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Legal disclaimer: although I am not an accredited expert, I have spent several years researching the non-verbal language of facial expression, gestures and body-language. My sources are listed at the end of the handout. – JC Lewis



Part One: Emotions

Sadness:



Sadness ranges from slight disappointment to agony. It is defined as a sense of resignation and hopelessness. It is often paired with fear or anger.

- Reactions: Cultures vary on when it is appropriate to display sadness (eg British stiff upper lip). If shown someone sad, most people automatically want to offer comfort. A minority will react with anger and a very small minority will react

with enjoyment.

- Internally: Most sad people will wish to withdraw or be invisible, they may be ashamed of their weakness or wish to avoid inconveniencing others. Some enjoy the attention of sympathetic wellwishers. Both groups often express a desire for comfort and physical closeness.
- Physically: People will have heavy eyelids, their cheeks will hurt from rising up, the back of the throat will be sore, the body will feel heavy or weighted, the chest will hurt and tears will form.
- Outward signs: tears, a closed body posture (looking down, head lowered, arms and legs pulled inward), the mouth drops open with the corners of the lips pulled down but cheeks are raised, if the mouth is closed, the lower lip protrudes, the eyes look downward and the upper eyelids droop, the eyebrows pull together with a vertical wrinkle between them



Anger:



Anger ranges from annoyance to rage. It is usually triggered by frustration, rejection, hurt or fear. Fear often precedes and follows anger. It is also frequently paired with disgust.

- Reactions: If confronted with anger, most people will become angry themselves. They may take an aggressive response or begin to stonewall, ignoring all emotional input. Very few are able to react with compassion or de-escalate and it usually requires specialized training. Photos of anger do not provoke an automatic response.

- Internally: Angry people often do not recognize they are angry, they will insist they are reacting rationally and

properly if confronted. They may admit to being afraid of a lack of control over events or repercussions over their actions. They may feel disgust toward the target of their anger or guilty over their loss of control. Reactions can vary based on personality, a person with a long fuse or simmering temper is likely to take longer to get angry but then stay angry longer. Someone with a short fuse or explosive temper may recover very quickly from their emotional outbursts.

- Physically: People will have tightness in the neck, shoulders, hands, mouth and eyes, they will have an accelerated heart rate, increased blood pressure and higher adrenaline rates, they will be more focused, picking up increased details about their target but oblivious to anything external, time can seem to slow, mouth feels dry.
- Outward signs: The jaw and chin will thrust forward, the eyes will glare (upper lids raised, lower lids tight), the eyebrows will lower and come together, the chest and shoulders will expand, they will take a broader stance, their speech will increase in speed and volume, their gestures will be larger, faster and more abrupt. With controlled anger, the lips will press tightly together. If uncontrolled, the mouth will form a rectangle shape.



Surprise:



Surprise and startlement are the briefest emotions, lasting only a fraction of a second. They are reactions to unexpected events and cannot be suppressed. Both are often paired with fear.

- Reactions: If someone is surprised, the people around them will experience an increase in adrenaline and alertness.

- Internally: This feeling is so brief that people can generally only identify the physical symptoms

- Physically: People will feel an abrupt increase in tension, particularly in the chest and shoulders, adrenaline levels will increase

- Outward signs: There are distinct differences between displaying startled and surprised:
 - o Surprise: eyes open wide, the brows raise, the mouth opens, the hands often lift
 - o Startle: eyes close tightly, brows lower, lips stretch tensely, the body contracts, shoulders lift and the spine stoops.



Fear:



Fear ranges from uneasiness and shyness to phobia and panic. Universal fear triggers include threat of harm, snakes, the dark and public embarrassment. Fear is often paired with surprise or anger.

- Reactions: Fear is a contagious emotion. If someone nearby is afraid, the people around will also become uncomfortable and afraid. Sometimes fear can provoke disgust or contempt from those around them, if the fear is felt to be unjustified.

- Internally: Sensations of pain are reduced, mental faculties focus on solutions and brainstorming (there is a theory that panic triggers desperate problem-solving), vigilance and muscle tension increase, a sense of helplessness will increase the level of fear, a plan or action will decrease the level of fear.

