their relationship from everyone, she begins to feel insecure and start assuming things that may not be true. She starts thinking that there maybe someone else out there whom he doesn't want to offend with their own affair. Conversely, the male folk would, in this scenario, feel unimportant and unappreciated. He may also assume that there's another guy out there who is probably providing her with better things than he would be able to. Hence the relationship starts sinking. But when couples, regardless of their

choice to either have a private or public affair, crosses this bridge of secrecy, then the relationship can take a sigh of relief.

A popular African hip-hop artist once sang a song, stating that he was going to commit 30billion naira to his Partners account, and buy her Versace and Gucci to wear. When people are dating, it is always characterized by a commitment of resources. The couples would find it pleasurable to spend on each other. No wonder a lot a person believes that without money, there cannot be love. This is because a person in love is always willing to even trade-off his wellbeing for the partner if the situation demands it. However, some have culturally shifted this responsibility solely to the guys, but ideally, it's not supposed to be so. Even if the girl may not afford as much as the guy, she should at least do what is within her powers to also show a financial commitment. In as much as this financial commitment thing is primarily a display of love, it goes a long way to further solidify the bond between two persons who are dating. Even in the midst of crisis, when you know that you owe your partner a lot, you would not be quick to break up, and this may just be the tread that will bind you both until a resolution comes.

While dating, an unconscious and absolute sense of ownership is always present between the parties involved. This is why your spouse, that is, the girl will always feel a bit offended when you compliment others around them. They tend to get jealous when you say sweet things about others. This is because they feel they own you completely, so you should solely devote yourself to pleasing them alone and not share yourself between them and others, including little details like compliments. A practical example of this played out with my first date, which actually ruined the relationship, then I had to learn the hard way. Let me tell you the story...

It was on a cool of a Sunday evening, at the university when Jane and I decided to take a stroll up-gate and get some fruits to enjoy the evening and then go to the cinema afterward. While we were still standing at the fruit stand, the fruit vendor began cutting some bananas, pawpaw, apples into cubes, adding some grapes and milk to make us some mouth-watering fruit salad and then Precious her best friend came along, wearing ripped blue pants and a yellow crop top, out of an honest excitement of seeing my baby's "closer than a sisterly" friend, I quickly complimented her looks on the blue pants, and that began the end of what was the most beautiful thing

for me on the planet. Little did I know that Jane was not happy with the fact that I openly complimented her friend's looks in front of her and didn't pay close attention to what she was wearing herself? For the rest of the evening, she remained very quiet and didn't laugh at any of my jokes again, and then I knew that something had gone wrong. Initially, I thought she was about to have one of her regular episodes of migraine, but all my assumptions were all wrong. After that evening, she sent me a text that she couldn't continue with the relationship, given the fact that she has observed over time that I pay more attention to other of her friends than herself, making her jealous and feel insulted. Personally, I never saw this as a big deal, but after that incident, I learned a big lesson to always pay more attention to my spouse first and try to be careful not to offend her with how I speak about others in her presence. Hence, I learned to respect her better.

I know this may sound counterproductive but stay with me as we explore this fact. For people dating, one of the love indicators is jealousy. Jealousy can also mean zealous vigilance. The point here is that when you love someone, it becomes natural that you will become zealously vigilant towards them. You could even become unhappy when you see them liking or being liked by someone else. A moderate amount of jealousy is healthy for any dating to thrive. It has a two-sided effect; on the jealous partner, and also an effect on the other partner. For the partner who is jealous, he begins to realize how much he cares about his spouse, how much he loves her, and how much she means to him. While on the part of the other partner, a feeling of confidence, self-esteem, and true love is increased.

However, the concept of jealousy has two extreme cases that can be detrimental to people in love and dating. The first extreme case is the absolute absence of jealousy. When there is no presence of jealousy at all in a relationship, it depicts that there is really no progress at all in the relationship. This is because the peak of dating is to have a more intimate relationship, and when that happens, an unconscious sense of ownership evolves, and hence jealousy. The next form or stage of jealousy is moderate jealousy, which, of course, is healthy for people who are dating, as we examined earlier. The other extreme case of jealousy is when it is too much. At this point, the couple's sense of reasoning and understanding will almost shut down. They would tend to get angry over every little thing, throw tantrums, and become excessively suspicious. This form of jealousy is a

major love killer militating against dating relationships. It could turn a burning passion of love to a cold, cruel heart of hate. If not controlled, it would lead to a loss of trust for one another and eventually destroy the relationship. This, therefore, becomes an eye-opener for lovers to help them control the volume of jealousy they express while dating, so it doesn't hit the extreme case of being too much and eventually ruin their relationship.

For some guys, heartbreak is only but a stepping stone; it is not worth dying for. Just like the popular statement goes, "there are many fishers in the river." This same ideology also applies to some girls too. Though this assertion is true for some people, the common factor with this kind of person or relationship is that love is not the driving force for them dating. Even if the journey began on the grounds of love, it has obviously drifted to something else. The people with this ideology care more about what is in for them in that relationship, the date you primarily because of what they can get from you and not really because they love you. Therefore, when heartbreak occurs, it does little or nothing to them because their heart was never with you as it were. This type of people perpetually live in pretense for as long as the relationship lasts. However, a little study carried out by (CHRIS-BEN 2020), a relationship counselor revealed that a very effective way to spot this kind of person is to observe how they react or show appreciation for little things both in the short run and long-run of the relationship. If your partner really loves you and is not there for your money, he will appreciate even the smallest of things. But for someone who frowns at little gifts and gestures, most times may not have the best of intentions in mind.

In other cases, guys who suffer from heartbreak end up resorting to alcohol, drugs, and womanizing with reckless abandon. This causes emotional trauma and psychological troubles. Some of them even lose value for women and treat them poorly. While the ladies have suffered from heartbreak become vengeful and may take out their dissatisfaction with any other guy that may come their way, exploiting them and leaving them heartbroken at the end of the day.

Above all, just like we saw earlier that the peak of every couple in love is that they advance more towards intimacy. This intimacy could be expressed as sex. Dating and sex seem to go hand in hand. The bone of contention then becomes when, why, and how it should happen. Some

people start dating just because of their urge for sexual escapades, not really because they love their partner, but because of the overly excited hormones that drive them into a relationship. However, a lot of people have their opinions about sex for people who are dating, ranging from family, friends, clergy, doctors, and psychologists. But the decision solely rests on the couple even though sometimes it happens without preplanning. When people are in love and dating, sex becomes one of the strongest binding forces for the lovers, except it's a casual dating relationship, where the partners involved have decided not to get intimate. Given the high relevance of sex in a relationship, its important couples get to know themselves better and are sure they know why they are doing what they are doing.

Many factors contribute to determine people's behavior towards sex for people who are dating. The traditional picture of the relationship advocates for abstinence from sex for the younger generation. This traditional belief system could go a long way to influence a couple's decision towards sexual behaviors. Religion has also created its standard for how sex matters should be handled in a relationship. For a Christian couple, having sex while dating is considered a sin and immoral, hence a couple's behavior while dating could be shaped by this belief system. The society also plays a role in accepting or discriminating sexual behavior for couples while dating. For those in same-sex relationships, still have to face the condemnation of many societies, thereby reducing the general excitement and acceptance that they could enjoy.

Regardless of what the media, society, or religion may portray as sexual behaviors for a couple, defining your own sexuality and talking openly with your spouse about your needs before having sex is the best way to ensure that you and your partner work well.

As the popular saying goes, actions speak louder than words, and this is not always true in every relationship. To have a successful relationship, words have a long way to go. Couples should make it a habit to always profess their love to one another, and this would create a feeling of being wanted, cared for, and secured in the relationship. Couples should also be deliberate with expressing little acts of intimacy like holding hands while walking on the street, hand on their thigh while seated side-by-side, arm around their shoulder on the sofa. These examples of physical acts of

intimacy gives your partner a warm feeling and conveys the love and affection you feel for them.

Encouraging, supporting, and appreciating each other's growth and showing admiration for their strength is one sure way of sustaining a successful relationship. By helping to build up your partner, you will help him achieve his full potentials. In a case of misunderstanding, talking about the problems within themselves and not involving third parties would enhance trust and would help the relationship thrive further.

## CHAPTER 5

### BEHAVIORAL ANALYSIS

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Human behavior is the reaction of a human being to internal or external stimuli; what this means is that your behavior is how you react to your environment, whether internal or external. It is made up of all the physical activities and emotions that you express as you respond to these environmental stimulations. The human behavior is transient, and changes as the person grows until it becomes more rigid. Behavior is how we can look into your mind and figure out what you are thinking and how you think those thoughts. It helps us see your attitude towards certain circumstances and how you respond individually and then collectively as a human. Humans all share similar behavior and have individual expressions. For instance, humans would run away from pain and towards pleasure. Unless pain becomes pleasurable or there is a prize the individual is set on, apart from this, the normative behavior is for humans to run away from pain. Behavior also can help us into your culture, social interactions, values or paradigms, ethics, persuasions, views that you hold dear to you, which is the authorities that influence your thought patterns.

