SDL MICRO EXPRESSIONS, BODY LANGUAGE & DECEPTION DETECTION 101 PROGRAM

Short Excerpts from Modules 1 - 6
(8 Modules total in the Program)

Helping our clients to understand non-verbal communication and to avoid deception
SELECTED EXCERPTS FROM THE SDL ONLINE PROGRAM 101: MICRO EXPRESSIONS AND BODY LANGUAGE

What difference could it make in your life if you were skilled in reading people’s real thoughts and emotions? Find out with SDL’s Online Program 101. This is just a sample – the actual modules are much more detailed, with 1-on1 coaching and interactive home school style homework. For more details and to purchase, visit the website [http://www.microexpressions.co.nz/services.php?id=365](http://www.microexpressions.co.nz/services.php?id=365).

Happy / Joy

“I believe that there are more than a dozen enjoyable emotions, each universal, each as different from the other as sadness, anger, fear, disgust, and contempt are from one another. Just as there is a set of distinctive emotions that we usually don’t enjoy feeling, there is a set of distinctive emotions that we do enjoy feeling. The problem with the words enjoyment and happiness is that they’re not specific enough; they imply a single state of mind and feeling, in the same way that the terms upset and negative don’t reveal whether someone is sad, angry, afraid, or disgusted. The English language does not have single words for all of the enjoyable emotions.” (Ekman, 2003, p.190-191, *Emotions Revealed*).

Genuine happiness is expressed with a *Duchenne* smile, which is expressed on the face by the combined contraction of the *zygomaticus major* muscle and the *orbicularis oculi*. In FACS terms, this is the lip corner puller AU 12 (of which is the voluntary part of a smile, which is also engaged when saying “cheese”, or clenching a pen in one’s teeth), and the cheek raiser AU 6 (which raises the cheeks and creates or increases crows feet).

**COMMON FACS CODES**

6+12*, 12C/D, * Means at any intensity (A, B, C, D or E)


SDL helps our clients to understand non-verbal communication and avoid deception.
Surprise

“In a moment surprise passes as we figure out what is happening, and then surprise merges into fear, amusement, relief, anger, disgust, and so forth...or no emotion at all” - Paul Ekman

“Surprise is the briefest of all the emotions, lasting only a few seconds at most. In a moment surprise passes as we figure out what is happening, and then surprise merges into fear, amusement, relief, anger, disgust, and so forth, depending upon what it was that surprised us, or it may be followed by no emotion at all if we determine that the surprising event was of no consequence. It is rare to see a photograph of surprise. Because it is unexpected and the experience is brief, a photographer is rarely ready to shoot and even if he is he may not be fast enough to capture it once something surprising happens. Press photographs usually show reenacted or posed surprise.” (Ekman, 2003, p.148, Emotions Revealed).

Surprise is the briefest of all the emotions, lasting only a few seconds at most, which consists of raised eyebrows, eyelids widen slightly, and it is likely that the mouth opens.

COMMON FACS CODES

1+2+5B+25+26
1+2+5B+25+27


SDL
Behavioural Science
Consultancy

To Purchase: http://www.microexpressions.co.nz/services.php?id=365
SDL helps our clients to understand non-verbal communication and avoid deception.
GESTURES AND BODY LANGUAGE

It is important to remember that body language has a sender and a receiver – therefore interpretation of the following gestures can be subjective. Unless otherwise stated, most of the body language interpretations and information should be considered anecdotal, although some is confirmed by research. Another point is that the sender may not intend to portray a particular message; however the receiver may still unconsciously interpret the “message” a certain way. Modules 2 & 3 should be used as body language guidelines rather than empirically researched and scientifically backed facts.

One last word before we get into analysing body language: baselining behaviour. Also referred to as benchmarking behaviour, this is identifying what is normal behaviour for a subject. Finding a baseline is to find the subject’s neutral or normal state of behaviour. In order to identify anything out of the ordinary or out of character, one must first identify the ordinary. Do they have any particular idiosyncrasies in their typical behaviour so that you can tell when it changes? This is an important point which will be revisited in Module 6.

HAND GESTURES

Starting with the hands; there are 27 small bones in the human hand, with more nerve connections between the brain and the hands than between any other part of the body. Studies have been done analysing emotional cues from facial expressions and hand gestures, revealing that our hands provide insights to our emotional state and are used as silent messengers held out in front of us (Balomenos, Raouzaiou, Ioannou, Drosopoulos, Karpouzis, & Kollias 2005). The Italians and French are the biggest users of “hand talking”, whereas this is still uncommon to see waving hands during a normal (un-heated) conversation in England. As there is so much to cover in such a small amount of time, we will be steering clear of cultural differences – however please be aware that there are cultural differences in hand gestures, signals, meanings and interpretations.

