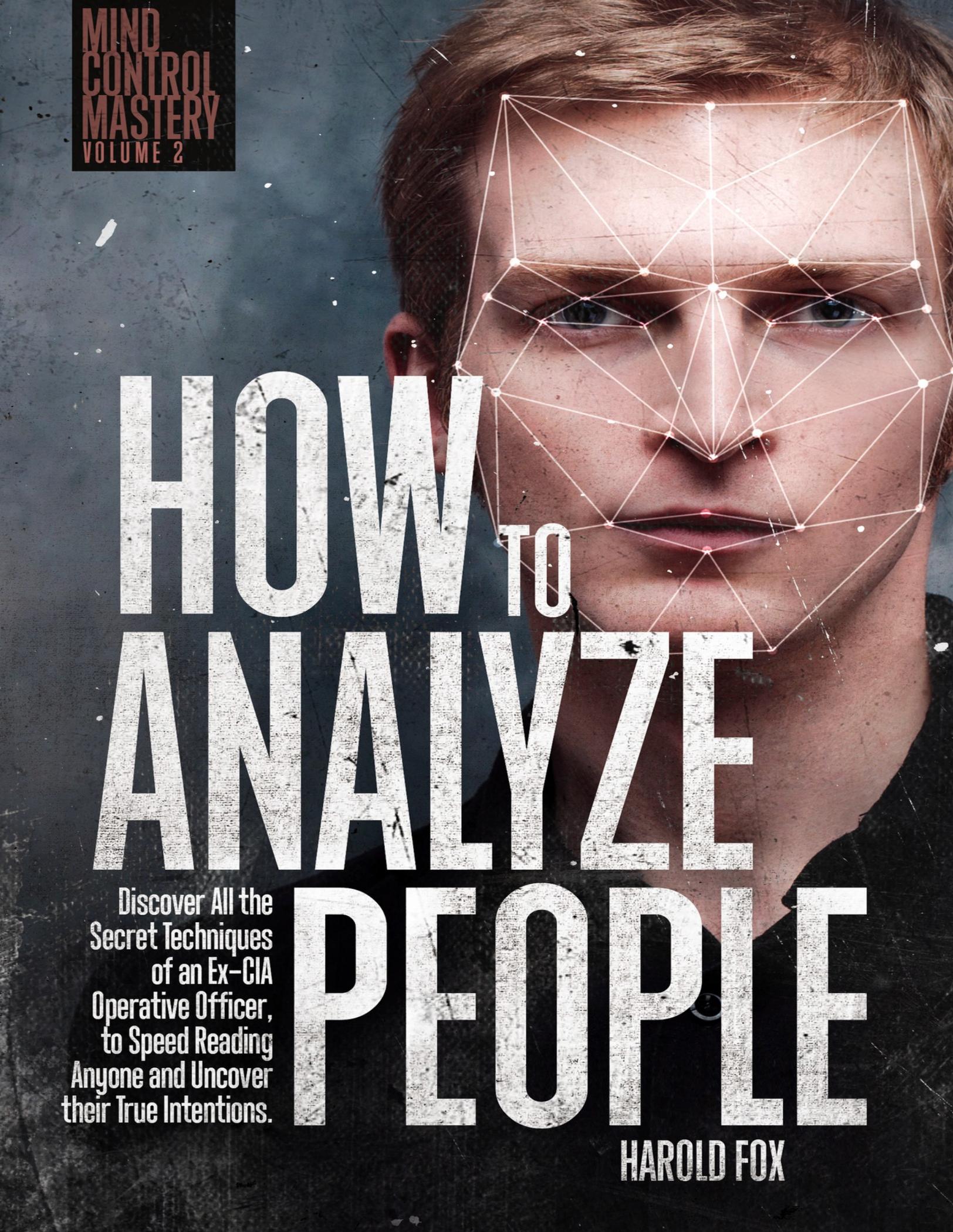


**MIND
CONTROL
MASTERY**
VOLUME 2



HOW TO ANALYZE PEOPLE

Discover All the
Secret Techniques
of an Ex-CIA
Operative Officer,
to Speed Reading
Anyone and Uncover
their True Intentions.

HAROLD FOX

How to Analyze People

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Harold Fox

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Table of Contents

Introduction

Chapter 1: The Importance of Self-knowledge

Analyzing Yourself

Getting Started with Self-Analysis

Analytical Questions That Can Help You to Better Understand Yourself

Benefits of Developing an Analytical Mindset

Chapter 2: The Art of Reading People

Observation of Body Language Cues

Physical Expressions

Other Sub-Categories of Body Language

Analyzing Verbal Communication

Pitch

Speech Patterns

Fillers, Pronouns, and Swear Words

Sensing Emotional Energy

Listening to Your Intuition

How to Access Your Intuitiveness

Chapter 3: Understanding the Six Basic Human Needs

Certainty

Uncertainty/Variety

Significance

Connection/Love

Growth

Contribution

Chapter 4: Understanding Values, Beliefs, and Attitudes

[What Is a Belief?](#)

[What Is a Value?](#)

[What Is an Attitude?](#)

[Similarities Between Values and Attitudes](#)

[Dissimilarities Between Values and Attitudes](#)

[Analyzing People by Taking Their Personal Values and Beliefs into Account](#)

[Respecting the Attitudes Beliefs, and Values of Others](#)

[Be Mindful of Others' Values and Beliefs When Communicating](#)

[Beliefs, Attitudes, and Values and Their Relation to the Six Basic Human Needs](#)

Chapter 5: Other Analytical Techniques

[The Big Five Personalities Traits](#)

[Introverted and Extroverted Personalities](#)

[Introversion as a Personality](#)

[Extroversion as a Personality](#)

Conclusion

Introduction

As an ex-CIA operative, I was what is known as an operations officer, or what you might know as a “CIA Agent.” As an operations officer, I spent most of my career serving in multi-year assignments at a variety of overseas locations. My job involved gaining the trust of certain individuals and fishing for information or "intelligence" that can increase awareness of what other governments are up to. Usually, this process can take years, and more often than not, correctly analyzing people is instrumental to the success of my mission.

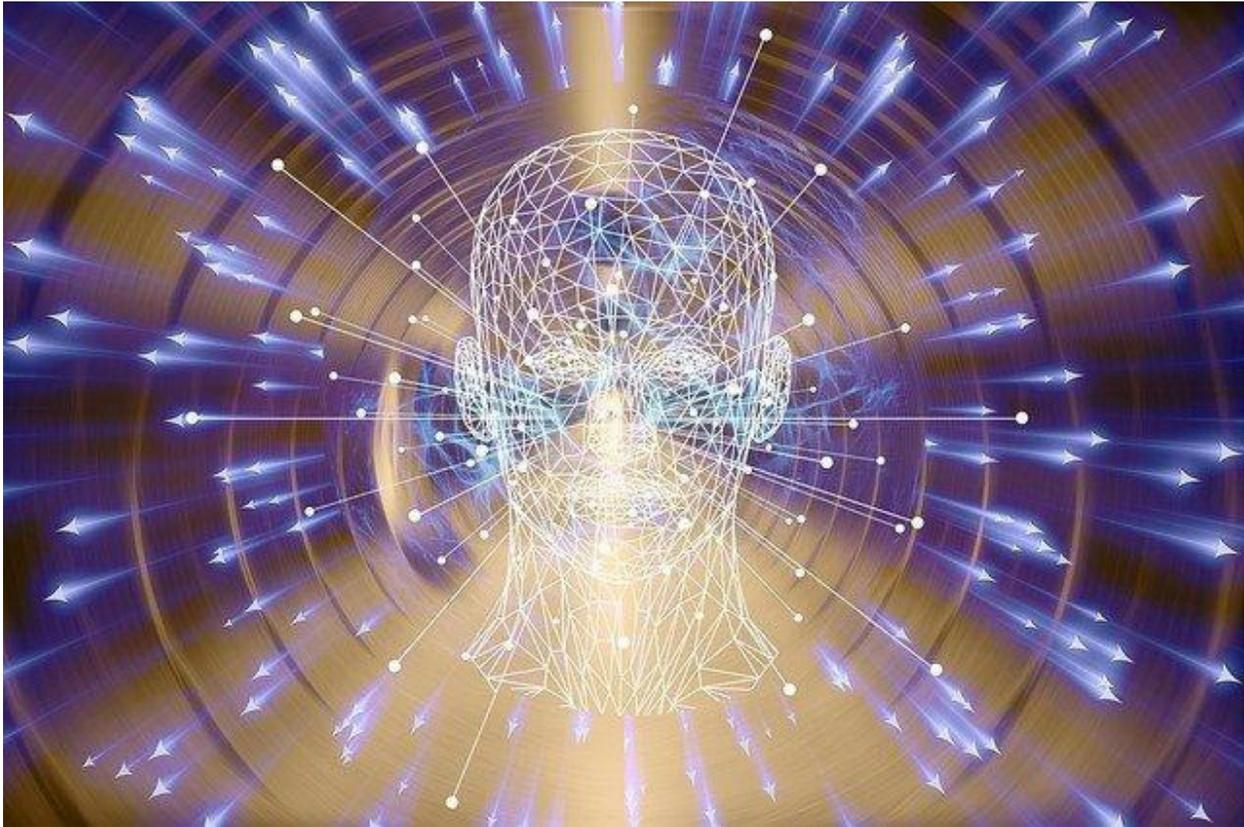
Hence, after several decades of analyzing and reading people, I have decided to share the proven techniques which have served me excellently in reading people like a book.

The goal of this book is simple: the goal and ultimate aim are to help you learn about the proven techniques that you can use to analyze and read anyone like an open book! ‘How to Analyze People’ contains no fluff meant to fill up the pages; rather, it contains straight-to-the-point information about the various techniques you can utilize in reading people. The techniques that will be covered in this book apply to any type of relationship; you can use the techniques to analyze people that you have just met or people that you have been meeting regularly.

After reading this book, I can assure you that you will be able to easily analyze people based on proven and time-tested techniques. You are on track towards a future where you will be able to successfully analyze as well as read any individual around you!

Without further ado, let us get to it!

Chapter 1: The Importance of Self-knowledge



The importance of self-knowledge cannot be over-emphasized in the process of getting to know other people. You can learn a lot about other people through a deep and concise knowledge of yourself. Self-knowledge helps you to know and appreciate how unique and different you are from other people, and this, in turn, helps you to understand and appreciate how each person you come across is unique and different from the next person.

Before you can understand other people, you need to start by firstly understanding yourself. The better you understand yourself, the better you will be able to understand other people as well. A better understanding of yourself allows you to understand how internal processes work for you as well as others. For instance, understanding how some insecurities you have about yourself change and affect the way you behave will help you understand how this phenomenon is true for others as well. As an example, assuming your biggest insecurity lies in the fact that you consider yourself as a shy person, understanding that your shyness shows itself through self-effacing body language and lack of eye contact can help you recognize the

same phenomenon in someone else.

All body language is an expression of an underlying self-belief. Thus, whatever body language you display or observe in someone else is an expression of what you or that person believes about yourselves. Being able to thoroughly understand yourself will enable you to see the direct and indirect effect you have on those around you. Understanding the type of effect you have on people around you will depend on how well you understand yourself. For instance, from the shyness example above, your inability to maintain eye contact with other people might cause them to also look away whenever they are talking to you (direct effect) or it may cause them to assume that you are being untruthful at the moment (indirect effect), as a lack of eye contact is sometimes a sign that a person is lying. Therefore, by understanding how your lack of eye contact can be translated, you can make an effort to maintain eye contact intermittently or simply stare at the bridge of their nose (staring at the bridge of a person's nose will give the impression that you are looking directly at them). If you do not try to understand your actions and how they affect those around you, then anything you observe in other people will come through a lens of your insecurities without conscious thought on your part and whatever image you form of such people will be false. Ultimately, this will make understanding people more difficult.

To put it simply, if you act in a disciplined and possibly stern manner, then people around you will naturally adjust their communication style to match how you act. Conversely, if you act in a jovial and friendly manner, people around you will tend to act the same way to you.

As Socrates once said, "To know thyself is the beginning of wisdom." The wisdom that comes from knowing yourself is what you utilize when trying to know other people. To sum it up in a few short words, I will say that self-analysis is the key to successfully analyzing others.

Analyzing Yourself

Before you can successfully analyze other people, you must first learn to analyze yourself. Analyzing yourself will help you to build the necessary analytical skills which you can then utilize to analyze other people. Needless to say, when starting out, analyzing yourself will be much easier than analyzing other people. This is because you will not need to guess about your

thoughts and feelings unlike when you are analyzing other people. Your thoughts and feelings will be readily available for you to analyze. However, when analyzing yourself, your biggest obstacle lies in understanding and figuring out why you feel the way you feel or why you think the way you think. Another obstacle you might encounter in analyzing yourself is honesty. The honesty required to accurately analyze yourself is, oftentimes than not, painful. However, once you are able to get past the aforementioned obstacles, you will be able to identify your strengths, your weaknesses as well as the root of your emotions.

Getting Started with Self-Analysis

Starting out on the journey of self-analysis may seem daunting at first. Usually, the process will differ from person to person, however, to help you simplify the process, I will divide the process into 3 basic steps. Let us take a look at those steps below:

1. Contemplating your strengths and weaknesses

The first process of self-analysis begins with deliberating your strengths and weaknesses. Self-analysis is all about developing a real picture of who you are, and your strengths and weaknesses can help you paint a candid picture of who you are and what you are about. Developing a picture of who you are does not mean you have to focus only on the parts of you that you are proud of; rather, you have to take into consideration the parts of you that you struggle with as your struggles are part of what makes you human.

Deliberating on your strengths and weaknesses is the simplest part of your self-analysis process. You should start the process with an inventory of your strengths. This involves thinking about what you like about yourself, especially the parts of yourself that consistently bring about or attract positive feedback from other people.

Basically, your strengths include:

- Anything you are good at – i.e., anything that comes naturally to you or anything you can easily do.
- Anything you love about yourself.
- Anything others love about you.

Your strengths are usually good things that make people want to be around you. Your strengths could include the ability to be empathetic, or the ability to motivate people. For example, perhaps people around you often tell you that you are good-natured and tolerant with people, or you know that you tend to motivate people around you; you can add these good attributes to your list of strengths.

On the other hand, your weaknesses include:

- Anything you dislike about yourself.
- Anything others dislike about you.
- Anything you tend to struggle with.

Identifying your weaknesses often takes a special kind of honesty. Consider if you are constantly asked to work on a particular aspect of your character. Additionally, try to think of negative attribute(s) that cause you to get on the bad side of other people. For instance, your friends could regularly mention that you usually fail to speak up and say your mind, thereby indicating your potential weakness of lacking self-confidence. Your weakness could also be that you often offer unsolicited advice to people or it could be that you tend to be disorganized and forgetful.

Regardless of what your weaknesses are, you need to make sure that you are not too hard on yourself as reflecting on your weaknesses can be a tough and vulnerable experience. You should keep in mind that your weaknesses do not have to stop you from living the life you want. Identifying your weaknesses requires openness and honesty, but at the same time, identifying your weakness means you know you have some flaws and you are willing to work on them.