Now that we have defined what behavior is, we also need to understand that there are certain behavioral measurements that we have. If an organism expresses itself, we want to be sure the organism is expressing itself in the confines of behaviors that are acceptable and customary. We have common behaviors, unusual, acceptable, and some that we cannot tolerate at all. How do we know certain behaviors are acceptable? These things are defined for us by our societies. The society forms the framework by which our habits are screened through the popular thought “do we do this here?”, “Is this what people of our society do?” “Is this out of place here?” these form some of the basic thoughts that go into the acceptance or rejection of certain social behaviors. For instance, cannibalism is acceptable in fewer cultures today, even cultures that practiced it before, have abolished the practice. It means eating meat raw could be seen as awkward and out of place. Psychology, sociology, anthropology, and economics are centered

behavioral fields. They deal with human behavior with respect to social interactions.

Now, because behavior is highly influenced by our environment, it is possible for it to change, if those environmental factors that trigger them are absent. For instance, if staying in a hot environment would always force one to detest wearing clothes, then if this individual moved to a colder region, the individual would have to adopt a new way to survive due to the change in environmental factors. Behavior changes as the individual moves through life and encounters a myriad of environments and niches that incite certain reactions. Even though behavior could change, there are some intrinsic parts of the human that cannot change. After all, the behavior is a reaction of the person to his environment. If that's the case, then behavior can also be influenced by genetic and physiological traits. These traits have moved psychologists to classify behavior into different catalogs with their different reactions. For instance, introverts would be more indoors than extroverts. The former would be less social, given to solitude and aloneness, although they may once in a while interact, unlike the extrovert that is very social and is hardly found inside the house. He is very expressive and often offends the introvert with his over-expressions.

Our environment over genes. Our environment can pressure us into behaving in certain ways to gain societal acceptance. Humans are communal beings and are generally protective of their small niches or communities. Anyone who seems like an outlier is shunned and treated as an outcast, hence the fear of even trying to be different from the others, even though intrinsically, the individual might not want to express or react to his environment the same way the others are reacting. Where to draw the line? If the behavior affected lives negatively, it would be safe to draw the line. Without that, it would be plain manipulative to bend someone into something that he is not taking into cognizance the singular fact, that we all react to external and internal stimuli differently. So, the behavior is visible—I'd like to call it the verb of human anthropology; it simply means it is visible. It is an action that is acted.

### **Let's quickly look at the factors that influence our behavior**

The manner at which a person handles a situation personally, or maybe in a gathering is totally influenced by a myriad of factors, but we would



look at those key ones; those ones that have a primary role to play in how a person relates with another or reacts to a situation.

### **Abilities**

Abilities cut across talents and skills, and whatever you can do that fascinates. Skills are things that a person learns from his environment, while talents are intrinsic and innate. Examples of talents are singing, dancing, drawing, etc. talents are normally things you are not taught to do, they are things that just flow naturally or don't need so much natural input to spark up. What this means is, if it is a talent, while learning, it would be easier to absorb compared to when it is not. A skill, on the other hand, is gotten through hard work and consistency. For instance, you have driving as a skill, or writing, etc. these things are not innate. They are learned. You can transform your talent into a skill, in what way? By refining it till it becomes marketable. They don't just stop at being skills and talents, and they are more abilities that we humans possess, abilities like intellectual and physical abilities. Your intellectual abilities tend to influence your behavior so much; how you process information and how you conclude would definitely affect how you behave. Let me add something about learning here; if you have a scenario with an educated person and a non-educated person, they will react differently. You would rarely have an educated person eat of the trash because he/she knows the dangers of it. Verbal, reasoning, memory—cognitive abilities greatly influence one's behavior.

Now, a person's self-image or how self-aware a person is affects how they react to issues in their environment. Imagine someone who has a world perspective that women are meant to be the second place because he sees himself as the one in charge in the society, that man or person would treat women the way he sees himself. His behavior would be influenced by how he sees himself. This is how powerful our self-image is. The; vision of ourselves in our mind would determine how we would behave. Imagine you looked into the mirror and saw that your hair was full, but in reality, what you just have is a few strands of hair hanging down your head; you'd move around thinking you have hair, and your behavior would be in line with that.

### **Gender and Genetics**

The influence of genetics on human behavior cannot be covered in this book. A human's genes are the basic building blocks for existence. What

this means is, locked up in your genes is information on how your body would form. From the moment the spermatozoa of your father was released, it carried in it genetic information that would impact how you would look like and the way you would behave. In them were codes that contained the entire wiring of your human being. Genetics are the reason for gender. Gender, in general, is whether a human is male or female as defined by society. What this means is that our genders are defined by societal accepted parameters. For instance, a human with a penis is called male because of the presence (majorly) of the penis, and a human with a Vagina and breasts is called a woman, because of the presence of her sexual organ. Our gender affects our behavior. Men have the way they act, and women have the way they act. The truth is, because of the presence of certain hormones in excess in our system, like the presence of estrogen makes women act in a certain way, and the presence of testosterone makes men behave in a certain way.

### **Race & Culture**

Culture is the eyes through which we see the world. Our culture greatly influences how we react to the world. Our culture is our way of life, not just us, but the way of life of the people who live with and around us. It is the way of life that we have come to see and accept as safe and important. Although due to enlightenment, some cultural practices have been rendered obsolete, so that another culture can be born and practiced. For instance, if a person belongs to a culture where they do not allow the women to take up leadership roles, that person would react to women as secondary. If he belongs to another culture where the women are allowed to lead, and his supreme leader is a woman, he would not be taught to subjugate women. This is the impact of culture. It forms our worldview. We see the world from our cultural lens; if a person is African, he relates to the world that way. This is what makes nature beautiful, the fact that we all have different cultures, and if a person looks at the world from these different perspectives, the world takes on a new shape. It can broaden your mind and your perspective. Looking through various cultures can help you value humanity and what humanity has to offer. It gives a less selfish perspective.

### **Perception**

Perception is the method the mind engages in changing stimuli into meaningful information bits that it can use. What this means is, if you see something, or hear something, perception is how you take that thing you heard, and transform it into something that is very useful to you. For instance, if you hear your name that is an external stimulus or sound from your environment, your brain would take that stimulus and translate it into something you can understand—your name—and you would respond.

Perception can be divide into six parts, namely:

Sound perception: this is the ability to perceive/interpret different sounds and sound waves in the environment and is aided by the ears and the brain.

Perception of speech: this is the ability to interpret sound to hear into meaningful bits of information that can be used in communication.

The perception of touch: this is how humans use their bodies to identify objects and relate to their physical environment through touch.

Perception of taste: is the ability of humans to identify different flavors by tasting with their tongue and smelling with their nose. In the tongue, there is an apparatus called taste buds that are used for sensing and identifying tastes.

Perception of smell: this is the ability of a human to identify different scents of objects or odors in the environment through the use of their nose. This helps the human receive stimuli from the environment and translate it into a smell. Why do we need to smell? Imagine you were in a room full of chemicals that could harm you, but you could not identify them as harmful from their smell?

Perception of sight: this is the ability of humans to sense objects as they move through light. It is the eye's reaction to light to reveal our environment to us. This ability helps us navigate our environment to avoid obstacles and identify threats.

### **Religion and spirituality**

Religion is one of the world's greatest influences. It has influenced men so much, and many can kill or die for what they believe. This deep-seated awareness that a creator exists and there is a need to worship him has changed the cause of our behaviors all through the ages. Religion is a deep part of our culture; in fact, most cultures are built around religious beliefs.

For instance, the Christian faith frowns at murder, marrying more than one wife, engaging in intercourse before marriage or outside of marriage.

**TYPES OF BEHAVIOR:** there are basically two broad types of human behaviors. That is, there are just two ways human beings interact with the world in a broad sense. The first is the extrovert, and the other is the introvert. There are other ways to analyze human behavior that other psychologists have identified. Some identify four behavioral types, other identify six, but the underlying factor is that amongst all the behavioral expression, they are either very expressive (extroverts) or they aren't as expressive, they are more of the enclosed personality type (introverts). The personality types have been elaborated in this book, but the basic tools in analyzing any behavior first is to know what these behaviors look like. How does an introvert act like, and how does an extrovert act like? If you can figure these out, it would be easy to analyze them in terms of their behavior.

For instance, it already an obvious fact that an extrovert is expressive, and an introvert is not. It is also obvious that certain behavioral terms cannot fit some people. Some people act like introverts in some situations, and in some other situations, they are extroverted. You must also know that there are degrees to these things. There are people that are extreme introverts, and some that are not. These behavioral patterns have their strengths and weaknesses. As you read along, find those strengths and build on them. If you focus on the weakness, you might hurt your growth and progress.

## CHAPTER 6

### VERBAL COMMUNICATION

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The art of communication is as old as man; it is one of the most relevant tools in human existence. Communication is used for a wide variety of activities in different spheres of life. It is an intricate part of human existence; it allows us to express ourselves, our thoughts, and our opinions.