- Physically: Bloodflow increases to the legs to flee, making them feel heavier, muscles constrict, sometimes painfully, the heartrate increases, the hands get colder, breathing increases and deepens, sweat production increases, muscles in legs and arms tighten and begin to tremble, mouth dries

- Outward signs: eyes widen and may flick back and forth (searching for escape), eyebrows tighten horizontally, hands may cover face or mouth or be clenched close to the torso, legs crossed at the thigh, lower jaw drops or mouth clenches tightly, body shakes and trembles, posture withdraws, crouching and using minimal space, blinking increases, self-soothing gestures increase (touching hair or skin), mouths objects, frequent pauses in speech and fidgeting with rapid, quick movements, biting lips (holding the top or bottom lip between the teeth shows self-restraint or protective anxiety, both lips between the teeth is a sign of high discomfort and stress), body or feet angled toward the exit



Disgust:



Disgust ranges from mild distaste to gagging revulsion. It serves as a social barometer of what is acceptable. Suspension of disgust is a sign of affection and intimacy. It can often be paired with anger and fear.

- Reactions: If someone is disgusted, people may react with sympathetic disgust if they agree but can also react with anger or contempt if they do not.
- Internally: Urge to flee or withdraw to put as much distance between the self and the object of disgust, crawling or restless sensation if unable to retreat
- Physically: Sensation in the upper lip, nostrils and palate are increased, gagging sensations in the back of the throat, stomach and gut tighten and churn, breathing becomes shallow and rapid
- Outward signs: increase in gagging and coughing, upper lip raises (the higher it raises, the higher the level of disgust), lower lip raises and protrudes, nostrils widen, cheeks raise and brows lower, the nose wrinkles and lifts, neck pulls back, hands tighten spasmodically, legs twitch



Contempt:



Contempt ranges from disdain to delusional superiority. It is a pleasant sensation of superiority, power and status. It only applies to people and their actions, not experiences. It is often paired with mild anger. If paired with disgust or extreme anger, it can provoke violence.

- Reactions: If a person is the object of contempt, they will usually react with anger or sadness. If other people also feel contempt towards a common subject, they can actually increase and reinforce one another's levels of contempt. If someone expresses contempt which is not agreed with, this usually provokes feelings of anxiety and fear, though it can provoke anger in a minority of cases.

- Internally: A feeling of satisfaction and superiority, urge to withdraw or separate from the object of contempt if no clear distinction is present, a feeling of contentment and amusement if boundaries are distinct
- Physically: Heartbeat slows, posture turns away from object of contempt, sensation of floating or elevation
- Outward signs: raised chin (to look down the nose), one corner of lips tightens, nose wrinkles on one side, rolling eyes, movements slow and relaxed, shoulders lower, posture straightens



Embarrassment

Embarrassment is triggered by a sense of having violated social taboos or norms. It is usually caused by a sequence of alternating sadness and fear.

- Reactions: Embarrassment can trigger amusement or sympathy, depending on the person. If the embarrassed person shows signs of anxiety or fear, people will be more likely to retreat in order to distance themselves.

- Internally: Urge to withdraw and retreat, sense of being vulnerable and the center of attention, may trigger anger in an attempt to regain control

- Physically: Cheeks and neck grow warm, stomach and gut constrict, muscles constrict and retract to minimize space, rapidly drying mouth

- Outward signs: pink or red tones to skin from increased blood flow, shoulders pull in, hands may try to cover face, limbs tight to body, tongue may flick out to moisten lips, head or face turns away

Happiness:



There are a wide range of pleasant emotions, listed below. Happiness can be paired with any emotion, if the person enjoys the experience.

- Reactions: Most people are happy to see someone else happy, though there are a minority who will feel jealousy, contempt or disgust if they feel the happiness is undeserved.
- Internally: A sense of lightness and ease, increased confidence and security
- Physically: Lowered blood pressure and heartbeat, muscles relax, breathing slow and regular
- Outward signs: a smile with tightened eyelids, chest swells, stance and posture widen, legs crossed with ankle on knee, limbs spread wide, increase in jumping and tip-toe walking or standing, movements and gestures are larger and broader,

Cultural expressions of happiness:

- Sensory pleasures: experiences which feel good to one or more senses
- Amusement: finding something humorous (expression ranges from laughter to tears)
- Contentment: all is right with the world, laid-back satisfaction (relaxed stance, lowered blood pressure and heart rate)
- Excitement: response to novelty and challenge, something intensely interesting, can be linked with fear (increased blood pressure and heart rate, faster gestures, eyes wide, wide smile)
- Relief: when something which strongly aroused our emotions subsides (deep inhalation and exhalation)
- Wonder: feeling of being overwhelmed by something incomprehensible, but not threatened (goosebumps, respiration changes, sighs or head shakes, a tendency to remain still)
- Admiration: feeling inspired by a person, object or event (lifted head, focus on object of admiration)
- Ecstasy/bliss: self-transcendent rapture (lidded eyes, mouth open but relaxed)
- Fiero (Italian): pride and joy in our own accomplishment (wide smile, extra physical energy to jump or pump fist in the air)
- Naches (Yiddish): pride and pleasure in the accomplishment of our children/students (or friends and family) (chest swells, shoulders back, taking up large space with stance)
- Elevation: a warm, uplifting feeling that people experience when seeing unexpected acts of kindness, goodness or compassion (soft smile, chin lowered)