After contemplating and successfully identifying your strengths and weaknesses, the next step involves:

2. Recording your emotions and responses to events that you experience

You might require a journal and a pen for this part. Writing your emotions and responses down helps you remember them and at the same time, it helps you process the information more easily and clearly.

Essentially, recording your emotions and responses to events that you

experience will allow you to take a step back and observe the larger picture of your life. The best way to handle this part of your self-analysis process is to write a little about your day before going to bed. This allows you to process the day's events and how they might have affected you. During the day, there will be events that trigger positive thoughts while others will trigger negative thoughts. Instead of allowing these thoughts to leave your head unnoticed, try contemplating them and writing them down whenever you can. Writing them down will help you to be able to reflect on them later and ruminate on whether or not your responses to such events were appropriate. Your reflections on such events can therefore help you determine how to handle any similar event in the future.

3. Noting how you perceive others and their actions

This step is not quite about analyzing people, rather it is about noting how you respond to people around you as well as their actions. This step can also be recorded in your journal. Recording how you interpreted other peoples' actions might help you realize whether or not your perception was accurate when you reflect on them later on. For example, you might interpret a person's lateness to mean that they do not care enough about you or they do not respect you enough. You might rationalize that if they did, they would have made an effort to be on time. However, later in the day, when you reflect on it, you might come to the realization that maybe their lateness was actually not intentional, that maybe they got stuck in traffic or they missed their bus and had to take a late one.

When analyzing the actions of other people, you do not need to dwell on the negatives. You might decide to analyze a positive action such as receiving a gift from your romantic partner and how that made you feel. If receiving a gift from your romantic partner made you feel very happy, then you might realize that perhaps receiving gifts is your love language. Reflecting on such a positive event might make you realize that you prefer and appreciate receiving gifts from your romantic partner than if they were to do something else for you. This knowledge can therefore help you with your future relationships.

The steps discussed above can help you get started on your self-analysis process. You should keep in mind that, essentially, self-analysis is an attempt

by an individual to get to understand his or her own personality. Therefore, your ultimate goal for embarking on a self-analysis journey should be to understand your own personality. The knowledge – or wisdom as Socrates puts it – you get from this process can then be used to analyze the personality of other people.

The three steps discussed above are not the only means through which you can analyze yourself. There are a few other ways you can utilize in conjunction with the three steps discussed above; they include the following:

- **Five-Word Description**

This is a relatively quick exercise that involves you describing yourself with key adjectives that best describes the type of person you are. For instance, if you tend to naturally care about other people, you might describe yourself as “compassionate.” Under this exercise, you are to think of five adjectives that factually describe who you are.

- **Determining Your Personality**

Determining your personality involves you trying to understand the attributes and traits that make up your personality. You can determine your personality by self-reflecting on the traits that you possess; then list these traits down and make little notes about them so that you can better understand the information that you come up with.

There are different ways you can use to determine your personality, and most of them have to do with your thought process; however, to help you get started, listed below are a couple of introspective questions that can help with the process of determining your personality.

- What are traits, behaviors, and attributes that define me as a person?
- What are the words or phrases that people close to me would use to describe me?
- What function or role do I play within my group of friends?
- How would a stranger perceive me?
- What do I want others to think about me?
- What signals do I want to send to people?

- **Identifying Your Core Values**

It is important to think not only about your personality traits but also about your values. Your core values are the code by which you live your life. These values will be what you strive to be and what you admire in others like integrity, intelligence, honesty, etc.

Psychologists often suggest that most people have around eight core values and that these values play the biggest role in motivating their choices at work, at home, and in everyday life. Hence, for this step, you should make a list of the eight values that you think guide you and your actions. Knowing your values will help you understand why and how you react the way you do, as well as what tends to motivate you.

Spending some time to think and contemplate on how you developed these values can help you learn more about yourself. Were your core values influenced by your parents or did your values evolve as a result of your experiences while growing up? Reflecting on how your core values came about will greatly contribute to your self-analysis process.

- **Considering Childhood Experiences**

Our childhoods tend to have extreme influences on our adult selves. Analyzing yourself and how you behave will often involve looking back to your childhood. You can use your journal to jot down whatever positive or negative experiences you remember and consider how they affect you presently. For instance, if you had a strict parent while growing up and was severely punished for breaking rules, then you might still be afraid of breaking rules as an adult.

Analytical Questions That Can Help You to Better Understand Yourself

Asking yourself certain analytical questions can help you better understand yourself. Hence, under this sub-topic, I will include some profound analytical questions that will lead you to a greater self-understanding about yourself. The aim of these questions is to trigger the analytical part of your brain, to prompt you into having a deep conversation with yourself – and this is something most people never do.

There are no right or wrong answers to these questions, all you have to do is ensure that you answer the questions as honestly as you can. You can copy

these questions into a text document and answer them there so that you will be able to reflect on your answers whenever you want to.

Listed below are the questions:

- What are the activities in your life that make you radiate with joy?
- What are the things you love doing, even when you are tired or in a rush? Why do you love doing them?
- Would you choose to stay or leave a relationship or job that is making you unhappy?
- What would hold you back from leaving a bad job or a bad relationship?
- What are the things you believe are possible for you to achieve?
- What are the things you have done in your life that makes you very proud?
- What legacy do you wish or want to leave behind?
- What does your presence in this world contribute to humanity?
- If you could have a single wish granted, what would that wish be?
- How comfortable are you with the thought that you would one day leave this world?
- Which of your core values do you rank the highest?
- To your best knowledge, how do you think other people perceive you?
- How would you like other people to perceive you?
- What is one thing you wish you can change about yourself?
- How confident are you in your abilities to make sound decisions for yourself?
- Which of your beliefs do you think is self-limiting to you?
- Who is your greatest role model?
- Who is the most important person in your life?
- Do you have a person you do not like, yet you spend time with them? If so, who is that person and why do you keep spending time with them even though you dislike them?
- What is something that will always be true for you no matter what?
- How do you make difficult decisions?
- What is that one failure that you have converted into your greatest lesson?
- Does gratitude play any role in your life?
- How do you feel about your parents?

- What relationship do you have with money?
- Do you ever think about growing old? If so, how do you feel while thinking about it?
- What role has formal education played in your life and how do you feel about it?
- What notion do you have about the concept of destiny? Do you feel your destiny is predetermined or do you feel you have the ability to shape it however you wish?
- What does your life mean to you?

I know these questions might seem or sound extremely difficult to answer, but when you really think about them, you will realize the simplicity in them. These questions are meant to critically stimulate your thought process, and the answers you get from them are meant to ultimately lead you to a greater understanding of yourself.

The process of self-inquiry and ultimately, self-analysis begins when you ask yourself questions. At first, answering these questions might feel uncomfortable and unfamiliar – especially if you have never done such before – yet as time goes on, you will find that it becomes easier.

Also, you should try to reflect on your answers to these questions from time to time. You might even find that the more you reflect on these questions, the more you tend to discover new insights about yourself.

Benefits of Developing an Analytical Mindset

Basically, getting a handle on analytical skills will improve and benefit every aspect of your life – socially, personally, and even professionally. It does not matter where you make use of your analytical skills, whether in your personal relationships or even at work. It will take a lot of work before you are able to efficiently analyze people, however, once you get the hang of it, you will be able to easily analyze people you come in contact with.

The benefits of developing an analytical mindset are numerous; however, in this book, I will be discussing the top four benefits of developing an analytical mindset:

1) You will become more self-aware

Developing an analytical mindset does not mean you will only be focused on

analyzing other people. The first step to developing an analytical mindset is to start analyzing yourself. Self-analysis will make you more aware of your emotions and less confused about how you feel. Increased self-awareness has wide-ranging positive ramifications; however, one of its most important effects is increased emotional intelligence. When you are more emotionally intelligent, you are better able to identify and manage your feelings as they come up – neither repressing them nor being lost in them.

Hence, developing an analytical mindset leads to increased self-awareness which then leads to increased emotional intelligence. As a self-aware individual, you will find it less challenging to convert negative thoughts into positive thoughts, appropriately adjust how you view yourself, accept yourself for who you are, and to live honestly and happily with other people.

2) You will appear more considerate

Developing an analytical mind will help you appear more considerate to those around you. Usually, an analytical individual is motivated to be at peace with those around them. For this to happen, an analytical individual usually spends a lot of time and energy trying to understand the people around them. Taking the time and effort to understand what others are feeling and responding appropriately makes an analytical individual look and seem extremely considerate.

Therefore, developing an analytical mind will help you understand other peoples' feelings, and understanding what others are feeling will help you respond to as well as treat them appropriately. As a result of this, people around you will come to realize that you treat people with consideration. This, in turn, will make people trust you more and rely on you.

3) You will appear more empathetic

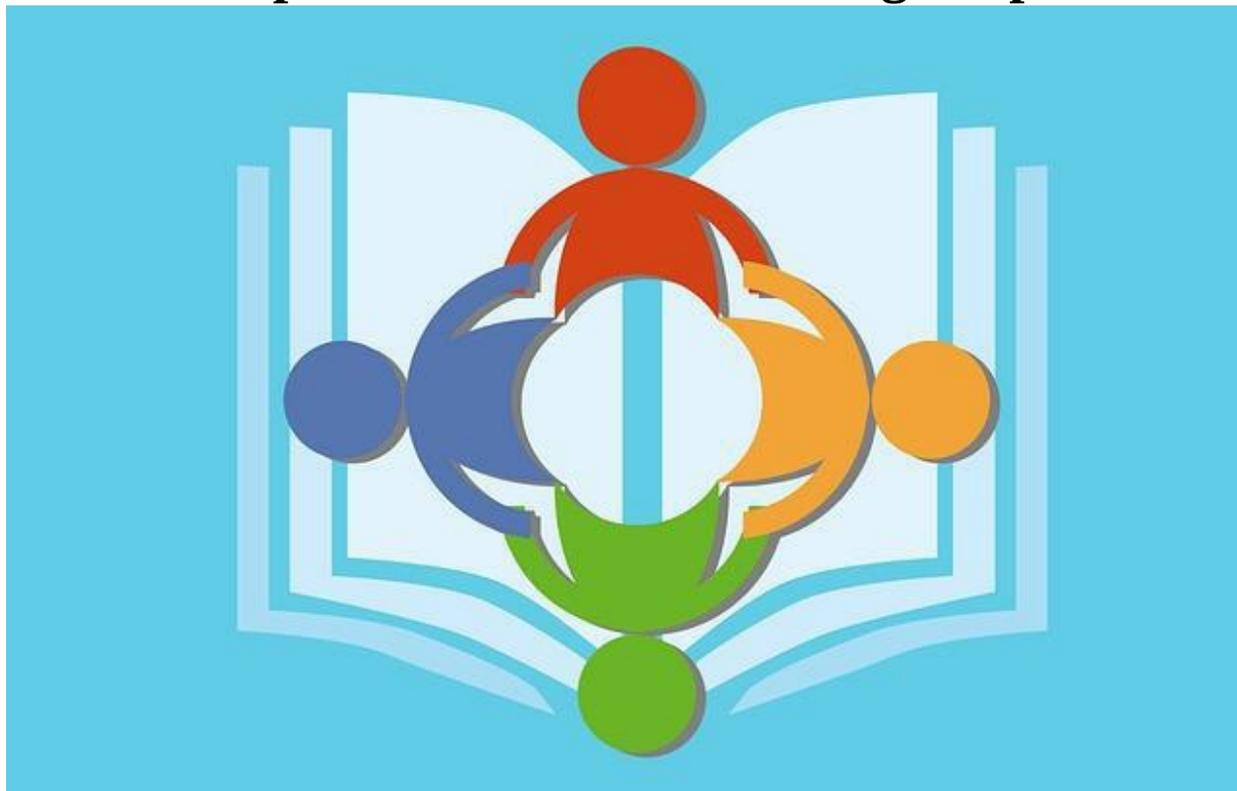
Developing an analytical mind will help you become as well as appear as an empathetic individual. While analyzing peoples' emotions and personalities, you will start to wonder why people behave the way they do and this will lead you to consider the reasons why a person might appear withdrawn, uncomfortable, upset, or happy. As an analytical individual, you will be able to put yourself in other peoples' shoes so as to understand why people feel what they feel. Essentially, understanding the motivations behind a person's

mood changes is the key to empathy, and needless to say, empathy is an extremely important personality trait as well as a key requirement to truly understanding people. And as you might have guessed, understanding people is key to analyzing them.

4) You will appear more intelligent

Typically, the more analytical a person is, the smarter they are. Developing an analytical mindset will make you observant about the people and things you see in your environment. This observant nature will make you appear intelligent during a conversation, even if such a conversation is not an intellectual conversation.

Chapter 2: The Art of Reading People



My previous job as a CIA operations officer or what you might know as a CIA agent included reading people, not just by what they say but by interpreting verbal and non-verbal cues so as to determine who they really are. As brilliant as the intellect is, people who read others well are trained to “read the invisible” with many techniques. They have learned to utilize what I call their “super-senses” to look further than where you usually put your attention to access life-changing intuitive insights about people. Learning to read people allowed me to see past the mask or façade that most people put on and under this chapter, I will share some techniques that you can utilize in analyzing people.

When it comes to reading or analyzing people, this can be done through several techniques. You can analyze a person through their body language, through their verbal communications, by sensing their emotional energy, or by listening to your intuition about them. Naturally, analyzing and understanding people has always been one of life's biggest challenges, but the social changes and technological explosion of recent decades have made it even more difficult. Therefore, to aid you in your quest to analyze people, I

will discuss the different techniques and ways through which you can read or analyze people.

To enable easy assimilation, I will group these techniques and ways through which you can analyze people into four groups, which are:

- Observation of Body Language Cues
- Analyzing Verbal Communication
- Sensing Emotional Energy
- Listening to Your Intuition

Let us take an in-depth look at the techniques and discover how they can be used to analyze people:

Observation of Body Language Cues

One of the easiest ways to analyze other people is to observe their body language. How a person holds themselves, moves, and even speaks can tell you a lot about them. Although everyone has plenty of variation between their mannerisms, and there is no exact way to tell what makes up a person, there are still many similar indications among groups of people that can give you a deep insight into how someone functions. Observing and analyzing body language cues is not an easy task. To help make it easy, you need to start by becoming aware of your own body language.

In order to understand and attempt to overcome the enigma that is body language, you have to be hyper-aware of people and the signals their body language gives. In the first chapter of this book, I explained how self-analysis can help you better analyze other people – I took you through the process of becoming aware of your thoughts and where they might come from. The same is true for analyzing body language cues. You need to first work on becoming aware of your body language before you can be aware of other peoples' body language. In order to learn what makes a person different from others based on their body language, you have to first look at yourself and analyze how you hold/carry your body.

That said, some people might be more aware of their body movements than they are their thoughts. For instance, women are likely going to be more aware of their bodies and the space they take up, mostly because of the patriarchal society we are in. You can lose focus while trying to maintain awareness of your body movement, thereby becoming too insecure with your

own body and movements. Hence, this subchapter will highlight the basics of body language while also laying a basis for how you can analyze others. Once you get to know how to analyze the body movements of another person, you will be able to understand, at a glance, what might be going through their heads.