#### COMMUNICATION

Communication is a process by which information is exchanged between individuals; it refers to the sharing of ideas, facts, opinions, information, etc. This process of exchanging of information uses written messages, spoken words, and gestures. Communication is mutually involved in every aspect of our life, every day of our lives we talk. We talk to people, sometimes with spoken words, texts, letters, and so many other means. The conversations we have with our colleagues at the cafeteria, the daily newspapers we read every morning, the text you send to your spouse reminding them to pick the kids from school, the chitty-chat you have with your roommate before going to bed, even reading this book is a form of communication. Communication, therefore, is an intricate part of human existence. Imagine the world without any form of communication. What did you see? I can't even imagine it.

The process of communication is two-way because it is about giving information from one person to another person or even more persons; therefore, the giving of information and its receiving are both important. The process by which communication is processed is quite simple, the sender or giver of the information, who has the message chooses a format for the message, then sends it to the receiver, the receiver gets the message and gives meaning to it. Therefore we cannot say that communication has happened if the receiver of the information doesn't make sense of the message. One day, I went to the mall to buy some groceries and other household items, an elderly woman approached me, speaking one of the indigenous languages, I didn't understand it, I tried to tell her that I couldn't understand what she was saying, but it seemed she didn't understand me

either, so she kept going on and on, I just left her there. You see, she was trying to communicate to me, but she couldn't because I, the receiver, didn't make sense of it. So, unless the receiver of the information attributes meaning to the message, communication has not happened.

There are two main types of communication; they are Verbal communication and Non-verbal communication.

## **VERBAL COMMUNICATION**

Verbal communication is a type of communication that involves the use of words, both spoken and written, to relay information from one person to another. In the verbal type of communication, information is exchanged or passed through words, both spoken and written; it uses sounds and languages to pass a message. Verbal communication is a basic vehicle for expressing ideas, thoughts, concepts, and desires between two or more people.

### **TYPES OF VERBAL COMMUNICATION**

Verbal communication is classified into four types, and they are:

Intrapersonal communication – This refers to the silent conversations we have with ourselves.

Interpersonal communication – This refers to a two-way exchange; it is between two individuals, and it involves talking and listening.

Small group communication – This type of communication involves two or more persons; the number of participants in this type of communication is usually small to give room for the participants to interact, give opinions, share thoughts and converse with themselves. The theme of discussion is usually based on a specific issue to avoid miscommunication.

Public speaking – It involves one person delivering a message to a group, and it took place when one individual addressed a large gathering of people.

## **SPOKEN COMMUNICATION**

Verbal communication is about words, how to choose them, how they are heard and interpreted, it uses words to share information with others, and these words can be written or spoken. In this book “How to analyze people,” we would be focusing more on spoken communication. Speaking

is a more effective way of communicating because it helps in expressing our emotions in words.

Words, whether written or spoken, cannot be fully defined when emotions are not attached. Hence, verbal communication cannot be entirely separated from non-verbal communication. Your body language: gestures and facial expressions can give an entirely new meaning to a message that would normally mean a different thing. However, in written communication, where body gestures and facial expressions cannot be detected, so non-verbal communication is not needed; the choice of words is more important.

### **NON-VERBAL COMMUNICATION**

Non-verbal communication is very pertinent in the concept of verbal communication, the basic elements of non-verbal communication are displayed during conversations, and it improves the art of verbal communication by reinforcing and emphasizing on the words that are being spoken.

Our communications are beyond the words we speak because when we talk, our body talks with us. Posture, gestures, eye contact, etc. are non-verbal ways of communicating, and they have a great impact on the words we speak. To understand what something means, you go beyond the words and observe the non-verbal communication because the literal translation of the word someone says is usually different from the meaning behind the words. The words we speak are important in communication, but the body languages that follow are of more importance. The tone of voice, the rate, and volume of speech, rhythm, intonation, and stress placed on words, facial expressions, amount of eye contact, gestures and postures are all examples of non-verbal communication. Oftentimes, it is not what we said that matters most, but how we said it. Anger, disappointment, frustration, sarcasm, confidence, etc. can be depicted by our tone of voice. If someone says something that doesn't match with their tone of voice, we doubt the words and believe the nonverbal cues instead. Imagine someone professing love to you and avoiding eye contact, the non-verbal cue already communicates something far different from the spoken words, or someone congratulating you for something special with a frown on their face, the sincerity of their words is not fortified

In analyzing people, there is more to pay attention to than just the words they speak. The main purpose of communication is to relay messages to one or more persons through different means, so verbal communication as a type of communication shares the same purpose, and to serve this purpose effectively, it uses both language and emotion.

Non-verbal communication is not just restricted to gestures and body language, and it can be oral too. For example, when you hang out with your friends, you guys are talking and catching fun, and one of you cracks a joke and you all laugh. Is laughter an example of verbal communication? Laughter is not a word, so it can be categorized as a form of non-verbal communication, the same as crying and coughing. Therefore, both the verbal and non-verbal communication has their oral and non-oral categories. Another example, babies don't talk, their only language is crying, laughing, and making gibberish sounds, so when they are hungry and want food, they cry, when they are thirsty and want water they cry when they are tired of lying down and wish to be carried they cry too, that is their only form of communication. When someone gives you a firm handshake or a warm hug, it shows something different than when someone just pats you loosely at the back.

## **BASIC VERBAL COMMUNICATION SKILLS**

In all facets and aspects of life, we communicate, and we communicate differently depending on who we are talking to. The way you talk to your boss in the office is different from the way and manner, even the tone of voice you talk to your spouse at home. Imagine walking up to your boss at work in the morning and saying, "Hey, man! What's up, how's today going to be?" hilarious, right? Even with your parents, there is usually a change in the choice of words because they won't understand the slangs you'd normally use with your friends. Therefore, when starting conversations with people, it is important to know how to start and the choice of words to use. The first time you meet someone, an impression is already formed in your head, and this impression is formed on how the person looks, sounds, and behaves, and most of the time, what you've heard about them, these first impressions can now guide your future conversations.

Having basic verbal communication skills involves effective speaking and effective listening.

## **EFFECTIVE SPEAKING**



Effective speaking involves your choice of words, how they are used, and the non-verbal communication cues that are used to support them.

In choosing your words, you'll need to consider who you are talking to. The way you talk to your children will definitely not be the same way you'll address people at a conference. Remember that the words are only a part of your communication; your body language and tone of voice also carry strong messages. The voice you use to deliver a speech or make a statement gives people a clue of what your personality is like. For example, when a shy person is talking, he may speak quietly, unlike someone who has confidence; his confidence is heard in his voice and clarity of speech. For effective speaking, these three elements are important: volume, clarity, variety.

The element of the volume is to be heard, some people have naturally soft voices, and if the voice is raised too much the quality of tone is lost, so instead of shouting to be heard, the voice needs to be projected out and to do that the voice needs to be supported with lots of breath in order to make the voice strong and not just loud.

The element of clarity is to be understood; therefore, there is a need to have a good articulation of words and give full benefit to each sound that is made.

The element of variety is to add interest, making the speech more interesting, giving feelings and emotions to the words that are said. Variations in the pace, volume, pitch, emphasis, and pauses in the speech give variety to your speech.

Your body language is also important; you're standing or sitting posture, your facial expressions, and your gesticulations, with whom and how you make eye contact. These non-verbal communication cues are very hard to conceal, your non-verbal communication needs to buttress your words, and the two must say the same thing.

## **EFFECTIVE/ACTIVE LISTENING**

Effective listening is very crucial for verbal communication; it is an important skill to have in the art of communication. People have a habit of devoting their energy, figuring out what to respond than listening to the person that is speaking. Listening is the skill to precisely and correctly grasp and understand messages in the communication process. Listening

means concentrating with rapt attention not only to the message or speech but how it was said, the choice of words and tone of voice. It is concentrating on what is being said rather than just passively hearing the message of the speaker. In other words, it means being aware of both the verbal and non-verbal messages.

Listening is the most fundamental component of verbal communication skills, and it is not something that happens by accident; it is an active process in which a deliberate and conscious decision is made to listen to and absorb the message of the speaker. It is not just about focusing on the speaker and staring at him but also showing both the verbal and non-verbal signs of listening.

There are a lot of non-verbal cues that depicts attentive or active listening, smiling, for instance, combined with nodding of the head can be powerful in affirming that messages are being listened to and understood, combining eye contact with smiles can also be encouraging to a speaker, your body posture can also determine if you are actively paying attention, Sounds such as “ah,” “him,” “oh,” expressed with matching eye and facial gestures depicts active listening too, also mirroring of facial expressions used by the speaker can be a sign of attentive listening.

As stated earlier, listening is a deliberate action that happens due to a conscious decision made, and it is you who chooses to listen. In order to ensure effective listening, there are a number of things that need to be done, and they are:

- Be prepared to listen: Focus on the speaker and not on how you are going to respond to him

- Keep an open mind and don't jump into conclusions about the speaker

- Concentrate on the main course of the speaker's message, try to assimilate the overall theme of the message, the choice of words that are being used and every other detail of the message presentation

- Avoid distractions, if you sense any form disturbances and interruptions suggest another location to talk

- Be neutral, fair, and objective.