Most body language interpretations depend on the situation, environment and facial expressions.
There are some common hand gestures you will want to become familiar with over the duration of this program. Do your best to commit these to memory. Some of them you may already be familiar with; if this is the case, I trust you will gain more insight into the meaning behind the motions.

Here are some of the common hand gestures and signals:

---

**Rubbing Palms Together**

Rubbing the palms together often communicates positive expectations - you may see a gambler doing this with dice in the hope of winning. You may also notice that a salesperson could do this in expectation of making a sale. Although there’s no research to back it up, it is still popular belief that the speed a person rubs their palms together signals who they think will receive the benefit of a transaction; the faster a person’s palms rub together the more likely *you* with benefit from the transaction (as should be expected from a sales role), whereas the slower a person’s palms rub together indicate *they* will likely benefit from the transaction rather than you.

Try to avoid mistaking this gesture for someone who is warming their hands.

---

**Thumb & Finger Rub**

This gesture is commonly used to indicate expecting money, symbolized by that of rubbing a coin between the thumb and fingertips. This has a negative association about money, and should be avoided in any professional environments.

*When counting out positives and negatives, right handed people reserve their favoured points of view for their right hand, and left-handers favour their left.*
ARM SIGNALS

Whether you knew it or not, you have been exposed to arm signals for most of your life. Parents can signal a child to stop their current action from across a room, to police directing traffic.

As children we learnt to hide behind solid objects, such as furniture or our mother’s, when we found ourselves in threatening or undesirable circumstances. As we grew older we developed the habit to fold our arms across our chests to replace solid objects, by placing or holding items in front of us such as a hand bag, brief case or even a coffee cup. The arm barrier unconsciously protects the heart and lung area from injury, protecting oneself from a frontal attack (which is also seen with monkeys).

Bottom line is; you can often tell if a person has a negative, nervous or defensive attitude by their arms being folded across their chest. Remember to take note however- if it is cold! People also do this to keep warm; however there is still some argument that this is displaying a negative attitude towards the cold. Jury is still out on that.

*With all body language, the meaning of the message is in the receiver as well as the sender.*

Prince Charles doing a gesture similar to the “double gun”
THE BODY LANGUAGE OF LEGS

We tend to be less aware of what our legs are doing - their positions and body language - perhaps due to being positioned further away from the brain. We learn from a very early age to paste on a smile where required, so we become most aware of what our faces are “saying”, and it could be said that we are virtually oblivious to what story our feet are telling. This is why a common body language perspective is that a person’s legs and feet are an important source of information about their attitudes, and it is difficult to fake gestures in the way we can with our face.

**Jiggling the feet can often indicate that the person wants to run away from what is being experienced.**

Potentially how we walk can tell others a little about what we think of ourselves. Healthy young people tend to walk faster than older people, resulting in their arms swinging higher in front and behind – some to the point of appearing like they are marching. This exaggerated movement is the basis behind the army march, walking to present the interpretation that the marchers are youthful and vigorous. Occasionally politicians and public figures also adopt this marching-style walk, to send out a message of health and well being.

**Some people tend to increase their lower body movements when they lie; therefore observers have generally a higher chance of spotting a lie if they can see their entire body.**

Some people tend to increase their lower body movements when they lie; therefore observers have a generally higher chance of spotting a lie if they can see their entire body. This could help to explain why many business people feel more comfortable behind a solid desk as opposed to a glass top table that allows full view of the legs and feet.

The legs are designed to move us towards what we want, and to be able to move us away from what we don’t want. This is the way an individual can reveal where they want to go using their legs and feet, such as their wanting to leave a conversation or their keen interest in a person. For example, an open or uncrossed leg position projects the message of an open or dominant attitude, while a crossed position insinuates uncertainty or closed attitudes. It is common to see a woman who is not interested in a man will fold her arms and cross her legs away from him.
An emblem is a gesture that can replace words, and have very precise meanings which should be known to everyone within their culture group e.g. shrug (or small rotation of the hands); "I don't know", "I'm helpless", "What does it matter?"

