

Allawos & Company

Commentaries and Insights from Allawos & Company

“Detecting Truth Inhibited Individuals”

Michael Allawos, Principal Consultant



Everyone wants to know whether they are being told the truth or being sold a bill of goods. Life is way too confusing and short to deal with this nonsense. Sometimes, though, there may be reasons why you don't want to give away your every thought. Either way, it's good to know about the body language of lying.

When a person lies, they generally feel uncomfortable about it (generally). They will usually display some gestures that conflict with the words they are saying. Some of these might be hand-to-face movements. They will often touch their hand to their eye, ear, or mouth.

Eye movement can also be a kind of body language that shows when people lie. If they are talking about the past, they look up and left. If they are talking of the future, they look up and right. If they're looking towards the past, they're remembering. If they're looking towards the future with their body language, they're coming up with a lie.

People who are concerned with their lying will try to act out the part. They will memorize where to look when they talk. They will try not to touch their faces. They will try to look you right in the eye. They will try to monitor all their body language to suit their deception.

A person who lies habitually, on the other hand, will seem normal in every way. This person no longer feels anything about lying, good or bad. A person like this will feel no need to suppress body language because his/her body language only shows how comfortable he/she is.

Also, a salesperson who speaks fast may appear dishonest because that's what people have come to believe but may just be very conscious of time management. Actually, when people speak extra slowly, with many long pauses, it is more often an indicator of deceit. This form of body language includes both pauses and speech errors.

Any touching or the slightest rubbing of the nose is considered by some as a surefire way to tell that someone is lying. Certainly, it can be. On the other hand, the person may just have a skin condition that affects the skin of their nose. Their nose might itch, or they may have a cold. It doesn't pay to jump to conclusions about body language.

If someone hides their lies easily, they can still be found out by their micro-gestures. These are smaller movements of body language, or facial expressions that exhibit an emotion. A liar might wrinkle up the nose, as if in disgust.

This is a small gesture, however, and may be missed. Another micro-gesture is when the person curls down the corners of the mouth. These kinds of body languages show a lie as surely as more obvious signals do if you only know how to look for them.

Poker players engage in a type of lying called the bluff. Players make a science out of figuring out the other players' "tells." These are slight micro-gestures the players will make when they have a good or bad hand. The gestures are usually unique to each individual player, and it takes an acute study to know your opponent. These players are highly in tune with each other's body language.

Most people will tell a harmless lie from time to time. Most people, about 75 % of survey respondents told zero to two lies per day. Lying comprised 7 % of total communication and almost 90 % of all lies were little white lies.

Body language can be used to determine if you or someone else is really telling the truth. Time is so short why bother??

About Allawos & Company, LLC 

Allawos & Company is a comprehensive global management business-consulting firm, tuned to enable organizations to identify and exploit opportunities through creative engagement built on a foundation of decades of senior management experience.

We are a global management consulting firm specializing in business plans, business development, corporate development, contract negotiations, employee surveys, strategic planning, and turnarounds.

We service the aerospace industry to healthcare, semiconductor to farming and most industries in between. Our comprehensive consulting services improve the client's condition and leaves behind the tools for growth.

Sincerely,

Michael Allawos



Allawos & Company, LLC
Global Management Consulting Services
Michael Allawos
President
1297 E. Route 66
Glendora, CA 91740
(626) 335-5015
(626) 824-4546 Cell
Skype: Michael.Allawos
www.allawosandcompany.com
michael.allawos@allawosandcompany.com

Michael Allawos
President & CEO
Principal Consultant
California, USA

Lei Wang
Senior Consultant
Corporate
Development
California & China

Ambassador Werner
Brandstetter
International Diplomat &
Strategist, Vienna

Albert van Rensburg
Senior Consultant
International Bus. Dev.
Gauteng, South Africa

James Kohlhaas
Senior Consultant
Systems Integration
Washington DC, USA

Dennis Alfieri
Senior Consultant
Real Estate/Gov. Affairs
California, USA

Stephanie Jones
Senior Specialist
Employee Relations
California, USA

Jim Shivers
Senior Specialist
Water Treatment
California, USA

Magnus Caspar
Senior Consultant
Basel, Switzerland

Dr. David French
Senior Consultant, Human
Development
California, USA

Alex Kam
International Trade
Specialist
China & Hong Kong

William (Bill) Dykes
Senior Business Consultant
And Oil Expert
Texas, USA

More information is available at
<http://www.allawosandcompany.com>
or by calling (626) 335-5015 or (626) 824-4546
[JOIN OUR NEWSLETTER] <http://www.allawosandcompany.com/news/join/>

Copyright 2022 Allawos & Company