## **EFFECTIVE VERBAL COMMUNICATION**

When there is a shared meaning of a message between the sender and the receiver, the intent of the sender is deduced by the receiver, and then effective verbal communication had occurred. A common understanding between the sender of the message and the receiver must exist for the communication to be termed effective. Therefore, making sure that others receive the information or knowledge intended in the message is making communication effective. A communication can be termed effective if the message sent has the following characteristics.

1. Clarity - The purpose and aim of the message should be clear, whether it is to inform or educate.

2. Conciseness - The message shouldn't include any unnecessary details; it should be complete, well planned, and organized.

3. Modified according to the audience - The message should be presented to suit the receiver(s).

4. Empathy - Sensitivity to the emotions of the listeners or readers can help the speaker see things from their view and communicate more effectively.

5. Feedback - In judging the effectiveness of communication, feedback can be used as a tool; if the receiver sends feedback that doesn't correspond with the message sent, it can be deduced that the communication wasn't effective.

## **IMPROVING VERBAL COMMUNICATION**

To become more effective in communication, there is a need for is to improve in our verbal communication. There are a number of techniques to employ that can make our verbal communication more effective. These techniques include Reinforcement, Reflection, Clarification, and Questioning.

**REINFORCEMENT** - This technique involves the use of encouragement and positive strengthening through encouraging words alongside non-verbal gestures like maintaining eye contact, warm facial expressions, and head nods. This technique builds openness and can build rapport with and develop or maintain a relationship, and it also reduces shyness.

**CLARIFICATION** - This technique allows both the sender and the receiver of the message to review and agree on what has been said in order to ensure that the communication was effective.

**REFLECTION** - This technique involves the giving of feedback to the sender of the information in order to ascertain that the message sent was understood.

**QUESTIONING** - Thus, the technique is an essential means of clarifying areas of the message that wasn't understood; it can also be used as a conversation starter or a means of dragging someone into a conversation. There are two main types of questions:

**CLOSED QUESTIONS** are the type of questions that limit the scope of response to 'yes' or 'no.' The questioner remains in control of the conversation.

**OPEN QUESTIONS** are the type of questions that demand further conversation, and they broaden the scope of response, this type of question gives the responder a chance to express himself and involve more in the conversation.

## **IMPORTANCE OF VERBAL COMMUNICATION**

Our interaction and ability to socialize with people is due to verbal communication; without it, we couldn't have peaceful relationships with ourselves because we would be limited with communication skills. There is a lot of importance to this type of communication, and they include:

It fosters relationship - verbal communication encourages the development of relationships, through conversations and dialogues relationships are developed and maintained

It helps in the exchange of opinions - Verbal communication makes it easy for opinions to be shared among individuals.

It ensures clarity of thought - Thoughts are expressed in a more clear and concise manner in verbal communication

It is the simple, direct and least expensive type of communication - Verbal communication makes use of words whether written or spoken making it easy for information to be transmitted easily without hassles

It generates a friendly and cooperative spirit - Effective verbal communication creates a spirit of friendliness and cooperation between the

sender and the receiver of the message.

It provides immediate feedback - Feedbacks are essential in ensuring effective communication and verbal (spoken) communication provides it immediately.

It allows for self-expression - The showing of one's unique sense of individuality is embraced in VERBAL communication; it allows the individual to give voice to his thoughts and expressed his opinion.

### **VERBAL COMMUNICATION AND HUMAN ANALYSIS**

Having talked about verbal communication, how it works, and how to be effective in it, it is also important to note that it is an amazing tool for human analysis. Verbal communication is an important tool in conducting a detailed examination of human behavior and psychology, and it helps us in the understanding of the nature and essential features of people's personalities.

Verbal communication provides a baseline on how to analyze people because when they talk, it's not just their words, their body talk with them, their facial expressions, posture, gesticulation, and other non-verbal cues that are very key in analyzing someone. The words we speak or write are an expression of our thoughts and emotions, and they speak volumes about our identity and character. Choice of words that tone and volume of voice and other verbal and non-verbal cues tell a lot about our personalities and insecurities. For example, people who don't speak aloud, speak so quietly and don't usually engage in arguments, when the heat of the conversation is high, they tend to withdraw themselves, it is easy to spot this kind of person as an introvert who is shy and doesn't really own her opinions, unlike the other guy who has a good command of voice, raises his voice in the heat of the conversation and stands with his own opinion and most of the times influences others to his side, it's easy to spot him as the confident and charismatic fellow.

Each word a person says has something to show about his deep needs and insecurities even though he had a different intention when he said them. Our perceptions are strongly constrained by our concerns, we think about mostly the things we are concerned about, and the things we think about, we talk about. My best friend was once obsessed with the iPhone, and there

is no conversation we have that she doesn't find a way to talk about the iPhone.

Finally, to effectively analyze someone, paying attention to their words doesn't suffice, you'll need to:

1. Be objective in approaching every interaction, have an open mind, and don't judge easily.

2. Pay attention to their posture; it says a lot about their attitude; a confident person will always hold their head high.

3. Ask direct questions to get definite answers.

4. Their choice of words and tone of voice is also an important factor to pay attention to.

5. Make eye contact, the eyes convey powerful messages, maintain eye contact.

## CHAPTER 7

# COMMON PATTERNS OF INTERPRETING HUMAN BEHAVIOR

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Naturally speaking, most species exhibit behavioral patterns that are in sync with members of the species. Most times, we notice behavioral patterns that exist throughout the animal kingdom. Even though some patterns are more specie specific, but there are patterns that are universal like reproduction, the need to protect one's territory, the need to survive, communication, etc. These patterns can be observed and studied. Thanks to natural selection, there are certain behavioral patterns that have been modified so that we could survive. For instance, humans were known to be vegetarians as we newly entered the earth, now we munch on meat and animal protein because we as nomads needed food handy as we traveled across the world. We also began to domesticate animals for consumption at first, then for transportation, then for other menial duties like working around our farms, chasing prey (hunting), etc.

Our communication even evolved. At earlier stages of our existence, we seemed to communicate more with our bodies than our words. We made sounds, but more we communicated with our bodies to form our language. Hence the term body language. We used our bodies to send signals about food, warnings about danger, show displeasure, show affection, etc. This crude form of communicating was improved upon, and most body signals were replaced with words. The movement of the head from one point to another at an angle  $180^\circ$  signified our displeasure in something, or it might just mean "NO." Not just that our languages changed from body to words, the words themselves have been affected a lot

Coming into the human race, there are common patterns that we spot in human behavior, and these patterns are things that we can identify to understand how a human acts. As a human resource manager, you need to understand how your staff works and what makes them do what they do. There are certain patterns that you see in these people that go a long way to expose these traits that people Express. So let's take a deep dive into the

world of behaviors and once again see how to analyze and assess human behavioral patterns.

There are things that you would identify to really analyze human behavior; these patterns have a general attribute, and it can be specific. So we would look at the general behavioral expressions that a human can exhibit that can be isolated to tell a person's behavior. So these are like indicators that you see that enable you to understand how a human thinks and how he behaves. Let's start with the general ones.

### Reproductive behavior

Biologically speaking, every animal has an instinctive pull to want to replicate its kind and keep its lineage going. This is the reason why mosquitoes bite. They don't bite you because they just want to test out their proboscis on new skin, they bite so that they can replicate or reproduce. It is the same reason why viruses attack you. They don't attack you because they see you as a threat; they attack you because they need to reproduce. They hijack the cell machinery to make progenies. These are basic instincts that we see express themselves in animal behavior. Even in the human race, there is this instinctive thing that draws the male species to the female species in most humans and creates the need to reproduce. This behavior is expressed in the secondary sexual characteristics we express. This characteristic affects our social experience. For instance, the need to look in a certain way that is appealing to the other gender, or the need to behave in a certain way so that we can attract them to ourselves and reproduce. Even physiologically, our bodies experience changes, the deep voice for males, the presence of enlarged breasts for the females, and other appealing features. Even though the reproductive behavior in humans is via sexual means, their other things that come as a result of it; for instance, humans marry, they provide nurture, and care for their young ones up until they reach an age where they can fend for themselves. What does this do to humans psychologically? It means that there are things we see in human beings that can lead us to know they are expressing reproductive behavior.

If two humans, get married, that behavior of coming together could be indicative of reproductive behavior. Two human courting could be indicative of reproductive behavior.

### Defensive Behavior:



This behavior is common because there are constant threats in nature, and this behavior helps us to survive through these threats. That's one reason why the human race has not gone into extinction. There is always a need to defend what one has and what one has accumulated. Physically, our ancestors were known to protect themselves from invading animals. They even protected themselves from other tribes that tried to invade on their own families. These patterns of defense are not new to the human race, even psychologically, the human mind wants to protect things that are dear to it. That's why it could be hard for someone to let go of people they are really in love with. They also are that need to defend their establishments, to defend their achievements, to defend their ego, to defend their pride and honor. These things are natural. If an animal feels threatened at any point, they would respond with an attack. The attack is its natural response to fight off the threat that is before it. It is a natural instinct for defense. How do we identify when someone is trying to protect something?