However, before I proceed, I want you to know that every person you come across is different. Sometimes, how one person holds their body has a different meaning from someone who carries themselves the same way. There are plenty of ways that a person's body language differs, so it is important to remember that not everything about a certain body movement is 100% true for every person. This is especially important to remember when talking to people from different cultural backgrounds. For instance, some cultures practice modesty, hence, touching might be completely off-limits while on the other hand, other cultures might be more open to expressing their feelings through their bodies. Therefore, cultural differences are important to remember when thinking about how a person might use their body.

Now, let us take a look at aspects of body language that can be used to analyze a person. To aid assimilation, I will divide the aspect of body language into two broad categories:

1. Physical Expressions

Under physical expressions, I will be discussing the following:

- Facial expressions
- Head signals
- Mouth signals
- Arms signals
- Leg and feet signals
- Body postures
- Gestures

2. Other sub-categories of body language

Here, I will be discussing the following:

- Oculistics
- Proxemics

- Body stances

Let's get to it.

Physical Expressions

Facial Expressions

Facial expression is an aspect of body language as well as the expression of emotion. An accurate interpretation of facial expressions relies on interpreting a combination of multiple signs in order to form an accurate impression of an individual's mood and state of mind. You should always consider facial expressions with regard to the context in which it is occurring as well as the person's likely intention. Listed below are a couple of examples of emotions that can be analyzed via facial expressions:

- **Happiness:** Typically, when a person is happy, they are usually smiling and more likely to be looking down. The facial expression of a happy person includes narrowed eyes with some wrinkling around the corners of the eyes, raised cheeks, and pulled back lips which displays the teeth in a genuine smile. Additionally, in general, the facial expression and body language of a happy person tends to convey a greater sense of energy.
- **Sadness:** Typically, the lack of a smile, and an apparent unwillingness to do so, is usually a sign of sadness. A reliable facial indication of someone who is sad involves the inner corners of the eyebrows being pulled together and angled upward. This facial indication is reliable in determining if a person is sad because few people are able to genuinely manipulate these muscles voluntarily thereby making it a difficult expression to fake. Additionally, the upper eyelids of a sad person are usually drooped with their eyes looking downward while the corners of their lips are usually pulled downwards. Basically, the facial expression of a sad person as well as their body language tends to look de-energized, especially when compared with someone who is happy.
- **Surprise:** Usually, the facial expression of surprise tends to be the briefest of all emotions as it rarely lasts beyond a few seconds. Surprise usually transmutes to other emotions as a person figures out what made them surprised. After the understanding of what caused the emotion of surprise, the facial expression might change to relief, fear, anger,

disgust, amusement, and so forth, depending on what might have surprised the individual in the first instance. However, sometimes the facial expression of surprise can be followed by no other emotion as a person decides that the surprising event is of no consequence to them. Surprised facial expressions are usually triggered by sudden and unexpected occurrences such as loud sounds or unexpected movements. The facial expression of surprise includes raised eyebrows with the upper eyelids raised while the lower eyelids remain neutral. Additionally, the jaw is usually relaxed and gaping while the lips are open and slack.

- **Fear:** Sometimes, the facial expression of fear can be confused with the facial expression of surprise. This is because both expressions display distinctly raised eyebrows; however, the difference between the two expressions can also be spotted via the eyebrows. While showing a facial expression of fear, the eyebrows tend to be straight and horizontal whereas for a surprised facial expression the eyebrows tend to be curved. Furthermore, a distinguishing feature between the facial expressions of fear and surprise is that the upper eyelid is also lifted higher in fear than in surprise. Additionally, the lips of a scared person tend to be tensed and stretched whereas the lips of a surprised person tend to be open and slack. Finally, a person who is feeling fearful is more likely to be looking downwards except such a person is suddenly alarmed, in which case they will instinctively pull back their head and fix their eyes on the source of the threat.
- **Anger:** Out of all the emotions, anger is regarded as the most dangerous due to its potential to lead to violence – especially when it is at its extreme. Anger can be triggered in a person by a lot of things such as witnessing someone cutting in line, experiencing a form of injustice, or as a response to certain external events. When a person is experiencing anger, their facial expressions usually include the eyebrows being lowered and knitted together, the eyes opened wide and glaring at the cause of the anger, and the lips pressed tightly together while the corners of the lip are often narrowed.
- **Disgust:** The facial expression of disgust is one of the most easily recognizable expressions. Disgust is usually triggered when someone finds something offensive – such as pervasive actions of other people –

or unhygienic – such as expelled bodily products like vomit and feces. Hence, the obvious sign or indication that a person is feeling disgusted involves the wrinkling of their nose. Other facial expressions of a disgusted person include lowered eyebrows, upper lips raised in an inverted ‘U’ position while the lower lip slightly protrudes outwardly.

- **Confident:** Typically, a confident facial expression involves a more focused, centered, and energized look. A confident person is also much more likely to be looking up and willing to make eye contact.

Whilst facial expressions can be interpreted as a sign of genuine emotion, a lack of them may suggest a lack of sincerity in the emotion being displayed. For instance, a lack of wrinkles around the eyes suggests a potentially fake smile. This is because when someone is smiling joyfully, they tend to have wrinkles around their eyes whereas when someone is faking it, they tend not to have wrinkles. Hence, if someone is trying to look happy but they are really not, a lack of wrinkles whenever they smile should tip you off.

Basically, facial expressions and bodily expressions tend to correspond in terms of conveying visible signs of a person’s emotional state. Knowing how to correctly analyze facial expressions can tremendously help you to read the feelings of a person.

Head Signals

Paying attention to the position of a person’s head as well as the movements of their can help you in analyzing them. For instance, a person that keeps their head back while walking would naturally be regarded as confident whereas a person that lowers their head while walking would be regarded as being timid or shy. Hence, the position of a person’s head can give you an insight into the personality of such a person.

Just like the position of the head, the movement a person makes with their head can help you analyze the signal a person is trying to pass across. For instance, in most places around the world, simultaneously moving the head upward and downward is usually considered as a sign that a person is agreeing with something. Some people also frequently nod their head to signal that they are an agreeable person. Hence, if you notice that a person tends to nod their head, such a person is usually agreeable in nature and probably goes out of their way to avoid conflicts and/or confrontations.

Conversely, if you notice that a person tends to shake their head from side-to-side, such a person may be – consciously or unconsciously – signaling their nature to be disagreeable. Such a person might always have a different way they things to be done, or they might always feel that their way of doing things is the best and only way.

Additionally, a person tilting their head to the side while having a conversation with someone can be trying to send a signal of interest in what they are being told or they might be trying to signal that they are curious about what is being said, or that they are uncertain about what is being said.

However, you should keep in mind that head signals tend to differ from culture to culture. For instance, in India, a head-bobble – which is the tilting of the head from side-to-side – is an ambiguous way of either saying “yes,” “ok,” or “I understand.” Thus, its interpretation depends very much on the context in which it is applied.

The speed of head movements also gives important cues. For instance, if someone nods slowly in response to what you are saying, this shows that the person is captivated by your words and wants you to continue talking. If the person nods quickly, this might mean that they are impatient for you to finish what you are saying so that they can share their opinion or leave.

Also, if someone is nodding too artificially, they might just be attempting to convince you that they are interested in what you are saying. They could be aware that they should be paying attention, but they might have lost interest. Hence, in an attempt to keep up, they pretend to nod their head. They also might not understand what you are saying, so they nod to make you think they are keeping up. If you notice others around you are artificially nodding their head, it would be worth it to either change the subject to regain attention or explain yourself better as they might just be confused.

Mouth Signals

You can also learn a lot about a person from what they do with their mouths – especially when it is not in use. A person with pursed lips might be signaling disapproval, distaste, or distrust for a person or a thing whereas a person biting their lips might be worried, stressed, or anxious about something or someone. Additionally, subtle changes in the mouth can also be indicators of what a person is feeling. For instance, when a person’s mouth is

slightly turned up, it might mean that they are feeling happy or optimistic. On the other hand, when a person's mouth is slightly downturned, it might mean that they are feeling sad and disapproving of something.

What someone does with their mouth is very crucial in understanding their personality. Someone with tight or pursed lips might be trying to concentrate, or they also might be trying hard to hide a sour face.

You can analyze a person's smile as well. For instance, if the corners of their eyes are not creased, they might be forcing a smile with you. However, you should keep in mind that someone that is faking a smile is not necessarily evil, they might just be thinking of something else or they might be too distracted to give full attention to what you are saying.

Arm Signals

How someone uses their hands and arms is another way that body language can be interpreted to get a better understanding of the people you are interacting with. Our hands represent so much about ourselves. They are a way of expressing our stories, putting different emphasis on various parts. If someone is telling a story, they are going to use hand gestures to keep people interested. Hands and arms are like the doorway into someone's body. A person's hands and arms can express how open or closed off they are. For instance, if the hands are crossed tightly in front of someone's chest, that person might be a little more closed off, not wanting to engage too much in conversation. However, having their arms crossed does not always mean that someone is closed off. They might cross their arms so as to rest them. Someone that has their arms outstretched, maybe over their head, will likely be very open and possibly even trying to exert power over a situation.

Additionally, how a person moves and positions their hands also communicates things they might not have intended to. For instance, if a person places one elbow on a table and supports their head on their hand in a meeting, this indicates that they are attentive and focused on what is being said. However, if they do the same thing with both hands, it can be taken as a sign of boredom. Also, holding their hands behind their back during a conversation can be taken as a sign of boredom or anger. While, on the other hand, crossing their arms in front of themselves, indicates that they are being defensive or that they are being guarded.

Lastly, standing with the arms on the hips can be taken as a sign of assertiveness and being in control. In some cases, it can also be seen as a sign of aggressiveness.

Leg and Foot Signals

Just like the arms, a person's legs also give important clues as to what is going on inside the person's head. Knowing how to read the cues provided by a person's legs is important because unlike other body language signals, it usually happens unintentionally. Probably because they are not usually directly in sight, the legs and feet are often disregarded when it comes to reading a person's body language. However, various research has shown that the legs can be one of the most honestly expressive parts of the human body. People usually put a lot of effort into controlling their facial expressions and the movements of their arms and hands; however, the legs and feet can often reveal things that people have trained their faces and other body parts to hide.

When analyzing someone's body language, observe their feet and where they are pointed. Usually, a person's feet will be pointed in the direction that they most want to be, so if they are pointed towards you, this is a sign of comfort and security. However, if they are pointed away, this is a method of protection so as to be able to flee if they feel uncomfortable. Besides the direction that their feet are pointing in, fidgety legs and feet can also indicate insecurity or discomfort. Also, repetitive foot and leg motions can signify anxiety or boredom. The difference is that from a biological standpoint, keeping the feet and legs in motion better enables the person to get up and run if necessary.

Observing a person's foot and leg moving habits can give you a lot of insight into their concentration capacity. Also, similar to how crossing the arms signifies a person protecting themselves, crossing the legs can indicate the same. Naturally, women tend to cross their legs or hold their legs close together when wearing dresses or skirts; hence, this does not always have to mean that the scenario is making them feel insecure. On the other side, men tend to do the opposite and spread their legs excessively widely while sitting down. This takes up a lot of space, and these types of moves generally indicate a feeling of authority or overconfidence. When a person partakes in one of these space-claiming moves, such as spreading the legs very far apart while seated, it can be assumed that they are trying to express confidence or

superiority, whether they realize it or not.

Finally, the way a person carries themselves while walking is also a great indicator of their inner workings. A person who walks in wide strides and a confident manner exhibits poise and ability while dragging the feet with a slouched posture while walking can indicate a lack of confidence.

Body Postures

A person's posture is an important part of body language; as a matter of fact, the posture a person adopts can convey a plethora of information about the person's personality such as whether the person is open-minded, submissive, confident, or shy. For example, sitting up straight may indicate that a person is focused and paying attention to what is going on. Sitting with the body hunched forward and their head held low, on the other hand, shows that they are not confident in themselves, or that they are lazy or sad. It can also convey disinterest in whatever is going on.

Noticing the signal a person's body posture is sending can help you analyze their personality. For instance, a person with an open posture – which involves keeping the torso of the body open – signals friendliness, willingness, and openness as well as a confident personality. On the other hand, a person with a closed posture – which involves hiding the torso by crossing the arms around it or hunching forward – signals unfriendliness, anxiety, and hostility as well as a reserved personality.

Gestures

Gestures are a key part of body language cues and they tend to be the most direct and obvious body language signals. Basically, a gesture refers to the movements made with any part of the body such as the arms, the hands, the legs, and even the eyes, and they can be either voluntarily or involuntarily. Typically, gestures are used to lay emphasis on verbal communication, but they can also be used as a standalone form of communication. For instance, while saying farewell to a person, you can wave your hand as well to emphasize your verbal communication of "farewell." Likewise, you can decide to simply wave your hand whenever you want to "tell" a person farewell; in this case, you are using a hand gesture as a standalone form of communication.

Gestures can be used to analyze a person's present frame of mind. For

instance, if you notice a person giving the “thumbs-up” gesture, you can easily analyze that such a person is being agreeable. Alternatively, if you notice a person rolling their eyes, you can easily analyze that such person is being irritated or bored by the situation they are currently experiencing. Furthermore, seeing a person cross their arms and/or feet while having a conversation with someone signals that they are most likely not agreeing or accepting the speaker’s viewpoint. On the other hand, seeing a person keeping their arms open while having a conversation with someone signals that they are most likely being receptive to what is being said.

Hence, noticing the gestures people make, how they make them and in what context they make them can help you accurately analyze their current frame of mind.

Other Sub-Categories of Body Language

Oculesics

Oculesics is a subcategory of body language, and it involves the study of eye movement, eye behavior, gaze, and eye-related nonverbal communication. As a social or behavioral science, oculesics is a form of nonverbal communication focusing on deriving meaning from eye behavior.

Just like other forms of body language cues, it is important to note that the interpretation of eye behavior depends on the culture of the person being analyzed. For instance, in the Latino culture, direct or prolonged eye contact means that you are challenging the individual with whom you are speaking or that you have a romantic interest in the person whereas, in many Asian cultures, prolonged eye contact may indicate a sign of anger or aggression. Additionally, in traditional Anglo-Saxon culture, avoiding eye contact usually portrays a lack of confidence, lack of certainty as well as lack of truthfulness whereas in certain parts of Asia, avoiding eye contact is sometimes a sign of respect.

In regard to body language, oculesics is defined as the observation of a person’s eye movements and way of looking at people and is another significant factor to consider when evaluating a person’s non-verbal communication. Under the concept of oculesics, there are various ways to decipher a person’s eye movements in regard to their feelings and thoughts.