**Research shows that non-verbal signals carry about five times as much impact as the verbal channel**

Emblems can be used in place of a word, or when words can't be used. Emblems are done mostly on purpose; however they can also act very much like a slip in body movement – or a non-verbal slip-of-the-tongue. When someone is trying to conceal information or how they feel, they will often only perform a fragment of the emblem, not the entire action. Most emblems are performed in front of a person, waist to neck height.
The Science of Detecting Deception Through Behavioural Cues

Due to the extensive research on the science of detecting deception through behavioural cues, it is now possible for a trained observer to analyse behaviour - usually video footage, enabling thorough empirical investigation – and make an accurate assessment of an individual's truthfulness (Frank, Feeley, Servoss, & Paolantonio, 2004). There are verifiable behavioural cues to lying with no single sign of deceit itself. There are only clues, clusters of information that the person is poorly prepared and clues of emotions that don’t fit the person’s line.

"And how can you possibly know that I have told a lie?"
"Lies, my dear boy, are found out immediately, because they are of two sorts. There are lies that have short legs, and lies that have long noses. Your lie, as it happens, is one of those that have a long nose."
- Pinocchio (1892)

As you have hopefully picked up on by now, there is no single sign of deceit itself. There is no one gesture, facial expression or muscle twitch that means someone is being deceitful; there are only clues that the person is poorly prepared and clues of emotions that don’t fit the person’s line.

These are what provide leakage or deception clues.
The liar’s (subject’s) words (which we will be dealing with in the next module) normally gain the most attention from the target (interviewer); however these are the easiest to falsify. The next to gain the attention of the target is the subject’s displayed emotions. Paul Ekman says; “The face is directly connected to those areas of the brain involved in emotion, and words are not.” Like expressions, the voice is tied to areas of the brain involved in emotion. The body is an excellent source of leakage and deception clues as it is not directly linked to the areas of the brain involving emotions. This makes concealing a body movement easier than concealing facial expressions or emotion related voice changes, however targets can often ignore body movements while concentrating on other areas for leakage. And when a liar is concentrating on keeping their facial expressions and voice in check – they tend to forget their body language, resulting in slips.

It is easy to misinterpret or ignore clues to deceit, however by the end of this program it is my intension that you will be able to spot a liar more often and become more proficient with the dangers of misjudging a lie; whether it be disbelieving-the-truth or believing-a-lie.

Disbelieving the Truth Error

Disbelieving-the-truth is where the lie catcher mistakenly judges a truthful person to be lying – see the Othello Error below for an example.

Disbelieving-the-truth is where the lie catcher mistakenly judges a truthful person to be lying.

Watching videos for the non verbal behaviour only is one thing – the next module will cover speech in more detail

Believing a Lie Error

A believing-a-lie error, the lie catcher mistakenly judges a liar to be truthful. This type of error occur because certain people just don’t make mistakes; usually psychopaths and natural liars, however this also includes people that truly believe their own lies. These same people would likely also pass a polygraph test without issue.

A believing-a-lie error, the lie catcher mistakenly judges a liar to be truthful.
SDL helps our clients to understand non-verbal communication and avoid deception.

SDL Online Program 101 Full Program: $199 USD
Micro Expressions, Body Language & Deception Detection [Link]
This self-paced full program first introduces you to accurately reading faces and identifying micro expressions, interpreting body language and detecting deception - then builds upon this knowledge as you advance. The full program includes Micro Expressions Online Training, full online support by me personally, access to an online forum exclusive for 101 participants, and assignments that require you to really absorb and apply the material in each module as you go - which is why we’re so confident with our guarantee (see below).

SDL Online Program 101 Excluding Micro Expressions Training: $149 USD
Micro Expressions, Body Language & Deception Detection [Link]
This version of the 101 Program excludes Micro Expressions Online Training and will suit someone that has already gone through extensive micro expressions training (either METT Advanced or MiX Professional). This version still has full online support by me personally, access to an online forum exclusive for 101 participants, and assignments that require you to really absorb and apply the material in each module as you go.

SDL 101 Package: $299 USD
Micro Expressions, Body Language & Deception Detection [Link]
The SDL 101 Package is those that are serious about moving forwards in their education. The SDL 101 Package includes SDL Manual, Micro Expressions Online Training and a Disc which includes the Online Program plus additional videos, information and research. This is physically posted to you and is included in the price.

SDL Workshops
Keep an eye on where the next SDL workshops will be run - or make contact via [Link] to organise for me to come and run something in your town or country.