One of the earliest signs they begin to give you is irritation. It means you are encroaching into something that they do not want you to. It could be a defect in their body, a psychological wound, an illicit act, or something that you do not understand. Most times, if you enter into that zone, the person shows signs of irritation, and that can be an indication that you are touching something that they value and do not want you to touch. The best option is to back off if you do not have the strength to fight.

Another sign could be evasion and lying. People in a bid to protect something can evade the subject or lie about it just to get you off their backs. That could be a sign that they are trying to protect something.

They could become aggressive. When they exhibit aggression, they are desperate to protect that thing, and they do not want you to encroach into it at all. Aggression is their last attempt at defending what they have. If you break this last wall of defense, they enter into a deep well of hatred and resentment for you because you infiltrated that thing that they did not want you to infiltrate. They could take up their whole life trying to get back at you for stealing that thing that was precious to them. Unless they realize that maybe what you did was for the better, then they may forgive you.

Communication:

This is a pristine human behavior that deals with passing a message from one person to another. Communication, at its inception, was done by body

language, we communicated more with our bodies than with words. We did not say much until recently, and we replaced body language with words. We now began to speak more, to explain what we felt and what our bodies were saying. There are certain behaviors that people exhibit in communication that can be indicative of certain things. Communication is expository. It means through communication, and we can find things out, we can find out if a person is doing fine, or angry, or sad, or happy. Now, even though communication evolved through body language to words, we still did not lose that pristine mode of communication. So we still communicate with our bodies, and there are certain signs our bodies still give that should tell what we mean. For instance, if someone frowns at you, they definitely are not pleased with whatever it is you are doing. Now they, could frown at you and you get that they are not happy with you at the moment, but the question to ask is “what really is the person not happy about?” this is where you employ words to explain how one feels about a certain emotion, and feeling. So, what are the common patterns in communication? Humans use sounds to communicate, and their bodies to communicate. With these two in mind, you can identify when a person is expressing the behavior of communication. Even deeper, when a person wants to communicate sexual information to their partner, they employ deeper body gestures and behavior. They can wear revealing clothes, and they can purchase scented or perfumed candles, send erotic texts all in the bid to cajole one’s partner or prospective romantic mate into having sex with them.

#### Territorial behaviors:

Animals are instinctively territorial, and this behavior is seen across the human race. We want to establish dominance over a certain terrain or space. This could also be psychological; we want to feel like we have something, we own something, and we are doing something in that our personal space. Privacy is a big thing amongst humans, and everyone violates this; our privacy code tends to be punished by us. When we purchase personal effects, we want them to be private—just ours and no one else’s. This is a common behavioral pattern that is born out of our defensive attitude and propensity to focus on ourselves first before other people.

#### Social behavior:

This is a very integral part of our existence. Humans are very social beings, and at that, we tend to interact with ourselves, learn from ourselves,

and flourish amongst people who seem to be on the same page with us. Although the degree at which we interact is greatly affected by our behavioral type, it is of essence to note that all humans interact. Some can interact with a large number, while others interact with a fewer number. Social media has made it quite easy for us to interact with ourselves; it is a good avenue to bridge the constraint of distance and communicate with a loved one.

As we all know, not everything that glitters is gold, social media is glittering, but it has not hit that social interaction gold. At the base of communication and our interaction is the engagement of our five senses. What this means is, before proper communication can be established, one must engage at least four out of the five senses. How does a baby know that it is its mother that is breastfeeding it? It is said that babies can tell the smell of their mothers. They also interact with their sense of touch and the sense of hearing and taste. An adult would utilize the full artillery; he or she would use all his or her five senses to relate with a person.

Let's analyze this a bit; when you are speaking with a person physically, you would hear the person, touch the person (if you can. Maybe during the handshake), talk to the person, see the person, and smell the person. With these in place, you can be sure that whomsoever it is that you are speaking with should be able to understand you. Some of these are missing during a typical social media conversation. You cannot see the person most times, and you cannot touch them or smell them, you can only text them. A recent innovation in that area allows for video calls, voice notes, and the use of emoticons (emojis) to communicate. Emoticons were designed to help portray the intent or the emotion of the writer at the moment the writer was making the statement, but most times those emojis don't convey it enough; partly because people don't know how to use it, and partly because people don't understand what they represent, so even though there are online props to help open oneself emotionally as one is speaking, those tools sometimes don't drive home the point. You would need to see this person face to face to sometimes understand what they mean. So communication has evolved throughout the ages but the basics—those basic things are the foundation for any good communication.

At the core of our social interaction is communication, because that's how we express ourselves and what we feel about the person or the

situation we are analyzing.

### Egoistic and self-centered

The human is egoistic and narcissistic in his thinking. He views himself as the super bot of nature and as that all other creatures that dwell in the hemisphere that he exists must bow a knee to him. He has successfully tamed animals that were never known to be tamed. He has chained and crushed resistance in his way just to feel good or to feel in control. There is a saying that man never does anything that he doesn't find profit in. This saying may be true for the human race. We are pretty into ourselves. We tend to accumulate wealth and affluence simply because we want to feel important and accepted in the society that we belong to. Are human wants insatiable? Correct. This insatiability comes from the fact that we have a towering ego that we must appease consistently with the praises of our fellows.

We go for awards and shows to showcase our achievements and our abilities to garner enough applause to fill our heads. At the base of human behavior is the instinct for survival and dominance. We want to survive whatever it is that is thrown our way, and we want to be in charge. These appetites have led to wars, to the accumulation of wealth, to the manipulation of people, the ending of certain lives because they looked like obstacles or threats. When a man's ego has been trashed, he slips into defense mode, and if that also is destroyed, the man loses the essence of himself. Self-awareness is what we have the animals don't have. We begin to ask the very important questions of origin because, as race, we are self-aware. When this awareness is challenged, we begin to seek definitions from all other places, especially our fellow humans. It is like the tale of a man who wakes up lying facing the sky with no prior knowledge of where he is or who he is or where he is from, the only time he saw what he looked like was when he looked into the mirror, and finally, he meets people who supposedly look like him, they sure know who they are, and he hopes they know who he is since they look like him, so the question "if they know who they are, then they should know who I am" comes in. A man whose self-awareness has been skewed would act accordingly. This is the defining trait for any man; when he has to come to terms with who he is and understand his role. Some call it purpose, but it is just a man coming to terms with who he is, his strengths, his strengths, his abilities, and disabilities. He comes to

know what a threat to him is, and what is not. He comes to realize what his role in society is. The more becomes self-aware, it could lead him to more selfishness or selflessness. It depends on how he comes about the truth. How he comes about the truth would greatly influence how he would react to the world.

These patterns are the expressions of our intrinsic characteristics. Although they are affected by our social interactions, but they are the patterns. You can, from these patterns, understand why humans act the way they do.

## CHAPTER 8

# HOW TO FAKE YOUR BODY LANGUAGE TO PERSUADE OR MANIPULATE

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**H**ave you ever wondered how it could be to really hide how you felt in front of people without your body giving you away? Imagine you don't want the other person to know that you are not afraid, how do you do it successfully that this other person would not be able to suspect that you are shaking underneath your pants?

One of the hardest things to do is to go against your instinct. In other words, what we want to learn about is how to manage our emotions so that we can achieve more or fool people. It looks like some liars have seamlessly mastered the art of body language maneuver, and this might take a whole lot of work, or maybe not, but it is doable.

An old story I used to hear about the Roman army is that they train their soldiers to never express pain. They are so trained that they get kicked in the balls but never express pain. There were these two soldiers that snuck out of the camp at night, and it was against the rules. They went hunting for meat. Unfortunately for them, the meat they went hunting for was a fox. They caught it and took it back to the camp to roast their spoil when their commander met them in the courtyard. They are under obligation to stand still when their commander comes around. So, they had to stand still till the commander was done with his investigation and his questioning. As soon as they spotted him, the one that had the fox threw the fox into his coat, and he wasn't wearing anything but that coat. As the commander was inspecting and questioning, the fox was eating him up, trying to escape. The fox ate him till he fell and died. He didn't show any form of pain. How a person can master his emotions so well that even in the face of apparent danger, he hides off his emotions. Let's find out.

The first thing you need to know is that your body is your body. You own it. Your body doesn't own you. If we could tame the wildest animals, we can definitely tame our bodies. Although it could give us a run for our money, we are prepared to fight it till we gain dominance over it. If you can

master your body, you can engineer it to give you whatever outcome you need it to do. So, understand this first; your body is just your body, and you own it.

The next thing you need to know is that practice makes perfect. If you do not practice, you cannot do it. You have to learn to practice and practice and practice so that you can master it. Once you identify the emotions you want to work on, you must give yourself to practicing.

After that, the next thing is to outline the emotions that you do not want to express and find the opposite; for instance, if you do not want to express fear or anxiety, you have to show boldness and confidence, but first, you have to know what boldness and confidence looks like. That means you must understudy people who exude confidence and practice. Create scenarios that spark fear in you and practice a different body language. If you are scared of snakes, you can have one right in front of you as practice. Make sure that the ability to produce venom has been removed from the snake. Those snakes are called venomous. You can get one and practice. If you want to seem calmer, you can observe someone who is a lot calmer in different situations and just follow after them.