Eye movements have a variety of subdivisions that communicate many

different things. Let us take a look at those subdivisions:

- **Looking upwards:** This is an eye movement that can have a number of meanings that vary from person to person. Looking upwards can be an unintentional expression of boredom, or it could also be that the person is trying to recall something. On the other side, if a person is gazing up with their head facing slightly downwards, this could be sending a message of flirtation or arousal.
- **Looking downwards:** This can mean two completely different things across different cultures. In some countries looking downwards is a sign of respect or reverence, while in some other countries it can express fear or guilt.
- **Side-to-side eye movement:** This is also an eye movement that can have many different interpretations. Moving the eyes quickly away to the side can suggest that a person is not being truthful, but it is important to keep in mind before accusing anyone that this is not always entirely the case. This is because, looking to the side can also imply that a person is distracted – either by their own thoughts or by environmental factors – or that they have lost interest in the conversation and are losing focus. Side-to-side eye movement could also mean that a person is experiencing an auditory memory; if they look to the left, they could be trying to remember it, and if looking to the right, they could be hearing the sound in their mind.
- **Staring:** Staring is another form of persistent eye contact but is generally accompanied by the eyes being widened. Usually, staring insinuates hostility or dishonesty. However, a stare can also exhibit fondness or interest. One of the most notable differences between gazing and staring is that staring is generally deliberately maintained, even if the person being stared at returns eye contact.
- **Gazing:** Different from a stare, a gaze tends to hold prolonged eye contact with something or someone. A gaze generally expresses interest, and depending on the scenario, can also indicate arousal or desire. When a person is gazing, they usually do not realize that they have been holding eye contact for an extended amount of time, thus

when the person that is being gazed at looks at them, the person doing the gazing usually looks away in embarrassment at being caught.

- **Glancing:** Glancing generally indicates that a person has a secret or hidden longing for whatever or whomever they are glancing at. Some common examples include glancing at someone's lips while talking to them, which could mean that they want to kiss the other person, or glancing at the refrigerator if a person is hungry. When interacting with a person, this eye movement, in particular, can prove especially helpful when analyzing someone's body language, especially towards the end of your contact with them. When people are reaching the point where they are ready to leave, they will often glance at their phones or watches to see the time, or perhaps they will move their eyes to other environmental factors.
- **Closing the eyes:** Oftentimes, when a person closes their eyes, they are cutting off their vision of the outside world in order to better concentrate or focus on something that they are thinking about. Sometimes, closing one's eyes can also insinuate guilt, dissatisfaction, or impatience, and is usually exhibited as a sustained blink.
- **Following a person or object with the eyes:** Keeping one's eyes on a moving subject expresses interest, which could either be positive or negative. Negative reasons why a person may be tracking someone's movements with their eyes could include distrust or suspicion.
- **Squinting:** Although squinting can simply mean that a person is trying to physically focus on something better, it can also have a mental implication. Usually, if a person is squinting during interaction with another person, this insinuates cynicism or that they are skeptical about what they are hearing, especially when accompanied by a frown.
- **Winking:** Generally, winking is mostly used to express humor or lightheartedness. A person could either be subtly hinting at something, such as arousal, or could simply be using it as a friendly greeting gesture.
- **Blinking:** Although blinking is of course always occurring, blinking

that is quicker than normal can indicate confusion or nervousness. In other scenarios, it can insinuate disdain as well. However, a lack of blinking is the main feature that defines a stare.

Proxemics

Proxemics is another notable sub-category of body language which uses the amount of space between people to determine the type of relationship they might have. Proxemics is a term first described in the 1960s by the anthropologist Edward Hall. It is the study of measurable distances between people as they interact with one another. The concept of proxemics describes how the distance people place between themselves and others can be an accurate depiction of the type of relationship between them. Besides this, proxemics can also portray what a person is nonverbally communicating to the other person, either intentionally or unintentionally. Hall came up with four distinct zones that he associated with different relationship levels, which is as follows:

- **Intimate distance** – for embracing, touching, or whispering:

Close phase: Less than 6 inches (15 cm)

Far phase: 6 to 18 inches (15 to 46 cm)

- **Personal distance** – for interactions among friends or family members:

Close phase: 1.5 to 2.5 feet (46 to 76 cm)

Far phase: 2.5 to 4 feet (76 to 122 cm)

- **Social distance** – for interactions among acquaintances:

Close phase: 4 to 7 feet (1.2 to 2.1 m)

Far phase: 7 to 12 feet (2.1 to 3.7 m)

- **Public Distance** – used for public speaking:

Close phase: 12 to 25 feet (3.7 to 7.6 m)

Far phase: 25 feet (7.6 m) or more

These of course are estimated measurements to get a basic idea of how to determine people's relationships by how closely they stand to each other. One would assume that if two people have extremely close proximity to each other – such as a few inches – they are most likely intimately involved;

however, it is also possible even for people in a romantic relationship to talk to each other with ten feet between them. As is the same with all body language evaluations, the list is relative and needs to be considered alongside the context of the scenario in order to correctly assess the situation.

The distance between two people can convey a desire for intimacy or declare a lack of interest. For instance, when the distance between two people is almost negligible, it would be correct to analyze that such people have an intimate relationship. Conversely, when the distance between two people can easily fit another person, it would be correct to analyze that such people have a casual relationship or are even practically strangers.

Also, it is important to note that as with other types of body language cues, proximity range varies with culture. Some form of physical contact between two people can be perfectly correct in one culture, while the same contact might absolutely be taboo in another culture. For instance, in Latin culture, complete strangers may engage in very close contact as it is normal for them to greet one another by kissing each other's cheeks. On the other hand, people from North American, prefer to shake hands while maintaining a certain amount of space between themselves and the other person.

Body Stances

In addition to oculosics and proxemics, the way a person carries themselves or positions their body also tends to be a very accurate indication of a person's opinion or outlook of a scenario or person. There are numerous stances, however, in this book, I will be discussing the most notable and common positions to look out for.

Standing: When a person is standing in a given scenario, this is generally signifying authority or control. A good example of this is a teacher standing in front of their seated students or a squadron leader standing in front of his troops. In situations where a teacher or the squadron leader wants to exhibit their authority, they will take a stance that is physically higher than those in front of them.

Sitting: On the other hand, sitting can express the opposite of what standing generally does. A person in a seated position could be expressing submission, insecurity, or inferiority. However, this is not always the case, as it is also completely normal for friends and acquaintances to sit or stand around one

another without feeling the need to express their status.

Slumped: If a person is sitting or standing with slumped shoulders and is slightly bent over in their torso – i.e., not standing or sitting up straight – this could imply either insecurity, boredom, or passivity.

Open stance: As opposed to a slumped posture, a person who stands or sits completely upright with a puffed-out chest and forward-looking stance generally expresses confidence and assurance. The main component of this is the exhibition and accentuation of the chest.

Hand and arm motions: Considerable or excessive hand and arm gestures also signifies self-assurance and authority. People who communicate a lot with their hands may also tend to be more physically touchy in conversation.

Handshakes: The way a person shakes another's hand can express such a person's views. A firm handshake with a palm on top is generally a sign of high self-assurance and dominance, whereas a weak handshake could signify insecurity or a tendency to be submissive.

Positioning: Very confident and authoritarian people will tend to place themselves at the front of a group, whereas more passive or insecure people will try to stay in the background.

Crossed limbs: Crossing one's arms or legs can have a variety of meanings, but most generally it is taken as a negative sign. Crossed arms or legs can signify insecurity, defensiveness, resentment, anger, or disagreement. Although this is true, it is also important to remember not to always assume that crossing the limbs automatically holds a negative connotation, as it could simply be that the person finds it more comfortable to sit or stand that way. Therefore, it should be analyzed in consideration of other visible body language cues.

Sexual interest: It is common for men who hold a sexual interest for another person to face his chest toward the other person and lean forward, whereas women tend to turn their chests away from the other person and lean back, with their feet facing the other person.

Fidgeting: Restless legs or feet, or any expression of struggling to remain still, are generally signs of nervousness, anticipation, or eagerness. Fidgeting can also be a sign of boredom, hence, the context and means of restlessness need to be considered. Just like some of the previously mentioned body

language cues, fidgeting is one of those cues that really needs to be taken with a grain of salt as a lot of people tend to do repetitive small motions – which they do out of habit, and often without even noticing it. Due to this, it is important to observe if there are any consistencies in these fidgeting motions throughout numerous separate meetings with the person that you are analyzing.

Considering all of the above physical movements and their various interpretations, there are a select few that generally always provide consistent readings. The following three, in particular, are great to begin your analysis of people and working your way to totally understanding the full scope of body language:

Crossed limbs: As previously stated, this stance most generally expresses uneasiness or apprehension of a person or situation. This is a kind of instinctual “protection,” as the person is physically guarding themselves against whatever is making them uncomfortable.

Mirroring: If a person is replicating another person’s motion and stance, this expresses interest and a sense of connection which they want to make known to the other person. Mirroring is commonly seen in mediators and business negotiators, as well as in people who are romantically interested in each other. Notice the way a loving couple relate to each other; you will notice that their postures will match as if one partner is a mirror reflection of the other partner. For example, if one partner sits upright and crosses their feet at the ankle, this might be replicated in the other person’s position. Likewise, if one partner adopts an open body posture, the other partner will almost always adopt the same posture. You might have also noticed that when two people are deeply engrossed in a conversation, one of them leaning inwards might result in the other one doing the same thing. Mirroring occurs subconsciously when two people are in tune and in sync with each other. It indicates interest and approval between people. Therefore, when you notice that someone is mirroring your actions, it means that they are in sync with you, that they are deeply captivated by the conversation.

Carriage: The way a person carries themselves and holds their posture can divulge a lot of information about them. If a person tends to stand and sit straight up, with their chest out and their head held high, that is very indicative of a confident and authoritative person, whereas a slumped, limp posture often radiates insecurity or timidity.

The different sections of the body tend to send different messages, with each group generally relaying a certain message. Although this is true, it is important to always keep in mind that every person is different, and therefore their body language cues concur with that. For instance, extroverted people may physically make more grandiose gestures or make themselves more visible in a group, but that does not necessarily mean that their introverted counterparts are completely insecure and always anxious. Also, although fidgeting is often a telltale sign of awkwardness or nervousness in a person, many people simply fidget or do small repetitive movements out of habit. This is why it is important to analyze a specific person's behavior over an extended period of time after a few meetings in different scenarios to properly gauge their body language and avoid incorrect analyses.

Analyzing Verbal Communication

Nonverbal signals – such as body language cues – play a much bigger role than words in forming our first impression of someone. But once a conversation begins, verbal communication is what confirms or corrects this initial impression. Therefore, it is important to remember that effective verbal communication cannot be fully isolated from non-verbal communication such as body language, tone of voice, and facial expressions.

You can learn a lot about a person just by listening to their speed, rhythm, and tone. Hence, analyzing the verbal communication of the person you intend to analyze can help you glean information about such a person. You should keep in mind that part of developing an analytical mindset lies in recognizing that you have to overcome certain biases when you listen to somebody because these biases can make you wrongly analyze a person.

Let us take a look at some aspects of verbal communication that you can use to analyze a person:

Pitch

You can determine who you are speaking to by the pitch of their voice. Generally, men possess low-pitched voices while women possess high-pitched voices. However, people are more easily calmed by lower voices, as they are more relaxing to listen to. This is why places such as emergency call centers, hospitals, and customer service locations prefer to hire individuals

who have nice low voices. High pitches are also usually associated with children, and this makes it difficult for high-pitched people to be taken seriously. Thus, many people struggle to make their voices sound lower because low-pitched voices tend to denote power in the business world.

As an individual that is developing an analytical mindset, you need to be aware of this distinction between high-pitched voices and low-pitched voices so that you can give everyone the consideration and attention they deserve. However, you should not let a high-pitched voice or a low-pitched voice trip you up – as people can easily control the pitch of their voice from four different places: the nose, the mouth, the chest, and the diaphragm.

When people speak from their noses, they tend to sound high-pitched and whiny. When people speak from their mouth, it is less nasally but it is still not the best way to speak. A mouth speaker likely feels unseen or unappreciated, and even though they try to be heard, nobody seems to listen. Most people speak from their chest, and this makes sure that they are heard. However, it can be tiring, and eventually, the speaker will become hoarse. Thus, the best way to talk is from the diaphragm – it is strong, full, and generally requires training to be effective. Diaphragm speakers have likely put time and effort into it, and they are probably successful and used to their speeches and comments being heard.

Therefore, you can use the pitch of a person's voice to determine whether they are a male or female – this is especially useful when you are talking to someone over the phone.

Speech Patterns

Speech patterns refer to the way a person speaks. This can refer to the speed of their speech as well as any pauses they take in between their speech. Basically, speaking fast can convey an excited or agitated feel while speaking slower can convey a steady, reliable feel. However, speaking very slow can indicate that a person is either bored or tired.

First, let us discuss fast talkers. A person that speaks too quickly usually comes across as rushed and/or anxious. Speaking fast makes a person look like they are just saying whatever comes to mind without bothering to think about it first, and this tends to make the listener nervous. As an individual that is developing an analytical mindset, you need to notice these fast talkers.

If a person is always speaking quickly, then they are probably always anxious. If they tend to slow down during times when the situation is calmer or when there are not a lot of people around, then their anxiety might stem from crowded situations and stressful social environments.

Slow talkers, on the other hand, tend to seem more authoritative, friendly, and calm. A slow talker clearly takes their time to think about what they are going to say. However, this can be tricky – if a person speaks too slowly, they tend to appear tired or distracted, and their listener might get bored. As an individual that is developing an analytical mindset, you need to notice these very slow talkers. They might need more time than most because it takes them time to put their thoughts together. If a person pauses often while speaking, then they are most probably a slow talker.

Fillers, Pronouns, and Swear Words

Besides the speed of a person's speech, their choice of words can also be helpful when it comes to analyzing them. It may sound or seem difficult to try and analyze the meaning of every single word, but there are a few specific parts of a person's vocabulary that you can focus on instead. For instance, you can focus on a person's choice of fillers and pronouns.

Fillers are words that break up normal speech and do not add any meaning to it. For example, there is "uh," "like," "er," "um," and more. In recent times, fillers have gotten a bad reputation; in fact, many individuals that frequently give speeches or individuals in positions of power have been trying to get rid of fillers entirely. However, linguists have proven that fillers are actually a pretty important part of a person's vocabulary. Fillers give the speaker a chance to think and this tends to result in better conversations. For example, if somebody uses "um" a lot, it might look like they are anxious or insecure. However, in reality, research has shown that they are just collecting their thoughts. They might be trying to remember something, searching for the right word, or correcting a statement they have already made. "Like" is used the same way, although it is often viewed negatively and associated with lower intelligence. The filler a person chooses depends on their age, gender, and region. For example, women tend to say "um" and older people tend to say "er" while men tend to say "uh."

Pronouns, on the other hand, include "we," "I," and "you." As an individual that is developing an analytical mindset, you need to be aware of the fact that

a person's choice of pronoun can offer insights into such a person. Research has shown that when people are talking to somebody in a position of power or somebody who they feel intimidated by, they use "I." This is because they are feeling self-conscious and think they need to assert themselves. Somebody who uses "I" constantly and is always bringing the conversation back to themselves probably feels insecure. They are intimidated by everybody, and this strange combination of insecurity and arrogance is definitely something that you should take notice of.

More often than not, the pronoun "you" and other words like that – such as "yourself" or "your" – are not always positive. They tend to be used more in arguments when people want to put the blame on other people. However, you should keep in mind that sometimes the word "you" can be used positively – knowing whether it is positive or negative requires an understanding of the context of the situation.

On the other hand, “we” is a pronoun that can tell you about how a person is doing in their romantic relationships. Generally, couples that use “we” rather than singular pronouns such as “I,” see themselves as partners are usually in sync. The same can go for groups – when people feel like they belong to a group, they tend to use “we.”