SDL Online Program 101 © [Link] SDL helps our clients to understand non-verbal communication and avoid deception.
Testimonials

SDL 2-Day Program 101: Micro Expressions, Body Language & Deception Detection

Steve Guilford (Inland Revenue Department Fraud Investigator, New Zealand)
[The program was] confirmation of some [known] issues, [while I also] learned others. Another bow to my interviewing arsenal.

Royden McGee (Inland Revenue Department Fraud Investigator, New Zealand)
The FACS stuff very helpful for my job, [I'll implement the knowledge gained from the program] directly into my interviewing techniques. I'm in for 202.

Gregor McGregor (New Zealand Defence Force, New Zealand)
[From the program I now have] more detail on visual clues, particularly not to jump to conclusions and look for clusters not single indicators.

Chanell McGill (Senior Legal Secretary, New Zealand)
It was well presented Stu; thank you (again) Stu!! And NOW for the test ;-) Will be doing much more training; so see you! ;-)

Teresa Murrow-Wilson (Copy Editor, New Zealand)
Stu Dunn's Two-Day 101 Course on Micro-Expressions and Body Language was fantastic! It cemented my knowledge already gained from the online course, and it confirmed my interest in pursuing this subject further. The course was professionally executed, while maintaining a level of fun. I'll definitely be there for the next one - and hopefully with the same group!

Samit Desai (Telecom, New Zealand)
I would highly recommend Stu's 2-Day Program for anyone who wants to learn Micro Expressions, Body Language and Deception Detection. He gives detailed explanation about these along with tools and techniques on how to interpret them. Stu is a down-to-earth and approachable person who engages the audience very well with live examples in the workshop.
I am looking forward to Stu's next program.

Mayan Schraders (Counsellor, New Zealand)
What I found most useful is the large amount of training material, going through it together, and doing the exercises with others. By doing it together I learned to see a wider range of expressions which might be present. I also really liked the skills we developed over the weekend in identifying what different parts of the face were expressing. Even when an expression might not give away much, looking at those details provides interesting information. Having plenty of practical experience during the weekend really helps integrate the learning.

Mike Consalvo (Business Analyst, New Zealand)
This knowledge will help me to react more accurately to people and situations. 5 out of 5.

Carol Stine (Immigration / Customs, New Zealand)
[I will use this information in my] everyday and professional life.

Ben Maher (Vodafone, New Zealand)
Working in retail I will use the body language and micro expressions every day at work, but am more interested in using it to become more comfortable and receptive in social situations. I'm very interested in expanding my knowledge further in all aspects of the SDL course. 5 out of 5.

Katarina Needham (Psychology Student, New Zealand)
Awesome course! Would love to come back for the next level! 5 out of 5.

SDL helps our clients to understand non-verbal communication and avoid deception.
SDL helps our clients to understand non-verbal communication and avoid deception.

SDL Online Program 101: Micro Expressions, Body Language & Deception Detection

Our Clientele: SDL has worked with people from New Zealand, Australia, United States, United Kingdom, India, Canada, Germany, Afghanistan and Portugal so far.

Adrian Solis (Texas, United States of America)
To be honest I didn't expect this class to be as detailed. I LOVE IT!! So many things to talk about I don't know where to begin. This is the best material that I have run across so far and have recommended it to a few people. For the last 3 and half years I have been practicing identifying facial expression. Now that I have been learning body language and other techniques in interpreting what I see, I have sharpened my skill.

Thank you Stu very much for a program that is put together perfectly.

Michele Consalvo (New Zealand)
The micro expressions 101 course has made me more self aware and aware of others. I now am able to notice certain signals that I would have missed previously. This has allowed me more personal and professional freedom.

Stu is a great teacher and he provides lots of guidance and support. I highly recommend this course to anyone, as it will prove useful to anyone that will be around people at all in life, which is all of us!

Bridget McCleave (New Zealand)
Thoroughly enjoyed the Micro Expressions & Body Language Course! The course has helped me in my personal life, being more aware of the kids subtle expressions and body language. It has made a great impact in my job also, being able to tell when someone is more interested in a particular product and open to a sale etc. Thank you Stu for your advice and prompt answers to my many questions. I found Stu a pleasure to deal with, he is always courteous and helpful and very knowledgeable. Thanks :)