It all starts with your mind. The real place to sort these out is from the mind. You can talk yourself into anything you want to do. You can get materials that would help you out while you practice on your mind. You want your mind to be in tune with what you want to do. Meditation helps a lot. If you take enough time to meditate on peaceful content, on fearless content, your mind would naturally tilt towards those things. So in this process, you would have to be very mindful of the content you allow around you because you want your mind to let go of certain negativity that would hinder you from controlling your body.

The truth is, your mind is the one that controls the activities of your body (voluntary activities), and you can stimulate the body to do things without having those things actually present. For instance, you can masturbate with just images in your mind without having anyone around you stimulate you. It could just be you and your mind, and no one else. If your mind can deceive your body into believing that it is actually with someone, then it can manipulate or persuade your body that it is experiencing a certain kind of emotion rather than the one it thinks you are experiencing.

Another example is one of the deadly animals. If you never know how deadly lions were, you probably would have seen one and just walked passed it. But the knowledge you have about it has influenced how you react towards it. It means, your knowledge about something can influence your attitude towards it. If you want to achieve a certain behavior instead of another, you should engulf information about this new emotion you want to imbibe and work on it, or should I say, walk with it.

The final lesson you need to learn in manipulating your body language is that if you do not do it consistently, your body might eventually win. Even though our bodies are just ours, it is not known to be a silent or weak competitor, it is strong and knows what it wants. You have to use your mind to tame it. You have to be convinced that this is what you want to do, and this is why you want to do it. It would help your mind to drag your body along. Once your mind is convinced, your body would follow. It is just like viral infections; once you stop the dose before it finishes, you empower the body to override whatever thing you were trying to perfect. It is like going to the gym, if you stop, and return to the former way of eating, your body can get worse than what it was before. So you sure want to stick to what you are doing and stay through it. Be consistent with it, and see the benefits show up!



## CHAPTER 9

# HOW TO SPOT INSECURITY, ROMANTIC INTEREST, AND A LIE

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**H**ave you ever been in love before, and the person you were in love with never even understood all the signs and symptoms you were displaying? All the green lights that you have been sending? There is so much a person can hide. Your bodies speak their own language. It is like a moving voice box. If you are sad, we would know if you are happy, we would know if you are tired, we would know. Your body speaks its own language. It is why your mom might not say anything to you, but you would clearly understand what she means when she just looks at you. Or when your baby needs something, you can easily tell.

The body is very obvious. That the body is very obvious doesn't mean a lot of people understand what the body means when it sends those signals. Sometimes some people have trained themselves to send mixed signals (we spoke about this in a chapter), you would think they a person. Likes you, but the person doesn't. Or when a person is telling a lie, but he looks like he is telling the truth. We all know how hard it is to believe someone who tells the truth the same way he would tell a lie. It can send confusing signals. So, in this chapter, what we are going to be examining is how we can spot people who are insecure, people who lie, and people who are sending cupid down our path. We want to be sure about these things.

We know how these things have affected our lives; you never noticed a person in your school, now the person is sending you signals like she likes you, but you want to be sure, what are those things that you would look at that would help you to really know that this person is dying to have you around them as their lover or they just want to have you as a friend. These are things we want to be very sure of.

Apart from your body, your words also reveal. In fact, when you analyzed what a person is saying versus what his body is saying, you can tell the truth. Conflict exists when their words and their body language are far apart, but what people say can drive home the point and immediately

help you to know what people are thinking. Except you are a witch or a mind reader, you won't know what is in the mind of a person.

So in the spirit of assurance, let us analyze how these things come to be. How can someone show certain signs and these signs would be easily understood by you without you breaking a sweat.

PS: I would not just be helping you spot them, I would be letting you know of the dangers, and I would be letting you know of some solutions—yes, I will be giving the full package.

Let's start at spotting someone who is insecure:

What is insecurity? The basic English language would say that insecurity is the state of being unsafe or feeling unsettled or tense due to the feeling of impending danger. This could make sense if we are not talking about people's behavior, but their state of security. Psychologically, insecurity means the feeling of not being satisfied with who you are. Not being confident enough to embrace your personality. It is the want for acceptance, the want for closure, the want for confidence and stability. Another word for this is inferiority complex, that feeling that you are not worthy; the thirst for superiority and dominance. It is a narcissistic personality disorder. There are two types of narcissism the grandiose and the vulnerable. The grandiose is backed by an excessive sense of entitlement, while the vulnerable is the inferiority complex. Always seeking approval and dominance.

These can be due to certain factors that might influence it like; growing up under toxic parents, bullying, physical looks (body shaming), mental disposition (that's the fact that you are not exhibiting mental prowess as you want to), societal pressure, and religious dispositions.

These things go a long way in interfering with a person's ideology of himself. If a person feels insecure about their personality, it simply means they would behave in a very strange way towards others. In fact, they would be more sensitive to banter and other gestures. They nag a lot, and they can be over-thinking. These ones, their minds are always overworking. They think everyone is thinking about them. If they are passing through a corner where young people like them that look better dressed than they are, they automatically think other people are thinking of them.

Insecurity is powered by fear. Fear born out of past experiences. When a person experiences a consistent barrage of bad experiences, they tend to

lose hope, trust, and the willingness to believe that anything good can happen. This would become their disposition with time. Insecurity takes the eye of the person suffering from it and centers it on the individual and not on the world. It would be really hard for someone who is insecure to love and be selfless. Even if they love, they would love because they want back the same amount and level of love. The truth is, people love differently, and if we measure ourselves by the standard of what other people love, we would not know how we love. The key here is to identify how we love and how others love and appreciate it. Don't call someone's effort towards you small and inconsequential. It was an effort.

They believe the world is centered on their issues. Insecure people don't believe that their issues are not special. They feel their issues are unique and that everyone owes them. They tend to see themselves more than they see everyone else. It is always about how they feel and what is going on with them. They are all about self. Even though this might not be the truth, but they tell themselves that, that is the reality they are facing, hence their own truth.

In a romantic relationship, insecure people doubt everything. They are not sure of anything, and it could sabotage their entire relationship. Imagine if you were dating someone who wanted to know everyone who called you over the phone or everyone who says hi to you on the street. They want to know where you are, who you're with, and why you are with them. They question your every step and move. You ask them questions concerning their bodies or something they are scared of, and they instantly become threatened.

Now, it is noteworthy that everyone gets insecure about certain things, maybe because of the lack of details and information concerning the matter, or the impact of a past experience, but there are some individuals who theirs leads to anxiety and shock. This can be unhealthy.

So here, let me break this down for you into small absorbent points. These are how you can tell if you or someone is being insecure about certain things;

They would have troubles with trusting: because they are unsure about so many things, or they tell themselves that they are unsure, they would not be able to trust. They might not want to leave you, but they would keep on tugging at you until they get closure and, in the end, feel so secure. But the

initial reaction could be fatal to any relationship. Relationships are built on trust, and anyone who doesn't trust his/her partner is indirectly telling that person that they don't believe in them/believe them enough. That's a sad thing to think about someone who you love. Insecure people brood over negative thoughts until these things become their reality. They tend to see the wrong things you are doing faster because that's what they preoccupy their minds with on a daily basis. Insecurity, like I said, could be born out of an ugly past experience. What they ought to do is forgive and understand that everyone makes mistakes, and they are humans. Humans are not perfect, and with this, they should focus more on the things that their partners are doing to save their relationships over the things they are doing to destroy it. They must learn to tell themselves the truth. Their partner is not cheating right now, he might have done it in the past, but right now, they are not cheating on you. Your partner is not gossiping or going through your phone, or selfish, etc. What I am saying is, you should learn to focus on the good and not the bad if you want to trust in any relationship.

Negative thoughts: if you see someone who is always talking about negativity or always complaining about someone else's flaws, that person is insecure about something. If you think about something bad for a long time, it will seep into your actions. It is called the Pygmalion or Rosenthal effect. This states that the expectations of another party would go a long way to influence the action of the other. What this means is, whatever ideology you want someone else to portray, you just keep it in their face long enough, they would begin to look like it. The truth is, you can also have this effect on yourself. Your mind is like a mirror, whatever you mirror to yourself, you would start to believe it. So people who are laden with insecurity often do not stop negative thoughts, and these thoughts influence their actions. They become very scared, pessimistic, unsure, antagonistic, hopeless, and very sadistic. They did not plan to, and it is as a result of their frequent negative thought pattern. If people who are insecure work with a team, they would be the ones to talk the team out of certain movements. They rather want to see why these things would not work because of the fears they have. And they can easily pass that fear unto others.