Finally, let us talk about swearing. Historically, swearing was seen as vulgar – as a sign of a lack of education. The media portrayed people that tend to swear as inferior, and people were judged harshly when they used obscenities. However, more recently, swearing is being looked at in terms of personality analysis. Current research indicates that people who swear more are usually seen as being more trustworthy, extroverted, and persuasive than others. In the present-day society, swearing now shows fearlessness and honesty especially when it comes to expressing intense emotions, and a lack of concern about what others might think. Therefore, analyzing a person that swears can lead you to discover that they are honest, fearless, and typically extroverted.

Generally, as an individual that is developing an analytical mindset, it is important to remember that how a person speaks can tell you a lot about them. Granted, their tone might not reflect their personality, but you can still draw some conclusions about how others see them. Keep in mind that whether or not they have taken the time to train their pitch is also important. The speed of speech is essential as well, as it can give insights into whether

they are a more thoughtful or more anxious person. Finally, certain words, such as fillers, pronouns, and swear words can help you in analyzing a person. As an individual that is developing an analytical mindset, you cannot always assume that fillers are negative, or that somebody who uses "I" often is self-centered. Likewise, "you" can be positive or negative depending on the context, but "we" is nearly always positive and people who swear are often likely to be extroverted and honest. Therefore, you need to analyze fillers, choice of pronouns, and swear words based on the context in which they are used. This is the only way you will be able to correctly analyze a person based on their verbal communication.

Sensing Emotional Energy

Have you ever met someone for the first time and you instantly had a good feeling about them? You interact with them and you do not know how to rationally explain it, but something seems goodish about them. Or have you ever met someone for the first time and you instantly have a bad feeling about them? You interact with them and you do not know how to rationally explain it, but something seems off about them. Basically, what you are sensing or feeling is referred to as emotional energy.

Although energy is not something you can see, it is not necessarily an otherworldly concept either. Indigenous cultures honor this energy as a life force. For instance, in Chinese culture, it is referred to as “chi” – a vitality that is essential to health. Your body is a living energy field. Thus, “subtle energy” can be felt inches or feet from the body, even though this “energy” is invisible.

Emotional energy is usually contagious, and it is something that is created in you – especially from your day-to-day activities. In fact, it determines how you come across to other people as well as how other people come across to you. Emotional energy can make the difference between a toxic and healthy relationship; therefore, it is crucial to get a clear reading of the emotional energy of anyone you plan to regularly interact with. Then, you can decide whether a relationship with such a person is feasible based on your energetic compatibility.

Generally, good energy can boost our feelings of well-being, dissolve anxiety, and improve communication. Bad energy, on the other hand, tends to

create conflict and resentment. Therefore, your goal should be to maximize contact with good energy whilst minimizing contact with bad energy.

Naturally, people with positive energy tend to radiate their beautiful energy in everything they do. Hence, whenever you are around them, you intuitively feel happy, safe, and relaxed. Their vibe tends to be convivial and you love being around them, because knowingly or not, you feed off their good vibes. Some people tend to easily access the positive aspects of themselves which include generosity, optimism, empathy, kindness, calmness, enthusiasm while others must work harder to cultivate a positive outlook on life.

Just like positive vibes, negative vibes are contagious as well, which is why it is not advisable to spend much time – if any – with people that give off negative vibes. Negative people are usually insecure, judgmental, dissatisfied complainers and their negative energy tends to put others down, and they are often all about doom and gloom. Whenever you are around people with negative energy, you intuitively feel unhappy, insecure, and tense. Needless to say, their vibe is usually off-putting and makes you want to get as far away as you can from them.

Sometimes, negative energy can take the form of “being realistic.” While being realistic is not automatically negative, if a person’s version of “reality” is negative and they tend to focus on all the possible worst-case scenarios, thereby viewing the world from their “realistic” negative standpoint, then they cannot help but radiate negative energy. Negative thinking can be hard to stop as it is very easy to get lost in pessimism or to resort to indifference. Additionally, negative energy can disrupt a person’s sense of well-being and drain them of all joy and happiness, not to mention their overall energy.

Hence, knowing what type of emotional energy a person possesses can help decide who to spend more time with and who you need to cut back on the amount of time you spend with them. This is where the ability to sense a person’s emotional energy can come in handy. Sensing a person’s emotional energy is not that difficult and you can do it through the following ways:

- **By watching their eyes:** The eyes have the ability to transmit powerful energies; in fact, some people will say the eyes can project electromagnetic signals that extend beyond the body. Hence, take some time to observe the eyes of people you come in contact with. What signal are their eyes transmitting? Is it a positive or negative signal? Do

their eyes indicate a capacity for intimacy? Or do their eyes seem to be guarded as if they are hiding something?

Additionally, you should keep in mind that certain people's eyes can be hypnotic. Therefore, you should avoid looking deeply into the eyes of people that look distrustful or dangerous. On the other hand, you can look as long as you want in the eyes of people that look trustworthy and peaceful. As I mentioned earlier, you should try as much as possible not to engage negative people as their energy can potentially rub off on you.

- **By sensing their heart energy:** The loving-kindness in us and our capacity for giving, having connections, and feeling empathy denote positive heart energy. When the heart is present in an individual, you will feel the warmth of unconditional love emanating from them which makes you feel safe and at ease. It is the unspoken sense of being accepted and not being judged. No one can fake this type of energy. When trying to sense emotional energy, ask yourself: does this person exude a sense of heart through their energy?
You know when someone is saying all the right things but something is missing? That something is usually heart energy.
- **By sensing their presence:** Presence refers to the overall energy a person radiates. Presence is not necessarily congruent with a person's words or behavior; rather, it is the emotional atmosphere that surrounds them like a rain cloud or the sun. For instance, a person might give off an aura of mystery, joy, or sadness – this aura is otherwise known or referred to as their presence.
When sensing a person's presence, try to determine what their overall energy feels like. Is it calming and positive or is it draining and negative? Obviously, you want to spend time with the former while staying away from the latter.
- **By taking note of their tone of voice and laughter:** The tone and volume of a person's voice can tell you much about their emotions. Sound frequencies create vibrations, and these vibrations tend to make us feel positive or negative.

When sensing a person's emotional energy, take notice of how their tone of voice affects you. Ask yourself the following questions: Does their tone feel soothing? Or is it abrasive, snippy, or whiny? Do they mumble or are they a soft talker whom you can barely hear, thereby indicating signs of meekness or low self-esteem? Do they talk too loud or too much or are they fast-talkers, thereby indicating signs of anxiety, narcissism, or insensitivity? Are they boring you to death with a slow monotone, thereby suggesting depression and lack of spontaneity? Also, be aware of sighing as this conveys sadness or frustration. Additionally, a pinched voice can suggest emotional repression or over control. Always observe how much people laugh, as this is usually a sign of lightheartedness. Does their laugh sound genuine? Fake? Child-like? Joyous? Or are they overly serious, rarely laughing? Finally, does their voice tend to quiver? CIA analysts usually interpret a quivering voice and sudden change in pitch as potential signs of deception. Therefore, you should be on the lookout for that.

- **By sensing the feel of their handshake, hug, and touch:** You can feel the emotional energy of a person by touching them. For instance, when you shake a person and their hands are warm and comfortable, you can automatically sense a positive feeling of confidence from them. Conversely, when you shake a person and their hands are cold and clammy, you can automatically sense a somewhat negative feeling of anxiety from them.

In addition to physical cues, the energy of touch reveals people's emotions. Some hugs and handshakes can exude kindness, joy, and calm whereas others can feel clingy, draining, or even hostile.

The purpose of reading or trying to sense emotional energy is to determine the personality of a person. Therefore, you need to stay alert to the signals that you get from a person's emotional energy as this will let you know how to proceed with such a person. Just as Judith Orloff said, "Energy doesn't lie. Keep sensing it, trusting it, [and] let it liberate you.

Listening to Your Intuition

Essentially, intuition is skill of knowing or understanding something without the requiring conscious reasoning. Your intuition is powerful and should not be disregarded – in fact, it is an essential aspect of who you are. Some people

are better at listening to their gut more than others and learning to listen to your intuition without immediately dismissing it can take time.

Albert Einstein once noted that "intuition is nothing but the outcome of earlier intellectual experience" while psychologist Herbert Simon once stated that intuition was "nothing more and nothing less than recognition." Both men correctly captured the essence of the phenomenon of intuition in a couple of words as intuition can be described as a psychological process where the brain uses past experiences and cues from a person's sense of self as well as the environment to make a decision. This psychological process happens so quickly that it tends not to register on a person's conscious level – and this is why intuition is usually described as a feeling.

Intuition as a feeling exists in every single person in this world, whether they choose to acknowledge it or not. Hence, the more a person learns about intuition, the more such a person can use it to shape their lives for the better. Thus, when it comes to analyzing or reading people, listening to your intuition about them can save you from a lot of unpleasant people as well as unpleasant experiences.

Most people always find it difficult to tune into or access their intuitive part, therefore in the subsequent section, I will discuss the way through which you can access you are the intuitive part of you.

How to Access Your Intuitiveness

- **Trust your gut**

As I mentioned earlier, intuition is an internal feeling that comes from your gut. For instance, think back to the last time you wanted to make a decision that did not feel quite right with you. You might have felt a sense of unease coupled with reluctance; this uneasy feeling is your intuition or gut telling you that the decision you are about to make might not be the best one for you.

When a situation is just wrong, it is common for you to feel a strong urge or a kind of twisting in your gut signaling the wrongness of the situation to you. Therefore, having an uncomfortable feeling in your gut is usually a telltale sign that your intuition is trying to get your attention. As humans, we are greatly emotionally intelligent; thus, our feelings and emotional reactions are often communicating to us how to approach or interact with any given

situation.

Sometimes, it can be very easy to ignore your feelings and push them away. You might push those gut feelings aside and take what may seem like the easier option because you are afraid of failure, of changing direction, or of saying no. If something does not feel good, right or it just feels simply off, then perhaps your gut/instinct is telling you it is time for a change. Be honest with yourself and try to acknowledge those unsettled feelings; they are there to guide and support you. Listen to them. Go with your gut. Follow your hunches until your situation feels right again. When you do this, you may find your emotional self-reacting with happiness, ease, and confidence, even if the choice does not seem rational.

Try to trust your emotional compass because how you feel is your greatest indicator of whether or not your choices are in alignment with your intuitive wisdom.

- **Follow energy shifts**

Sometimes you might wrestle with the question of whether you made the right choice or not, lingering and obsessing over it well after you acted. One way to determine whether you have acted in harmony with your intrinsic knowledge or not is to tune into your energy levels.

After making a long-awaited decision, you may experience the feeling of having a weight lifted from your shoulders immediately. After making a decision, if you experience an energy shift, know that you have acted from a place of alignment with your higher true self.

- **Tune in to your body**

Have you been experiencing a particular situation that is making you feel some type of way or have you made a certain decision that resulted in stomach-churning? Usually, your intuition will use your physical body as a medium to call your attention to the wrongness or strangeness of a particular situation you are experiencing.

Many people tend to ignore their internal guidance system; hence, the repressed messages will usually develop into more severe symptoms – such as anxiety and depression, fatigue, migraines, nausea, and other physical ailments.

If you are not willing to open yourself to reoccurring thoughts, strong internal

pulls, and persistent callings, your intuition will use physical signs to communicate that you are not living in integrity with the life you know you want and deserve.

- **Be quiet**

In this present world, we are constantly being bombarded by a variety of things that make it challenging for us to tap into the sensation of our intuition. Hence, in order to be able to clearly access your intuition – especially when you are making a decision – you need to create space for mental clarity. This involves taking a step back from all the “noise” and trying to dissolve any sense of pressure, tension, or anxiousness you might be feeling. Doing this allows you to declutter your mind from all fears, doubts, insecurities, and uncertainties so that you can be able to clearly hear and connect to the intuitive part of yourself.

Chapter 3: Understanding the Six Basic Human Needs



As humans, we are all uniquely shaped by our individual life events; however, we all share behavioral systems that generally function the same way. Every decision we make and every action we take in our life is based on what we feel, think, and believe is more important. This is because we each have a unique perception that ranks certain decisions and actions above others. This unique perception we have is usually shaped and directed by the basic human needs we all possess.

There are over seven billion people on earth; hence, it is fascinating to consider that while we currently have over seven billion versions of realities unfolding each day on the planet, each of us shares a core set of human needs that guide and motivate our everyday decisions and actions.

These basic human needs are responsible for why people do the things they

do just as they stand as the force that drives and shapes the emotion, actions, quality of life, and ultimately the destiny of all people.

Each of the six basic human needs fundamentally affects the way people make choices. Each person tends to prioritize their needs differently; hence, their decisions and actions are usually based on which of the needs they put first. Depending on the basic human needs a person ranks above others, their personality and behavior tend to revolve around satisfying those needs. Hence, if those needs are not satisfied, their overall sense of well-being would be negatively impacted.

Therefore, knowing which of the six basic needs is a person's primary motivator and how this need affects their ability to connect and develop healthy relationships with others is crucial in your understanding of such a person.

The six basic human needs include:

- **Certainty** – This basic human need involves the need for safety, security, comfort, order, consistency, and control. It involves the assurance that a person can avoid pain and gain pleasure.
- **Uncertainty/Variety** – This basic human need involves uncertainty, diversity, challenge, change, surprise, adventure. It is the need for the unknown, change, and new stimuli.
- **Significance** – This basic human need involves the need for meaning, validation while feeling needed, honored, wanted, and special. Basically, it involves the need to feel unique, important, special, or needed.
- **Connection/Love** – This basic human need involves a strong feeling of closeness or union with someone or something. Basically, it is a need for connection, communication, intimacy, and shared love with others.
- **Growth** – This basic human need involves the need for physical, emotional, intellectual, and spiritual development. It basically involves an expansion of capacity, capability, or understanding.
- **Contribution** – This basic human need involves a sense of service and focuses on helping, giving to, and supporting others. It is basically the

need to give, care, protect, and serve others while contributing to the greater good of all.

It is important for you to realize that these basic human needs are not desires, as desires can go unsatisfied without any adverse effect on a person's psyche. Rather, the six basic human needs are psychological needs that we all consistently work on satisfying either consciously or unconsciously. These aforementioned human needs influence people's motivations and determine how they prioritize their actions and decisions throughout their lives. In fact, every single day, you, and I are consciously or unconsciously striving to meet and satisfy these needs.

Like I mentioned earlier, people rank their basic needs differently and how they choose to rank them is partly responsible for who they are as a person. The first four basic human needs I mentioned above are regarded as personality needs as they are responsible for shaping our personality as a person and they are centered around our individual quest for self-fulfillment and achievement. The last two needs, on the other hand, are regarded as spiritual needs as they are responsible for shaping our spirituality and they are the avenues through which we can achieve a sense of true happiness in life.

The fulfillment of the basic human needs on a satisfactory scale allows a person to experience an incredible sense of fulfillment, joy, and happiness. However, when these basic human needs are not met on a satisfactory level, a person is left with an overwhelming sense of unfulfillment as well as dissatisfaction.

A lot of people are unaware of these basic human needs; hence, while their lives might be okay and fine on the surface, if these basic human needs are not being satisfied on a satisfactory level, they tend to experience a worrying feeling of dissatisfaction. They may have most of the things they want or desire in life, but they realize that none of those things are making them satisfied or fulfilled. Little do they know that their feelings of dissatisfaction stem from the fact that their basic human needs are not being met on a satisfactory level.