Dr. Svetlana Mamkina (Berlin, Germany)
The program is very very good, well structured. Being a Doctor in Math for me means it is always better when there is not too many extra words in study materials. And what is provided is just perfect.
I would actually like to take the time to thank you. I was very pleasantly surprised how well the course was organized. The modules were very well planned, easy to understand and to memorize. But what impressed me the most is amount of time and effort you put in to respond all my questions and giving all feedbacks, always in a detailed way. The personal approach is what makes you much more different from most of the courses and services. The knowledge received will be extremely useful not only in my work, but also in life. Thank you again

Mark Reid (Melbourne, Australia)
This courses will change the way you look at interacting with people. Stu's course explains in detail how to develop the skills of analysing and interpreting non-verbal language. As an IT Analyst this skillset has created a major improvement in the outcomes I can achieve from interactions with colleagues and customers. I now have the skillset which helps identify when someone I'm dealing with is having an issue they're not willing to discuss, or is being less than truthful with me. The online course combined with Stu's constant Facebook "what's this expression mean" challenges are allowing me to develop and strengthen this skillset at a pace that suits me.
Esther Hutchinson (New Zealand)
I chose to start this course as I had a long-term interest in human behaviour and body language and it was nice to be able to support my own countrymen in their business endeavours.
Since starting this course my awareness of how people react, their facial reactions and body movements has heightened immensely. I have found that my interaction and communication with others has improved tenfold. Being able to understand negative stances and how to create a positive reaction is invaluable.
This type of course would be worthwhile for anybody as communication is so important in all areas of life.

Teresa Murrow-Wilson (New Zealand)
I certainly have learned a lot so far {half way through the Online Program}, and it's made a positive difference to me. E.g., I've challenged my husband on a particular facial expression he's given me for years - and up till now I've misread it. Also, I gave instructions to my 9-year-old and asked if he understood, and he said "no" while nodding "yes"!

Vicktorya Stone (New Zealand)
I'm half way through the course and loving it. My learning increases daily; this information opens up a new realm of understanding, whether for personal or professional needs. Stu Dunn has created the program to provide challenging exercises which are very achievable. He is always available for prompt and clear feedback, and the Facebook groups he's created allow for general public, or course-specific interactivity. I think this is invaluable, affordable training for anyone, no matter what reason you wish to develop this skill.

Stu Dunn Keynote Speaking

Carron
We had an awesome conference, and you were a highlight. What you highlighted seemed so easy, but as we found out when we tried to do some analysis of people when were out on the town, it is a highly skilled area. The way the feet were pointing was very interesting when observing people on the dance floor!

Lisa
I thoroughly enjoyed your sessions and learnt that - body language isn't as easy as I'd thought and that I can recognise some expressions but get others completely wrong!
Introducing Stu Dunn

"Encouraging honesty through education."

Founder and head consultant of SDL, New Zealand's first FACS Certified consultant Stu Dunn has had a natural interest in human behaviour and non verbal communication for most of his life. Stu's continued study of psychology, body language, micro expressions and FACS has helped him become known as New Zealand's leading expert in micro expressions, emotional surveillance and FACS.

"The difficulty in defining a non verbal behaviour expert is not a new one. I am one of around 3,000 people worldwide - and the first and only in NZ - to become FACS certified. This is the most detailed de-coding of the face, and universally recognized by psychologists and physiologists worldwide. Scientifically based, FACS can actually prove expressions are present or not, judge the genuineness of expressions shown, what emotions are felt, and of course identify micro expressions.

"I've accumulated a number of certificates from micro expressions training - including being one of the first people to achieve Master Level on Humintell's Mix Elite Micro Expressions software. I've studied psychology for a number of years, body language since 2001, and FACS since 2009 - becoming FACS certified in 2011.

"Some of my work includes analyzing police interview footage to assess credibility, writing and consulting for a national publication, and assisting with thesis and university studies - along with training people from all around the world." - Stu Dunn

For general questions about training courses, FACS, emotional recognition, micro expressions or any service or related issue, please contact SDL.

Stu has personally trained people from New Zealand, Australia, United States, United Kingdom, India, Canada, Germany, Afghanistan and Portugal so far.


Outside of behavioural science, Stu have practiced martial arts, starting in 1991. In 1999 he began Wing Chun Kung Fu, and has been teaching the Qian Li Dao Academy style of Wing Chun since 2005. Stu has also been trained in massage, has a Certificate in Hypnotherapy (January 2010) and has written a fantasy book (Sarophia, 2004).
References


Pease, A., Pease, B. (2009). *The Definitive Book of Body Language – How to read others’ thoughts by their gestures*. Pease International Pty Ltd, PO Box 1260, Buderim, 4556, Queensland, Australia.