They easily compare themselves: comparison can be healthy if used properly. For instance, if you see someone else who does something better than you, that comparison helped you reveal a part of your skill that you

need to work on. It can be a source of inspiration and healthy competition. I remember seeing someone who wrote better than me, instead of me to feel weak and cheated. I saw it as an opportunity to review my writing skills and improve on them. I am grateful I am better today. This same comparison that made me better could ruin someone else. If you compare yourself to people and at the end of the day you feel inadequate and unfulfilled, you would harm yourself. See comparison as a tool for the betterment, not a tool for self-judgment and self-doubt. If you allow doubt and condemnation, you trump your growth. Insecure people see the comparison as a way to measure up. They always want to compare themselves with that person that gets them uptight and scared. If that person always wins, they would be very insecure around them or exhibit low self-esteem. If you are dating someone and that person always feels threatened by another person you bring, and the person's words sound like this, "she is not even better looking" or "he doesn't even have a degree" or "He thinks he is stronger than I am?" When you hear statements that their conclusions stem from an analysis of their person and their achievements versus the one of your partner/friend/colleague, you might have someone who is insecure on your hands.

They would always need reassuring: it is not wrong to be reassured. But when it becomes something you need to breathe, and something you need to eat, then we have an issue on our hands. It is great if your partner tells you they love you, it is great that your boss gives you great reviews, but you don't need them to validate who you are. You cannot draw meaning and definition from these things. That behavior can be very harmful to you and your growth. You cannot allow yourself to go down this lane. It would make you seem desperate and obsessive. If you are always begging for reassuring people could take advantage of this and tell you what you want to hear to get you off their backs. You are not dead weight, you are important and valuable, and you should allow people to give you words of affirmation based on how they feel and from their heart. It is not bad to let people know you need words of affirmation from time to time, but it shouldn't be excessive. Know when to stop.

People who are insecure about themselves would need others to make them secure in themselves: now I cannot say we may all have started out in life on a good note—feeling very self-worthy, and self-accepting, we all

might not have had that luxury and we would need people like our parents, our teachers, religious leaders, friends, and relatives to help us with this. But, as time goes on, we ought to form a healthy view of ourselves. If this still lingers, it means this person is insecure about themselves. Insecure people need to learn to appreciate their physical flaws. Your physical flaws are a part of you; your body shape, your eyes, your nose, etc. They are a part of you now, and there might be little or nothing you can do to change it. What do you do then? You accept the flaw and own it. If people loved, they would love you irrespective. So, you own the flaw! You work hard to add value to other people's lives, and you would see that flaw turn into a highlight for you. What I mean is, instead of focusing on ridding the flaw of your life, rather focus on adding value to the world and see the world respect you. If Bill Gates was a dwarf, he would be the richest person, dwarf, pygmy, and the world has ever seen.

Insecure people are hypersensitive: ever felt frustrated when you give a compliment, and someone sees that as an insult? No matter how hard you try, it looks like all your statements would be read out of context. Especially statements that boarder around this person's fear. If someone is insecure about his job, any joke or harmless statement made in that aspect will attract a heavy rebuttal because this person is scared, and our natural reaction to fear is fight or flight. You can spot insecure people from the hypersensitivity to harmless statements. They almost cannot take a banter or anything that tends to shake them from their comfort zone.

They can become violent: one of the major causes of bullying is insecurity and fear. A bully is a person that assaults others emotionally and physically. This may be due to jealousy or feeling insecure about the other person. There are other reasons why people bully people, but insecurity is one of them. The need to assert dominance, even though this bully lacks the proper apparatus to do such. He would resort to using all he has, maybe words or his physical strength. If the victim doesn't bulge, he will resort to other tactics; if the victim cowers, he would have been successful in ensconcing his dominance over the victim. This also can be a sign of insecurity. When a person resorts to violence and force to get his way, or to get back at someone who he thinks is a threat or better than he is at so many things. I remember talking to a kid that was bullied by another kid because he was smartest in the class.

Finally, an insecure person is always self-demeaning. They would hardly say anything good about themselves, and when they do, you can see they are trying to enact applause from other people. They do what is called "the humblebrag". What this means is that they would make statements that always go to show that life is good with them. They are the ones always talking about their achievements in crowds where no one is talking about them in. They have this constant need to try to float above the waves, even if the waves aren't real. You could be in a gathering where parents are speaking of how to take care of their kids, and they would spin off the conversation around themselves and their achievements to gain attention and the love of the crowd. They just want to own it. If they fail, they will resort to self-battering. They would say things like, "it is not like I am a terrible parent; I do everything for my kids. Maybe I am the worst, and in fact, I am the worst" they are doing this so that they can hear a counter notion that would make them feel good.

#### LYING:

Laying is an abrasion to the truth, and it is a conscious effort to hide the truth for reasons. Reasons that might be sensible, some might not be, but the truth is nothing happened without reason, so let's explore some reasons why people lie before we look at how to spot them.

People lie to your out of fear: This is the most common reason why anyone would lie to you. They lie to you because they are afraid of what the truth might cause. They are afraid of how the truth would be taken, especially when they see the pain that telling the truth caused someone else. In as much as telling a lie can harm and destroy a lot of things like trust, businesses, homes, relationships, the other party is too obvious of the pain it would cause them if they told the truth. One of the reasons why kids lie is because they are scared of what you could do to them if they told the truth, so junior wouldn't admit to breaking the TV because he knew what mommy did to Tom when he broke the dishes. Fear could be a major promoter for lying.

Fear of losing one's appraisal: most times, people lie to maintain a certain image about themselves in front of other people they respect. If a person respects you a whole lot, they tend not to want to ruin that. If you ever get disappointed, they would be hurt, so they tell a lie to maintain that image of themselves and keep the idea alive that they are good people and

people who would not want to hurt the people they love. So they lie, and in their mind, they are trying to protect you from the hurt that lying could cause.

Some people like to have control over situations and engineer the outcome to suit them when they say the truth, and it feels like they are giving up control to the person they are speaking with. 'This stems from the idea that they can fix things themselves, and they can have the outcome they desire. It can be harmful, especially if they are doing something illegal or something that might harm themselves.

Some people don't see lying as a lie. They see it as giving different versions of the same picture. They hide certain elements of the truth in a way that it now becomes their reality. They can do this and alter truth that the alteration becomes their reality, and the truth seems lost. These people love to live in their own fantasy world and believe in their own inventions. So they just misconstrued details of the main event.

Some other people just lie to maintain a certain image they want others to have of themselves. What this means is, they would lie about their social status, they would lie about their achievements, they would lie about everything because of how it makes people think of them. They are so involved in the social representation of themselves that they lose who they truly are. It is powered by insecurity and low self-esteem.

Lying is a difficult thing to spot, especially when the party involved is a veteran in the field. It can be tough. It is why we have cases in court that linger for years. If it were that easy, we would have a more truthful world. But finding a lie is hard work and takes a lot of paying attention to details for it to be successful. Here are some general patterns of observing a lie.

How to spot a lie:

**Inconsistency:** when a matter recently happens, and someone narrates the incident to you, you might want to ask them again to see if what they said is consistent with what they are saying. If it is the truth, it would be consistent. Even if it happened a long time ago, the very important pieces of the tale should not be affected. Even though we know that the mind can alter certain information over time, there are factors that should not change over time. For instance, the key players in an incident that someone witnessed should not change. If this vital information begins to change over time, you might



have a lie on your hands. Now, if a person is telling the truth, they could have more details about the event. Just to show you that they are telling the truth if you question them about the tale at any point in your discussion, they will maintain a flow, and it would not be hard to join the lines. For a lie, the stories would begin to be disjointed at some point.

Incoherence: sometimes being incoherent is not about lying, but about the person's ability to speak, but other times it can be an indicator that this is a lie. I remember my mom used to tell me the story of how she caught my cousin stealing fish from the pot. When she grabbed him, he said: "the spoon attracted the fish, and it entered into his mouth." We all know it's not possible. Because of that, we can now suspect the statement to be a lie.

Questioning: the power of questioning cannot be overrated. This is the singular most powerful tool to find out a lie. When people tell lies, they might almost forget the small details, so ask them about the minor things. You can even ask them to tell the tale from the back. They might become incoherent at some point. If an event did not happen, the man would be tasked more than when it happened. So, have open questions. Don't ask closed questions. While questioning, it would be important to ask questions in a way that the other party is comfortable. Don't scare them with your questions, and they would become defensive. Make them think you can trust them when you do, and they would keep on yapping about things that didn't happen even though you find loopholes in their tale. Now, take those loopholes and turn it to your advantage. Ask them questions about those loopholes. Make your questions direct and open-ended. You'd notice they would become defensive or aggressive, and you might have a lie on your hand.

Do your own homework: lies thrive on ignorance. If you are ignorant of certain things, the liar can get away with it. So, do your homework. Find more details about something and speak to them after you have listened to their story. Make sure they won't catch you by surprise, make sure you surprise them with the fact that they didn't know you knew, and ride on that fact. Make them think that you have so much more details like this, and you would trust them enough to tell the truth.

Investigate the body: the body is another tool that can be used to find out that someone is lying. When a person is under duress, there is a way the body acts. Especially someone that is not trained in the art of manipulation.