Basically, the higher these needs are satisfied, the happier a person will be whereas the lower these needs are satisfied, the sadder a person will be. Hence, when you come across a person that exudes a genuine sense of

happiness, you automatically know that such a person's basic human needs are being satisfactorily met. Conversely, when you come in contact with someone that exudes a sense of sadness, you automatically know that such a person's basic human needs are not being satisfactorily met.

Let us take a deeper look at these basic human needs so as to understand their impact on the psyche of a person.

Certainty

Every person needs a level of certainty in their lives. However, how much they need depends on the person, but generally, it requires the ability to avoid pain and stress while seeking comfort. On a fundamental level, we all need to maintain a sense of stability in our lives. However, it is important that this is done with moderation. Some people may take this need for certainty too far, and these are people who have an overdeveloped need for certainty – they sometimes become what is known as “control freaks.” These control freaks are people who are obsessed with eliminating all uncertainty and controlling everything about their surroundings – which is quite impossible if I might add.

Generally, speaking in primal terms, this need is easy to meet as people just need food, water, and somewhere safe to come home to every night. In fact, sometimes meeting this need is as simple as watching a movie you enjoyed when you were younger.

However, just because this need is easy to satisfy does not mean that sometimes satisfying this need cannot be challenging. The challenge of satisfying this need lies in the fact that the world and lives of those around us are constantly changing; hence, our need for certainty sometimes causes us to barricade ourselves behind a fence of controls which forces us to stay in our comfort zone and resist healthy change. However, the fulfillment of the human need for certainty means creating a sense of stability in the midst of instability while keeping in mind that one of the constant certainties of life itself is change.

If certainty is one of a person's top basic human needs, this means they need to feel secure and safe about the future. Hence, when they receive positive recognition, it may be accompanied by a need for certainty that the recognition is authentic and will continue.

You should keep in mind that in order to live a life filled with certainty, a person's life has to stay the same – and this is a nearly impossible expectation to fulfill. Trying to fulfill it means a person has to artificially control their environment by changing their perspectives or by avoiding all things unfamiliar. This process provides such a person with the assurance that their actions will either avoid pain or gain pleasure, and this, in turn, fulfills their basic human need for certainty.

Uncertainty/Variety

It may seem strange that given the human need for certainty, we still have a need for uncertainty as well. However, it is not that strange when you think about it because while we need stability, we also need things to happen unpredictably. This is because when there is too much certainty in a person's life, everything starts to seem as well as become boring. No human being likes or appreciates boredom, hence the need for variety.

Variety interrupts the monotonous pattern of predictability and allows us to experience life in motion. Without some uncertainty, life becomes monotonous, with little variety or change. Everyone needs some sort of stimuli in order to stay engaged; thus, it is not surprising that everyone wants some sort of variety in their lives. However, it is important to note that the amount of variety differs from person to person. For instance, some individuals are perfectly content at having one job forever, and the only variety they seek is trying a new food or movie or running a different route every week. On the other hand, some individuals need the excitement that comes from seeing new places and meeting new people. For these individuals, the need for uncertainty can grow to the point where they show a lack of commitment and the need for basic physiological things such as food and shelter can go neglected.

The first two basic human needs – certainty and variety – tend to work as two sides of the same equation, thereby balancing each other out. Too much of the former leads to a monotonous life of predictability which ultimately leads to boredom whereas too much of the latter leads to unpredictability which ultimately leads to living a life governed by forces beyond a person's control. Hence, the two needs need to be satisfied in equal proportions so that they can ultimately balance each other out.

If uncertainty is one of a person's top basic human needs, such a person tends

to be unafraid of taking risks and tends not to shy away from new situations or people.

Significance

The human need of significance revolves around the need to be seen and validated for who we are as well as what we do. Hence, satisfying our need for significance is part of creating our sense of identity in the world.

Fulfilling this need can be challenging in a number of ways. For instance, this need becomes challenging when people become reliant on input and approval from other people in order to feel whole as a person. Alternatively, fulfilling this need can be challenging when a single aspect of a person's life generates more significance for such a person – this single aspect can be a career. Ultimately, such a person then becomes addicted to this single source responsible for generating significance to the detriment of other aspects of their lives.

Everybody needs to feel significant somehow because it helps them feel important, unique, valued, and special. This is tied closely into the feedback we get from the rest of the world – as it tends to validate our existence. Achieving significance positively comes in a variety of forms; for instance, a mother might feel significant when she cares for her baby, a coworker might feel significant when you go out of your way to thank them, and a murderer might feel significant when they hold a gun to their victim's head.

This need is the most complex out of all of the personality needs, and characteristics such as seeking attention, self-righteousness, competitiveness, and insecurity can all arise due to this need. However, when this need is properly satisfied, it provides a person a humble sense of internal acknowledgment that they have been able to follow their path and express themselves to the world in a positive manner.

Connection/Love

Everyone has a need to love something or someone and to be loved in return. This need arises from an innate desire in our psyche to belong and feel connected to other people. While satisfactorily fulfilling our need for significance can make us feel accepted by the world, fulfilling our need for connection and love is essential in order for us to experience a feeling of fulfillment in our lives.

As with the previous basic human needs, there are different ways to experience and express our love and connection with others – and some are more healthy and more balanced than others. In most cases, the most balanced way to ignite the fulfillment of this human need is by taking time to genuinely connect with and love the many aspects of our own being. When we are connected to ourselves in the truest sense, this connection naturally aligns with and permeates out to love and a genuine connection with others.

Everybody needs some form of love and connection in their lives, but it does not necessarily have to come from a significant other. People can be emotionally intimate with a community, a friend, or a family member as well. This need is connected to compassion and empathy, which are both very important when it comes to maintaining relationships with others. However, if this need becomes excessive it can lead to an over-dependence on others. If this need is not strong enough, people can become isolated, which can create issues with accountability in the way they act.

Just like the human need for certainty and variety, the human needs of significance and connection are also part of the same equation that needs to be balanced out. This is because if a person spends too much time chasing significance, they may have trouble finding intimate relationships that thrive on love and connection. Hence, the two needs should be satisfied in such a way that does not put each other in jeopardy.

If connection/love is a person's top basic human need, then they will constantly seek out a close relationship with someone or something. Such people truly understand that love wakes you up to the gift of life. This can lead them to some incredibly fulfilling relationships, but it can also cause them to not care for themselves so that they can care for others or maintain a partnership.

Growth

As I mentioned earlier, growth is a spiritual human need; hence, it revolves around the development of the emotional, intellectual, and spiritual aspects of our lives. We need to grow in order to survive and thrive, and naturally, anything that ceases to grow ultimately stagnates and dies off. Hence, at one point or the other, humans are always driven by the need to grow beyond their present state of being. This is because growing tends to lead to a fulfilling effect on our lives and make us feel that we are making progress.

Fulfilling our need for growth comes with an acceptance that growth is a journey, not a specific destination. Hence, having the mindset that growth is continual allows us to be real, to be imperfect, and to find authentic ways to share what we discover and learn with others.

Thus, a person who places their need for growth above other needs will usually be open to learning as they are always striving to be better. Naturally, such a person will be very good at their jobs, but they tend to move on quickly as soon as they believe they have reached their full potential. While their constant striving for self-betterment ensures they are never bored, they can err on the side of perfectionism and neglect the rest and relaxation they need to keep their stress levels manageable.

Contribution

This human need is usually the last need to be fulfilled as people only consider its fulfillment when their other needs have been sufficiently satisfied. The need to contribute usually comes from a fundamental yearning to have our lives mean something, to make a difference, to give or bring something to the world that continues to benefit others even after we are no more. Hence, in order for a person to fully feel fulfilled, they need to feel and believe that they have contributed to something greater than themselves and this is usually achieved through charity.

The challenge with fulfilling this basic human need is that once a person embarks on a path of contribution to society, they can quite quickly become overwhelmed with all of the places, people, and animals that are in need of support.

These six basic human needs are the driving force behind any person's behavior; and as I mentioned earlier in this chapter, the way a person ranks their needs will determine their everyday actions and inactions. Therefore, by understanding which of the basic human needs is a person's driving force, you can thereby try to accurately analyze the factors that make such a person who they are. For instance, if the need to have some form of certainty is a person's driving force, you would be able to better understand the type of decisions they make as well as the type of actions they take in the context of their desire to satisfy their need for certainty.

to learn about and understand the different attitudes and beliefs of others will help you relate with them in a way that takes these into account.

Let us take a look at what values, beliefs, and attitudes mean and how they can help you analyze a person on a fundamental level.

What Is a Belief?

Basically, a belief refers to a person's attitude or ideas about the world. It refers to an idea or opinion that a person holds to be true, and such beliefs can be religious, cultural, or moral in nature. Essentially, beliefs serve as the fundamental framework of a person's actions; hence, the beliefs a person holds tend to serve as an important part of their identity.

Usually, the type of beliefs a person holds tends to determine the quality of such a person's work, life, and relationship with other people – this is especially true as a person's beliefs tend to determine their experiences in life. Even though most people tend to believe that their beliefs are based on reality, the truth of the matter is that their beliefs are what govern their realities.

Needless to say, people tend to regard their beliefs as precious because they reflect who they are and how they live their lives.

A person's belief can come from different sources, including:

- Cultural and societal norms.
- A person's own experiences.
- What other people say – such as education or mentoring.

Usually, a potential belief stays with a person until they accept it as a truth and adopt it as part of their individual belief system. Hence, each person tends to evaluate and seek sound reasons or evidence for the adoption of these potential beliefs in their own way. A belief becomes part of a person's belief system once they accept such a belief as a truth that they are willing to defend.

Pre-Existing Beliefs

Some people have pre-existing beliefs caused by stereotypes that they have been exposed to. Issues surrounding drugs and alcohol, disability, aging, sexuality, independence, health, the rights of people, their idea of health, and what it is like to be older and/or disabled.

These stereotypes could affect the way they interact with other people.

What Is a Value?

Values are the basic and fundamental beliefs that motivate or guide a person's actions as well as their attitudes. They are the personal qualities that provide a general guideline for how we conduct ourselves. They determine how we treat people, the sort of person we turn out to be as well as how we interact with the world around us. In short, anything a person holds in high regard – such as standards, principles, or qualities – can be regarded as values.

As I mentioned above, values are fundamental beliefs that motivate our actions, and essentially, long-lasting beliefs are what a person adopts as a value. A belief will be adopted as a value when a person starts to regard such a belief as extremely important. Such values then become standards that govern how they make the choices that shape their lives.

Essentially, in order to make clear, rational, responsible, and consistent decisions a person must be able to articulate their values.

Where Do Values Come From?

Peoples' values can come from a variety of sources. Some of these include:

- Family
- Peers (social influences)
- The workplace (work ethics, job roles)
- Educational institutions such as schools
- Significant life events – such as death, divorce, losing jobs, major accident and trauma, major health issues, significant financial losses, and so on
- Religion
- Society
- Music
- Books

- Media
- History
- Technology
- Culture
- Major historical events – such as world wars, economic depressions, etc.

Dominant Values

Dominant values are a variation of normal values. They refer to certain values that broadly belong to certain communities, groups as well as cultures. While normal values are developed from certain beliefs a person holds, or in other words, while normal values are usually gotten adopted by a person based on their personal experience or preference, dominant values, on the other hand, are instinctively passed down as an established sort of value to a person via the community they reside in, the culture they belong to or a group they are a member of.

Dominant values can be passed down through institutions a person belongs to, religious organizations a person attends, or even the family they come from. However, you should keep in mind that dominant values tend to vary from one culture or society to the other; that is, values that are considered dominant in one culture or society might not be considered as dominant in another culture or society.

Using the sources listed above, some of the dominant values could include:

- **Religion:** Holding religious values that have to do with certain beliefs about “right and wrong” and “good and bad” as well as a belief in a particular god. Religious values can include spirituality, honesty, peace, patience, faith, and gratitude.
- **Family:** Holding a “family comes first” value that has to do with taking care of the family, regardless of whatever. Family values can include communication, respect, generosity, and openness.
- **Peers:** Holding a value on the importance of friendship such as staying loyal to friends and doing certain things that peers approve of. Peers values can include loyalty, encouragement, friendship, and reciprocity.

- **Workplace:** Holding a workplace value such as doing a proper job and conducting yourself as professionally as you can in the workplace. Workplace value can include teamwork, innovation, excellence, quality contribution, professionalism, and cooperation.
- **Educational institutions:** Holding educational values that place a value on learning. Such value could include the pursuit of knowledge, personal advancement, and creativity.
- **Significant life events:** Certain life events such as marriage, death of a loved one, or divorce tend to lead people to adopt certain values. These values can include involvement, affection, humor, fitness, strength, prosperity.
- **Major historical events:** Just as certain life events have the ability to dictate what values we adopt; major historical events have the same ability. These can include a “work smarter and harder” value, a “this too shall pass” value, patriotic values, and a “saving for times of drought” value.
- **Media:** Media avenues such as the TV, movies, radio, the Internet, and advertising have the power to suggest the adoption of certain values. These values can include fun, enjoyment, and entertainment.
- **Music:** Just like the media, music can influence the development of a person’s values as music is often a reflection of what is happening in a particular society.
- **Technology:** Technology can influence the adoption of certain values too. These values can include innovation, speed, freedom, and connection.
- **Culture:** The type of culture a person originates from can also impact the sort of dominant values they adopt. These values can include family, humanity, respect, religion, and involvement.

Values help to guide the behavior of individuals; it decides what they think is right, wrong, just, or unjust. Hence, the sort of values a person adopts can help you in analyzing the type of person they are. Nobody goes around shouting their values or telling their values to strangers, but with practice and an understanding of the different values that exist, you will eventually be able

to tell what sort of values a person holds based on the type of behavioral tendencies they display. For instance, a person that holds an honesty value will usually exhibit behaviors that denote such value.

What Is an Attitude?

Attitude refers to the beliefs, values, feelings, and behavioral tendencies of a person which are then directed toward certain people, objects, or ideas. Basically, a person's attitude refers to their personal belief about something and how they react to such things. A person's attitude is made up of several components such as their chosen values, their chosen beliefs, their past experiences, their present experiences, the culture they belong to, the society they live in amongst other components. Furthermore, attitudes can be implicit or explicit. Implicit attitudes refer to the unconscious part of our attitudes that nevertheless still affect our beliefs as well as behaviors, whereas explicit attitudes refer to those attitudes we are consciously aware of and which clearly and apparently influences our beliefs and behaviors.

Mentally, attitudes refer to how a person is disposed towards other people and things; these mental dispositions, therefore, influence a person's decision-making process which then inevitably shapes up their behaviors. Primarily, people tend to form their attitudes from underlying values and beliefs; hence, their attitude will always have a positive and negative element depending on what sort of underlying values and beliefs form their attitudes.

A person adopts a certain attitude towards life based on their upbringing as well as their experiences, and in turn, these attitudes tend to have a powerful influence on how such a person behaves. It is important to note that while attitudes are enduring, they can also be changed. It is also important to note that certain factors that may not have been internalized as beliefs and values can still influence a person's attitudes at the point of decision-making. Factors that might cause this include the desire to please, convenience, political correctness, and peer pressure.

What a person believes are important qualities, or what qualities they admire in themselves and others, generally reflect their life experiences and the values which they established in their early years through the influence of family, teachers, friends, religion, their culture, and their education. Given that each of us has differences that have been shaped by our life experiences, when analyzing people based on their attitudes, you should try to keep in

mind that people will always have different sets of values and beliefs. That is, people will never think about issues or react to things in the same way.

The Formation of Attitudes

Basically, an attitude can be formed through five primary ways:

Social factors: Social factors that can affect the formation of a person's attitude can be divided into two; social roles and social norms. Social roles refer to how people are expected to behave in certain contexts whereas social norms refer to societal rules that dictate what sort of behaviors are considered as appropriate. Both of these social factors have the tendency as well as the capacity to dictate how a person behaves, and they ultimately lead to the formation of a certain attitude that sticks for a very long time.

Experience: As I mentioned earlier, people's attitudes are formed through what they experience – both past experiences as well as present experiences. In fact, the experiences of a person form the majority of their attitudes towards life.

Learning: Attitudes can also be learned through various means especially through the media. People sometimes adopt the type of attitude they view through the media. For instance, a lot of people – particularly kids and teenagers – that saw Arnold Schwarzenegger playing the terminator tried to emulate his robotic attitude. However, it is important to note, attitudes formed through this channel do not have any staying power unless they are constantly reinforced.

Observation: Observation of events around us or people around us can also contribute to the formation of certain attitudes. For instance, when you greatly admire someone, observing how they act and behave can lead you to adopt some of their attitudes. In fact, there are people that go as far as studying attitudes of certain celebrities and modeling their attitudes based on what they observed.

Conditioning: Certain conditioning can also determine the formation of a person's attitude. For instance, imagine a young lady that does not smoke moving into a neighborhood where practically everyone smokes, both the old and the young, both males and females – everyone. This young lady might initially resist adopting this carefree attitude to smoking, but as time goes on, she will eventually adopt the attitude to smoking simply because everyone

around her does!

The Problem with Attitudes

One of the problems with peoples' attitudes is that they often ignore any information which is not consistent with them – i.e., they become selective in the way they perceive and respond to events and issues – thereby losing their objectivity about the world. However, by developing insights about our attitudes we can reduce the risk of making decisions in life that are based solely on our unconscious, pre-existing perceptions, thereby allowing us to relate more cordially with other people.

Similarities Between Values and Attitudes

Although attitudes and values are distinctly different from each other they have some similarities. These similarities are listed below:

- Values and attitudes are two important variables influencing behavior and the cognitive process.
- They are learned and acquired essentially from the same sources.
- They endure and are resistant to change.
- They have a reciprocal influence and are used interchangeably.

Dissimilarities Between Values and Attitudes

While values and attitudes might share some similarities, they are certainly dissimilar in certain ways, such as:

Values	Attitudes
Values help to guide our behavior.	Attitudes are the response that is a result of our values.
Values decide what we think of as being right, wrong, good, or unjust.	Attitudes are our likes and dislikes of things, people, and objects.
Values are more or less permanent in nature.	Attitudes are changeable with favorable experiences.
Values represent a single belief that	Attitudes signify multiple beliefs

guides actions and judgment across objects and situations.	centered on one specific situation or object.
Values are adopted from cultural and social standards.	Attitudes evolve out of private experiences.

Analyzing People by Taking Their Personal Values and Beliefs into Account

When analyzing people, it is important to keep in mind that their personal beliefs and values are mostly responsible for the way they act or behave. A value or belief can either be positive or negative depending on the context and manner they are displayed in. This is to say a value like innovativeness – which is a neutral value – can be acted out in a negative manner. For instance, a person that adopts the aforementioned value can resort to stealing other people’s ideas in a bid to appear as innovative. Alternatively, a negative value such as lying can be acted out in a positive way. For instance, assume that a person is about to be kidnapped with their family, by denying or lying that the people they are with are their family, they can potentially save them from being harmed or kidnapped as well. Hence, when analyzing the underlying values or beliefs that make up the attitude of a person, consider the circumstances and the intention behind their attitudes. This, in essence, means that before you can judge a person, you have to know them first. This is because, sometimes, analyzing people without considering a lot of factors such as why they may be doing what they are doing may lead to an inaccurate perception of such people.

Respecting the Attitudes Beliefs, and Values of Others

Additionally, when analyzing a person, it is important to understand that everyone is entitled to their own values, attitudes, and beliefs. Hence, you should accept and respect the fact that other people may have different attitudes, values, and beliefs from what you may consider as normal, good, or positive. You should not expect other people to change their values, attitudes, and beliefs just to fit your own definition of the aforementioned constructs.

It is not always easy to avoid communicating your beliefs and values to others, but it is something you need to be very aware of. It can be very easy

to influence people around you in subtle ways. Simple things like body language, gestures, the way you say something, or even actions, can give people around you the impression that you agree or disagree with their values or beliefs. And the goal of analyzing people is not to agree or disagree with the type of person they are, the type of choices they make; rather the ultimate goal of analyzing a person is so as to gain knowledge about what drives them to behave the way they do and who they fundamentally are. You can therefore use the knowledge you glean from analyzing a person to either get closer to them or stay away from them – it all depends on whether you can accept them as they are or not.

Be Mindful of Others' Values and Beliefs When Communicating

In the field of communication, there is something that is known to great communicators but often ignored by many others, and this “something” is the ability to sense the values and beliefs held by others and making it a point not to offend them by infringing on their values/beliefs.

However, it is important at this point to highlight that people will usually not tell us what values/beliefs they hold in their lives as sometimes, these values and beliefs are held by them at a subconscious level, hence they might be unaware of it as well.

It is interesting to note that we are not born with any values and/or beliefs in life but rather, they are either inculcated into us by our parents/teachers or we have developed/pick up such values/beliefs at some point in our lives. These values or beliefs may be positive or negative but the more important thing to take note of is that we usually live our lives according to them and therefore, it is important not to infringe on others' values/beliefs to avoid offending them.

So, what are these values or beliefs? These values or beliefs vary among individuals and groups; hence, it is almost impossible to define them. They range from positive values – such as being respectful to elders and being dutiful to our parents – to not-so-positive ones such as prioritizing leisure over work and being too individualistic to the point of being self-centered. Most of us usually live by our values or beliefs for years and thus, it becomes habitual. While it is possible to acquire new values or beliefs and get rid of old ones, what is important for everyone is to note the existing values or beliefs held by different individuals and to communicate those

values since doing otherwise will hinder the success of most communications.

However, if people whom we converse with do not overtly state their values/beliefs – which usually does happen – how are we able to identify the values or beliefs held by them? Well, usually, a person's receptivity to our responses to their questions or comments in the midst of the communication process is reflected in their non-verbal responses, such as their facial expression, tone of voice, gestures, body language, and emotions.

Here are some examples of signs of discomfort when people's individual values are breached:

- **Changing the subject:** When someone's values or beliefs are breached, they will usually try to change the subject. One common example will be asking the age of someone, especially a lady. If she holds the belief that a lady's age should never be revealed, she will change the subject of the topic. Hence, it is important for you to take note of such abrupt change in other peoples' responses, as well as their tone of voice (which might become cold at this point) and their facial expression (which may become a little stern at this point as well).
- **Dropping the frequency of eye contact:** You might sense that the other party seems to have reduced the amount of eye contact with you. While this often implies anger, a more probable cause might be the fact that you have inadvertently mentioned something that has gone against their values or beliefs. This is especially so if you are the one that is talking and they are the ones who are listening. Once again, it will be good to observe their facial expressions and tone of voice to confirm this.
- **Remaining silent for long periods of time during conversations:** Usually, when a person's values or beliefs are infringed upon, there is a strong tendency for him or her to remain silent for a substantial period of time, often without eye contact with the speaker. Sometimes, he or she might respond but their responses are often very curt (which is an indirect indicator to cut short the conversation, but most speakers do not notice this subtle indicator). One good way to resolve this issue and to verify this is to ask the listener for his or her point of view. They might relent and respond positively to our point of

view, but we should be able to tell if they agree whole-heartedly from their body language.

It is important to note that while a person may comply with your points of views verbally, they are often unable to conceal their true feelings nonverbally; hence, you should be very observant of any changes – no matter how subtle – in their tone of voice, eye contact, facial expressions, gestures, and other aspects of body language which have been discussed in a previous chapter.

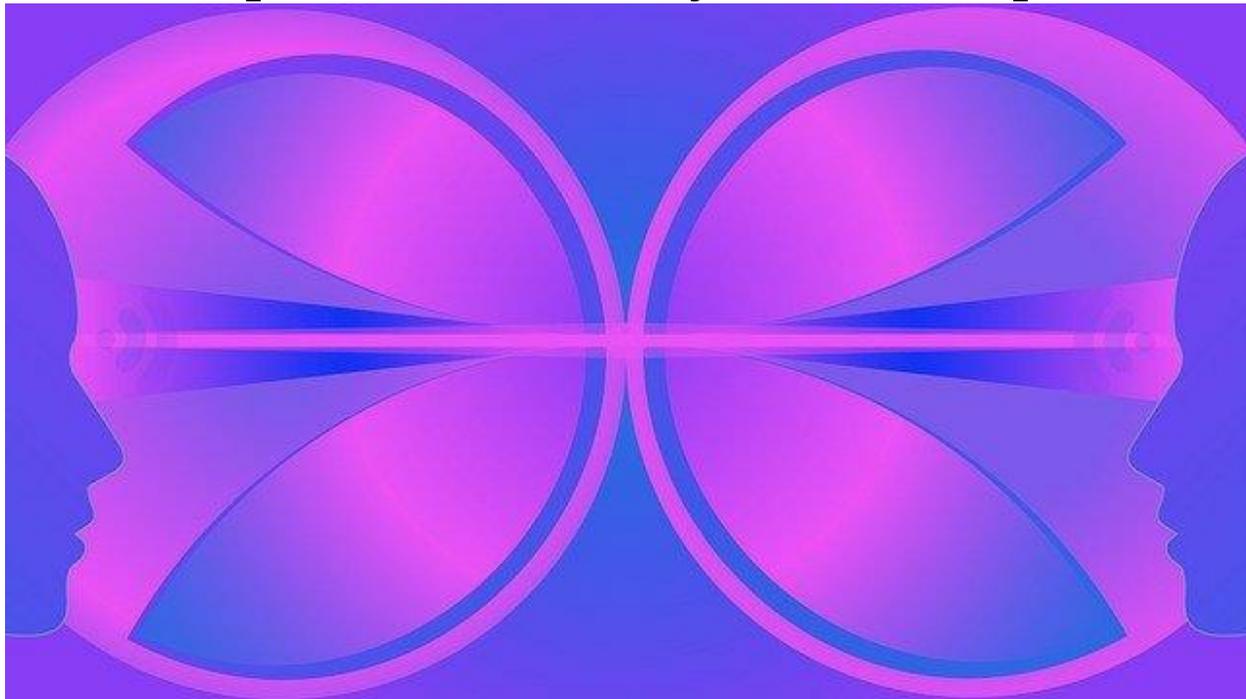
You should be mindful of other peoples' values or beliefs to better communicate with them. However, this does not mean that we should adhere totally to their point of view. Rather, we should make clear our point of view and in the event that we sense that some individuals are not receptive to our points of view, we should immediately invite them to voice their thoughts on said issues. Great communications, interactions, and relationships take place not because we are willing to be submissive and comply with other peoples' points of views but rather, we should make clear both our stand and be receptive to others as well so that the communications, interactions, and relationships can be continuous and meaningful.

In other words, analytically inclined people tend to agree to disagree with other people.

Beliefs, Attitudes, and Values and Their Relation to the Six Basic Human Needs

All people possess the same six basic human needs and the need to satisfy each need. However, every person's beliefs, attitudes, and values are unique and different. The two groups (beliefs, attitudes, values, and the six basic human needs) feed off of each other and thereby influence the everyday life of an individual. Therefore, the relationship between the two groups is a complex dance that must be properly and positively balanced up at all times. Understanding the relationship between the two groups can help in your quest to analyze people. For instance, knowing how people's beliefs, attitudes, and values affect the ways they strive to satisfy their needs can provide an insight into their personality.

Chapter 5: Other Analytical Techniques



As discussed in chapter two, the main ways to analyze other people include observation of body language cues, analyzing verbal communication, sensing emotional energy, and listening to your intuition. However, there are other minor analytical techniques you can employ in analyzing people around you. You can analyze other people according to the big five personality traits – which I will be discussing shortly – as well as according to the type of personality a person possesses – be it an extroverted personality or an introverted personality.

Let us take a look at these two other analytical techniques.

The Big Five Personalities Traits

Over the years, a lot of trait theories of personality have attempted to know exactly how many personality traits exist. Some personality theories like Gordon Allport's came up with 4,000 personality traits, Raymond Cattell came up with 16 personality traits, while Hans Eysenck's came up with a theory involving three factors. However, Cattell's theory is widely considered to be too complicated by many researchers, while Eysenck's was too limited in scope and as you might imagine, Allport's list was, well, too long. As a result of these considerations, the five-factor theory emerged to describe the

essential traits that serve as the building blocks of a person's personality.

While I was still working at the CIA, CIA Analysts used these five personality traits to classify as well as analyze people. Thus, learning about these traits can help you easily identify individuals that exhibit them and what it says about them.

There are five dimensions of personalities and these dimensions are referred to as the "Big 5" personality traits. These five dimensions of personality traits are extroversion, openness, conscientiousness, agreeableness, and neuroticism.

These five dimensions are broad categories that describe the personality traits that make up an individual's personality. While there is a significant body of literature supporting this five-factor model of personality, researchers do not always agree on the exact labels for each dimension. Therefore, in order to remember these personality traits – you might find it helpful to use the acronym "OCEAN" for – openness, conscientiousness, extraversion, agreeableness, and neuroticism – or "CANOE" for – conscientiousness, agreeableness, neuroticism, openness, and extraversion.

You should keep in mind that each of the five personality factors represents a range between two extremes. For instance, conscientiousness represents a range between extreme meticulousness and extreme carelessness while extroversion represents a continuum between extreme extroversion and extreme introversion. Hence, most people tend to fall somewhere in between the two ends of each personality dimension, rather than at the extremes.

Let us take a look at the meaning of each of the five dimensions of personality traits.

Conscientiousness, as a personality trait, is defined by a high level of thoughtfulness, goal-oriented behavior, and impulse control. People high in conscientiousness tend to be mindful and well-organized. They make plans, consider the effect their behavior has on others, and are conscious of deadlines.

Conscientiousness

Essentially, people who rank high in this trait tend to:

- Spend more time preparing for something.
- Like being prepared for something.

- Finish important tasks as quickly as possible.
- Pay extreme attention to details.
- Take pleasure in having a set schedule.

Individuals who rank low in conscientiousness tend to:

- Procrastinate important tasks until the last minute.
- Dislike having structures and schedules.
- Make messes and prefer not to take care of things until it becomes pressing.
- Fail to return things or put them back where they belong after using them.
- Fail to complete necessary tasks as well as assigned tasks within their deadlines.