It could be pretty easy to identify a liar if their bodies are not used to lying. What this means is, if they learned to manipulate the processes. But this is rare, so this means you can find out if a person is lying from his body language. People who lie, talk a lot, and talk louder. They have a very "trying hard to persuade" tone. They can be jittery and breathe really hard. Why? They are nervous, especially when they are lying on the spot, and they think you are on to them. They would be exhibiting some sort of defensive or appeasing attitude. They would seem like they agree to everything you are saying. The way they would say "no" would also be very indicative of a lie. They would say "no" and avoid eye contact, and they would stutter before they say "no." Their heart rate and breathing rate would also increase, and their pupil would dilate. It sure is not an easy thing to lie. Plus, they would try too hard to prove their innocence. You would see it in how they would use very strong terms to try to convince you. When someone begins to use strong words for an incident that is a minor one, it is time to really look into the matter.

When they avoid questioning and conversations about the issue: when people know they are wrong or they are about to lie, or they told a lie, they would try to avoid the subject matter. They would, most times, be evasive of the topic. They are trying to hide or protect something by doing this. Most times, what they want to protect is their lie. Something about lying is that one lie has to lead to another to sustain it. If you lie, to sustain, you have to tell more lies. That's how this works. It is like a snowball of lies, and it would only create an avalanche of more lies until they are lost in their web of lies and deceit. Then they try too hard to cover up their tracks; they end up making mistakes, and all you need to find is one loophole, and the whole castle of lies comes crashing down. The reason why people fail to tell the truth after they have been caught is because of their ego. They cannot seem to the world like they are liars, so they keep on reaffirming their stance like them doing this would change the narrative. By doing this, they sometimes frustrate the questioner or the person being lied to, and it would end up in a bitter experience for the liar because people could resort to violence to try to get the truth out of the liar.

How to spot romantic interest.

It is natural for two people to fall in love; it is even more natural for two people to get attracted to themselves. It is not weird. In the animal kingdom,

they display some courtship behavior like colorful display of feathers amongst birds, croaking amongst toads, dances by insects, fights for dominance by males, etc. These displays are like the green light signals for courtship to the females that they are strong and potential mates. The same is for the human race, we exhibit courtship behavior, but the sad part is that some people cannot spot these behaviors from another person. So, how do you know someone is crushing? How do you know someone is in love with you and counts you as a potential mate?

Romantic relationship is different from a sexual one. A sexual relationship is one that the person is only attracted to you based on sex. What they want from you is sex. Another word for this is lust. It should not be confused with a romantic relationship; a romantic relationship is a deep connection someone feels for another person. They feel like they have found a potential life partner when they register for this deep connection. What I want to explain here is how to spot someone who is dying for you somewhere across the counter in that bar. He is turned on emotionally (not sexually) by your persona, and that is what he wants to take home. A romantic relationship is sustained by the knowledge of each other's personality.

The reason why it could be more difficult for humans to detect is because of our complex interactions. Those things that sound like the mating cry for one human might be a cry for war, but let us analyze the basic signs that at least show romantic behavior. These are universal behavior that we have looked around to find.

NB: before we head right in, I would want us to know that romantic relationships are sustained through time. It is not wise to launch into something because you feel like doing it. You should be certain, and certainty comes with time. You would really get to know this person and fall in love with them over and over again because they tend to unfold at every curve of the journey—something beautiful.

Let's go!

Body language: nothing beats this! Body language is like the unspoken words that speak more than the spoken. Do you get it? What this means is that the body speaks louder than words. If you can master the art of understanding body language, you can easily understand people. So, there is no better place to start investigating if someone has a crush on you is from

their body language. This is normally the first place where it starts. When you come into a place for the first time, and you spot the love of your life, you can hardly stare them in the eye. Well, there is an exception here, there are some folks that cannot stare their reflection in the eye, and those are the exceptions. Besides that, it can be a sign. Why can't you stare in their eyes? They make you nervous. They make you have palpitation, and you sometimes are short of breath. These things are physiological reactions to hormones flushing through your body.

They always want to be around you: a very important part of emotional or romantic attraction is that they want to be around you in contrast with sexual relationships that only last till sex is done, and the next time they meet is when they want to have sex. They would value every moment they spend with you and would always anticipate every meeting you would schedule. Being around you makes them so happy and alive and fulfilled.

They always want to hear your opinion on every matter: this might even irk some people, but it is just the attitude of those who are lost in love. They want to always hear your opinion on every matter, and that means your voice. The truth is, they might not agree one hundred percent with what you say or what you are doing, but they just want to hear your voice, and that's what's important to them.

They always want to meet you when they are looking for emotional support or when they just succeed. They buy gifts for you and are willing to sacrifice these things are signs that the brother or sister is in love.

## CONCLUSION

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In conclusion, the behavior of humans really separates us from acting like monkeys apart from our biology. Naturally speaking, most species exhibit behavioral patterns that are in sync with members of the species. Most times, we notice behavioral patterns that exist throughout the animal kingdom. Even though some patterns are more specie specific, but there are patterns that are universal like reproduction, the need to protect one's territory, the need to survive, communication, etc. These patterns can be observed and studied. Thanks to natural selection, there are certain behavioral patterns that have been modified so that we could survive. For instance, humans were known to be vegetarians as we newly entered the earth, now we munch on meat and animal protein because we as nomads needed food handy as we traveled across the world. We also began to domesticate animals for consumption at first, then for transportation, then for other menial duties like working around our farms, chasing prey (hunting), etc.

Our communication even evolved. At earlier stages of our existence, we seemed to communicate more with our bodies than our words. We made sounds, but more we communicated with our bodies to form our language. Hence the term body language. We used our bodies to send signals about food, warnings about danger, show displeasure, show affection, etc. This crude form of communicating was improved upon, and most body signals were replaced with words. The movement of the head from one point to another at an angle  $180^\circ$  signified our displeasure in something, or it might just mean "NO." Not just that our languages changed from body to words, the words themselves have been affected a lot

The question we really tried to answer in this book is why we analyze behavior or what the need to identify behavior is, and we picked out these reasons:

### **Intrapersonal intelligence:**

A person is not really intelligent if the person doesn't understand himself. Socrates sums it up by saying, "Man know thyself." He believed that if a man could master himself, he could master his surroundings. That's the basis of analyzing a person; we are trying to learn man. Man is the most

complex biological machine, and the advancement and the complexities that we find in his every day to day activities, make us want to really understand his uniqueness. Intrapersonal intelligence brings a strong awareness of who you are to the fore. This means, your self-awareness is dependent on how much of yourself, you know. Understanding who you are makes it a lot easier to understand someone else. A man who is self-aware is conscious of his flaws and how it affects others; he is also concerned about how he can grow and surmount these flaws. He is also aware of his strengths; there is no human that doesn't have flaws or strengths. You are aware of your strengths and how it translates into helping others. This is a self-aware person.

### **Interpersonal relations:**

The presence of the brain makes it possible for us to have complex interactions amongst ourselves in comparison with other animals. Our language, mode of living, food, events, culture all are a result of our very, very complex, and cerebral mode of interaction. The world is made of humans, and because of that, you would have to always react/encounter a human on your way as you climb up the ladder of success. Most people don't have people skills. They do not know how to speak to people, and they say anything they want to say anyhow they feel like saying it to people.

### **You have to make money**

Speaking from the business angle, we really are going to make a lot of money if we learn people skills. The reason why your staff is underperforming might not be technical, but emotional, and you just have to know the right culprit responsible for what. The emotions of a human affect how they act more than reasoning, so their issue might be emotional more than it is technical or business-oriented. So what's the need to analyze these people? Well, because if you understand the collective and individual wiring of humans, then you can easily control the outcome you really hope to see.

Secondly, your investor, investment, your entire assets rest on the shoulders of these two-legged *Homo sapiens* and whether we feel comfortable with it or not, they are the center of all we do and all we would do in business, so if you do not understand how they think, why they think the way they think and the things you need to do to make them think in a

certain way, you might as well prepare to just live on Mars. At least we have no record of humans on that planet except they got tired like you are about to, and left earth for Mars.

### **Communication**

Nothing ruins a perfectly good relationship with any scenario like bad communication, and there is nothing that sells us your personality more than communication. We look at your body language, your choice of words—we are consistently feeding off what you give us to land a conclusion about you. It is what separates cultures, start wars, end wars, build nations, and crumble them. Communication is how you know what is in the mind of another. They cannot read your mind, and that puts them in an uncomfortable disadvantage because they do not know if you are planning an airstrike or you want to eat cupcakes. How do you cast out doubts about you in the hearts of others? You do it by communicating properly. Letting them know that what they are doing is not any threat to you or is a threat to you.

How do you communicate with a person you do not understand? In Hebrew, “ma” means “what,” but in English, it is an informal way to call mother. So, imagine that you go to Israel and you say “Hey, I want to meet who is in charge here” and the Jewish teenager replies “Ma!” and you think he is trying to call his mother. That’s why tour guides start you on how to understand the culture you are visiting so you do not do something contradictory to their belief or rituals.

The importance of why we analyze/understand/observe people cannot be overemphasized. It would save us loads and loads of trouble if we understood how it worked and why it was necessary for it to work. So, in this book, we would be teaching you how to analyze people. Simple steps you would practice that would ensure that you understand your spouse, partner, relatives, boss, employee, student, and every relationship that humans can forge. It is important. Our very existence is hinged on this; I mean, it is literally hinged on this. You never can tell, you could be saving your life or someone else’s if you simply understood how humans worked.