Agreeableness

Agreeableness is a personality trait that is characterized by qualities such as trust, affection, altruism, kindness, and other prosocial behaviors. People who rank high in agreeableness tend to be more cooperative while those who rank low in this trait tend to be more competitive and sometimes even manipulative in nature.

Essentially, people who rank high in this trait tend to:

- Care about others and their feelings.
- Have a lot of interest in others.
- Feel empathy and concern for other people.
- Enjoy helping and contributing to the happiness and wellbeing of other people.
- Assist others who need help.

On the other hand, people who rank low in this trait tend to:

- Take little interest in others and their feelings.
- Have little interest in other people's problems.
- Not care about how other people feel.
- Insult and belittle others for their own amusement.
- Manipulate others to get what they want.

Neuroticism

Agreeableness is a personality trait that is characterized by qualities such as sadness, moodiness, and emotional instability. Individuals who rank high in this trait tend to experience anxiety, irritability, mood swings, and sadness. Those who rank low in this trait tend to be more stable and emotionally resilient.

Essentially, people who rank high in this trait tend to:

- Worry about many different things – especially things they have little or no control over.
- Experience a lot of stress due to their constant worrying.
- Get upset easily because they read meaning into everything.
- Overthink.
- Experience sudden and dramatic shifts in their moods.
- Feel anxious.
- Find it difficult to go back to normality after experiencing stressful events.

On the other hand, people who rank low in this trait tend to:

- Deal well with any form of stress that comes their way.
- Be emotionally stable.
- Rarely feel sad or depressed except in extremely rare cases that warrant such feeling.
- Find it easy to bounce back after experiencing stressful events.
- Not worry much.
- Feel very relaxed about themselves and their lives.

Openness

Openness is a personality trait that is characterized by qualities such as imagination and insight. People who rank high in this trait tend to have a broad range of interests. They are naturally curious about the world and other people and are eager to learn new things as well as enjoy new experiences. Also, people that rank high in this trait tend to be more creative as well as adventurous while people who rank low in this trait tend to be much more traditional and may struggle with abstract thinking.

Essentially, people who rank high in this trait tend to be:

- Open to trying new things.
- Extremely creative.
- Focused on tackling new challenges and applying their creativity.
- Open to consider abstract concepts creatively.

On the other hand, people who rank low in this trait tend to:

- Not enjoy new things.
- Resist new ideas.
- Not be very imaginative.
- Dislike change.
- Dislike abstract or theoretical concepts.

Extroversion

Extroversion is a personality trait that is characterized by qualities such as talkativeness, excitability, sociability, assertiveness, and high amounts of emotional expressiveness. People who rank high in extroversion are usually outgoing and tend to gain energy in social situations. Being around other people helps them feel energized and excited.

On the other hand, people who rank low in extroversion – or introverted in nature – tend to be more reserved and have less energy to expend in social settings. Social events tend to drain them, and they often require solitude to "recharge" themselves.

Essentially, people who rank high in this trait tend to:

- Feel energized when around other people.
- Have a wide social circle of friends and acquaintances.
- Enjoy being the center of attention.
- Talk before thinking about what they said.
- Enjoy starting conversations with other people.
- Enjoy meeting and interacting with new people.
- Find it easy to make new friends.

On the other hand, people who rank low in this trait tend to:

- Dislike being the center of attention.
- Prefer solitude.

- Feel exhausted when they socialize for long periods of time.
- Find it difficult to start conversations with other people.
- Prefer not to make small talk.
- Carefully think things through before speaking.

Keep in mind that the behavior of a person involves an interaction between that person's underlying personality and situational variables. The situation that a person finds themselves in tends to play a major role in how such a person reacts. However, in most cases, people tend to offer responses that are consistent with their underlying personality traits.

The personality of a person is a complex and varied phenomenon, and each person may display behaviors across several of these dimensions. That is, an extroverted person might be extremely conscientious, open to meeting new people and experiencing new things while being showing a high level of agreeableness with the people they come in contact with. Alternatively, an introverted person might rank low on openness while ranking high on conscientiousness.

Knowing these personality traits and what they mean can help you identify the traits in other people and contribute to your accurate analysis of their personality.

Introverted and Extroverted Personalities

Like I mentioned earlier, you can analyze as well as read a person based on the type of personality they possess. There are two major types of personalities: Introverts and Extroverts.

The terms “introvert” and “extrovert” were first used in the 1920s by Carl Jung – a psychologist. How an individual spends their energy determines which of the two personality types they belong to. Introverts turn to their own minds to recharge, while extroverts seek out other people for their energy needs.

However, how a person processes the world around them determines whether they turn out to be introverts or extroverts.

Let us take a deeper look at what each type of personality means and how they can help you in your analysis of an individual.

Introversion as a Personality

Interesting to note, an estimated number of one-third to one-half of all people in the world identify as introverts. But what is introversion and what is this personality all about?

Introversion refers to the tendency of a person to be wholly or predominantly concerned with and interested in their mental life. Typically, introversion revolves around the inclination of a person to prefer solitude rather than spending time with a crowd of people.

An introvert is an individual with qualities of a personality type known as introversion. Introverts feel more comfortable focusing on their inner thoughts and ideas, rather than on external events and influences. They enjoy spending time alone or with just one or two people, rather than large groups or crowds.

When people hear the word “introvert,” they automatically think of someone that is shy or quiet and prefers to be alone. Whilst this may be true for some introverts, there is a lot more to this type of personality than their level of shyness.

Signs That a Person Might Be an Introvert

Although introversion looks different and varies from person to person, introverts generally have similar patterns of behavior. These patterns include:

- Requiring peace and quiet to concentrate
- Being reflective in nature
- Being self-aware due to a tendency to introspect
- Needing time to make decisions – especially decisions that affect their preferred way of life
- Having specific interests
- Feeling comfortable and preferring to be alone
- Prefer working individually as opposed to working in a group
- Prefer to write rather than talk; hence introverts are good writers than talkers
- Naturally gets exhausted after being in a crowd for an extended period of time
- Having few friends

- Prone to daydreaming
- Prefers using their imaginations to work out a problem
- Prone to retreat into their own mind and blocking out external distractions

Causes of Introversion

The cause of introversion is largely unknown. However, what is known is that the brains of the two types of personality work a little differently from each other. Researchers have discovered that introverts have a higher blood flow to their frontal lobe than extroverts do. The frontal lobe is the part of the brain that helps a person remember things, solve problems, and plan ahead. This might explain why introverts are characteristically brilliant in comparison to their extroverted counterparts.

Also, the brains of introverts tend to react differently to dopamine than extrovert brains do. Dopamine is a chemical that turns on the reward and pleasure-seeking part of the brain and while introverts and extroverts have the same amount of the chemical in their brains, extrovert brains get an excited buzz from their reward center more than introverts. The effect of dopamine on the brains of introverts tend to make them feel worn-out by it; this might explain why introverts tend to feel tired when they spend an extended amount of time in social gatherings.

Types of Introverts

Being an introvert is not a fixed stamp on a person's personality. As I mentioned earlier in this chapter, introverts tend to fall somewhere on a scale between extreme introversion and moderate introversion. This means some people tend to be more introverted than others. As a matter of fact, introverts tend to have a few extroverted traits mixed in with their introverted traits, and vice versa.

There is a wide range of ways to be an introvert; however, introverts tend to fall into one of four of the following subtypes:

Reserved Introverts: This type of introvert likes to ponder on their actions before they make them. They never make decisions on a whim and as a result, they typically take longer to act.

Social Introverts: This is the typical type of introvert. Although social introverts possess most, if not all, of the traits of introversion, a

distinguishing feature is that they tend to like small groups and quiet settings over crowds.

Thoughtful Introverts: People in this group tend to be daydreamers. Typically, they spend a lot of time in their thoughts and tend to have creative imaginations – and they do their best to avoid social gatherings if they can help it.

Nervous Introverts: This type of introvert tends to prefer spending time alone. They do this both because they enjoy solitude, but also because they are uncomfortable or shy around other people.

Introversion Versus Shyness

A lot of people think that introversion means shyness; however, the two conceptions are entirely different as sugar is different from salt. This is because introversion is a type of personality, while shyness is basically a type of emotion. People can control or even eliminate their feelings of shyness, but an introvert cannot make a switch from introversion to extroversion.

Shy people tend to feel awkward or uncomfortable when they are in social situations, especially when they are around strangers. Their feeling of shyness can make them feel so nervous, they become sweaty. It can make their heart beat quicker, as well as cause them a stomachache. Due to these biological occurrences, they may be inclined to skip social events because they do not like the negative feelings that take over their thoughts and bodies when they have to attend to them.

On the other hand, while introverts may also prefer to skip social events, they do so because they feel more energized or comfortable doing things on their own or with one or two other people. They do not choose to skip social events because they have strong negative reactions to larger gatherings the way that shy people do; they just have a preference of being alone or in very small groups.

Misconceptions About Introverts

As discussed above, one common misconception about introverts is that they act the way they act because they are shy. While some introverts may feel some modicum of shyness, this is not the case for every introvert.

Some other misconceptions about introverts include the following:

- **Introverts cannot be leaders:** A lot of people think that due to the introverted nature of a person, they do not have the ability to lead people or they cannot lead people as excellently as extroverts will. In fact, when some people imagine a leader, they visualize an extroverted person at the helm of affairs. However, these speculations are nothing more than that – they are just speculation not backed by any concrete evidence. Introverts have the skills and the ability to be leaders – and not just any leader but good leaders. This is because some of their innate qualities and traits make them qualified for any leadership position. For instance, they tend to listen to their employees’ ideas, they can stay focused on long-term goals, and due to their introverted nature, they tend to seem less threatening as opposed to their extroverted counterparts; hence, a lot of people would accept them in their role as a leader.
- **Introverts are unfriendly:** Another misconception is that introverts tend to be unfriendly. This speculation cannot be further from the truth as introverts can be friendly; however, their process of making friends tends to be more complicated than their extroverted counterparts. This is because introverts tend to carefully scrutinize and examine people thoroughly before they accept their “hand in friendship.” Moreover, introverts tend to make friends with like-minded people; that is, they tend to make friends with other introverts like themselves and this greatly reduces the number of friends they make. Furthermore, unlike most of their extroverted counterparts, introverts tend to pursue deep and meaningful friendships instead of just striking up friendships with every Dick, Harry, and Mary they come in contact with.
- **It is difficult to get to know introverts:** As I mentioned earlier, introverts prefer to have deep friendships with only a handful of people. Hence, they may not open up to everyone who simply wants to have a “small talk.” In fact, introverts dislike having “small talk.” However, the people they are close with know them very well and develop real friendships with them.

While an individual’s introverted ways may change over time, and change based on the situation and/or context, they are highly unlikely to swing from being an introvert to being an extrovert. However, it is possible that an individual could become more or less introverted, depending on what is

going on in their life and their current outlook on life.

Extroversion as a Personality

Extroversion refers to the tendency of a person to be wholly or predominantly concerned with obtaining gratification from externalities. Typically, extroversion revolves around the inclination of a person to prefer spending time with a crowd of people rather than being solitary.

Essentially, extroverts tend to possess an outgoing and vibrant nature and this nature tends to attract people to them. Hence, they are usually the center of attention and they tend to thrive off the attention they get from other people.

Positively, extroverts are often described as sociable, action-oriented, enthusiastic, talkative, friendly, and out-going. Negatively, extroverts are sometimes described as attention-seeking, easily distracted, and unable to spend time alone.

Just like introversion, being an extrovert is not an all or nothing option. Instead, most people tend to fall somewhere on a scale between extreme extroversion and moderate extroversion. This means some people tend to be more extroverted than others.

Just like introversion, extroversion differs from person to person; however, there are similar patterns between people who share this type of personality. These similar patterns include:

- Acting first then thinking afterward.
- Take pleasure in group work or assignments.
- Tends to feel isolated when they spend too much time alone.
- Prefers communicating by talking; hence, extroverts are good talkers than writers.
- Enjoys talking about their feelings and thoughts.
- Looks outside themselves for sources of inspiration in other people.
- Tend to have numerous and broad interests.

Signs That a Person Might Be an Extrovert

Here are some common personality traits associated with an extroverted individual:

- **They seek out and enjoy social settings:** Extroverted people tend to thrive in social settings. They are often the center of attention and they tend to like it that way. Extroverts often are not afraid to introduce themselves to new people, and unlike their introverted counterparts, they rarely avoid unfamiliar situations for fear of messing up or not knowing someone.
- **They do not like or need a lot of alone time:** While introverts feel a need to “recharge” themselves after spending an extended amount of time in social situations, extroverts do not feel such needs. In fact, extroverts find that too much alone time tends to drain their natural energy; hence, they tend to “recharge their internal batteries” by being around other people.
- **They are friends with a lot of people:** A common sign of extroversion is the tendency of extroverts to have lots of friends. Unlike their introverted counterparts, extroverts tend to make new friends easily. This is in part because they enjoy other people’s energy and enjoy getting to engage with different people.
- **They prefer to talk out problems or questions:** While introverts are more likely to internalize their problems and sort through them by thinking about them, extroverts tend to share their problems with other people for discussion and guidance. In fact, an extrovert feels lighter when they share their problems with other people; to them, sharing their problems is the same as lifting a weight off their shoulders.
- **They are outgoing and optimistic:** Extroverts are often described as happy, positive, cheerful, and sociable. Hence, they are not as likely to dwell on problems or ponder difficulties.
- **They are very open and approachable:** While introverts are sometimes perceived as closed-off and aloof, extroverts are typically very open and willing to share their thoughts and feelings. As a result of this, other people generally find that extroverts are easier to get to know. Additionally, they are regarded as very approachable; in fact, at a social function, an extrovert will probably be the first one to walk up to new guests and make introductions. This is one of the reasons why extroverts typically find it easy to meet new people and make new friends.

You should keep in mind, however, that extroversion is actually a continuum;

hence, some people might be extroverted more than others. Extroversion is more common than introversion as a personality trait. And it is often valued more, as extroverts tend to be more skilled at interacting with others than introverts. However, this does not mean that one personality type is better than another as each type of personality has its own pluses and minuses.

Knowledge and understanding of these personality traits and types can serve as an added instrument in your stash of analytical techniques. When next you come across a person you would like to analyze, try to take notice of their behavior and mannerisms as this will ultimately help you decipher the type of person they are.

Conclusion

Congratulations, you made it to the end of this book!

Hopefully, you have learned some practical ways through which you can analyze and read people around you. By making it to the end of this book, I believe you have also discovered some new insight into yourself and your own personality.

These techniques discussed in this book can be used to analyze the lives of those around you, as well as your own. However, to become better at analyzing and reading people, it is important that you apply the techniques you have learned in this book to everyday situations. Basically, the more you practice, the better you will become at it.

It is also vital to remember that none of these techniques on their own is a way of totally knowing someone – they need to be used complementarily in order to form a complete picture of the person you are analyzing. As I mentioned in the first chapter of the book, it is a good idea to begin by knowing yourself – it is a lifelong procedure, but it is totally worth it. Observe how you react in various settings, notice what emotions arise and fade at various times, and note how your voice tends to change in certain scenarios. As you become more self-aware, it will help you to become more sensitive to others and ultimately be able to analyze them correctly and efficiently.

I wish you good luck!