- Gratitude: appreciation for an altruistic gift that provides benefit (slight bow of the head, lowered hands)
- Schadenfreude (German): shameful joy in the suffering or misfortune of others (hiding signs of enjoyment, fingers or hands often cover or touch mouth)

Part 2: Social Signals

10 different types of smiles:



Sealed

Top Teeth

Full Teeth

Drop Jaw

Sealed smile: lips remain together (Often used to signal restraint or discomfort)

Top-teeth smile: just top teeth seen (Between the sealed and full teeth smile for indicating enjoyment)

Full-teeth smile: top and bottom teeth are exposed (Indicates genuine enjoyment, particularly if eyes are crinkled)

Drop-jaw smile: mouth opens wide, exposing either the top or both sets of teeth, cheeks lift and eyes crinkle (Genuine delight and amusement)



Pursued

Dipped

Head-cant

Turn away

Nervous

Pursued smile: pursing lips and pulling them to one side (Restrained smile, shows shyness or self-consciousness, the person is amused but it is inappropriate to show it)

Dipped smile: smiling while head is lowered and eyes are looking up (Makes person appear younger and more vulnerable, often a sign of insecurity)

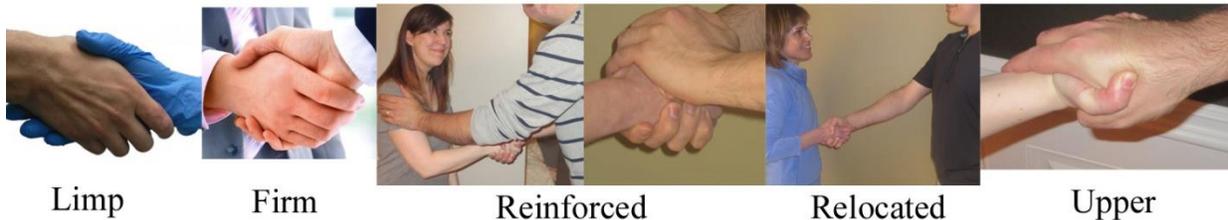
Head-cant smile: tilting head to side while smiling (Submissive or flirtatious gesture, if flirtatious, eyes will be locked on subject)

Turn-away smile: head turned away from person while smiling. This is a hybrid gesture, the smile signals approach but turning signals avoidance. (Could indicate internal conflict or again be used as a flirtation device)

Nervous smile or laughter: a tightened smile or unexplained burst of laughter, often a release of tension created by an intensely upsetting situation. (Shows discomfort and uneasiness)

Counterfeit smile: The smile itself lasts longer than usual but it will come and go faster and be asymmetrical. (The smiler wants to appear comfortable and amused but is not)

8 different types of handshakes



Limp

Firm

Reinforced

Relocated

Upper

Bonecrusher: grip attempts to crush and squeeze to the point of pain (Done as show of strength, dominating the other person)

Limp handshake: hand totally relaxed with no attempt to move (A sign of passivity passive and detachment)

Firm handshake: firm grip with minimal pumping (Extroverted and emotionally expressive)

Limpet handshake: clutching the other person's hand and refusing to let go (All about control, forcing other person to engage for longer than they want.)

Clammy handshake: sweaty palms or fingers can show fear or anxiety, some try to avoid by wiping hands or cupping hand slightly (Nervous or fearful)

Reinforced handshake: the free hand is clasped over the shaking hand or grasping the other person (Shows dominance and control but also interest and attention, often used in politics)

Relocated handshake: two versions: huddled = pulling person into your space by keeping your hand close to your body, invasion = forcing yourself into other person's space by thrusting your hand into their personal space (Both are a display of dominance to put the other person off balance)

Upper handshake: rotating forearm so that your hand is on top (Shows power and control)

7 types of hugs



Side On



Aligned



Full Frontal

Side-on hugs: standing side by side and one person puts arm around other to squeeze (Often used when afraid the affectionate gesture will be misinterpreted or unwelcome or as a sign of non-romantic friendship or companionship)

Aligned hugs: bodies are aligned and the pelvis and feet are close and/or just making contact; (Shows comfort with individual and environment)

Full frontal hugs: the two bodies completely overlap (Expresses affection without reservation or self-awareness)

Half-moon hugs: two face each other but bodies only partially overlap, especially avoid contact between pelvises (Used when both want to avoid sexual inferences)

Concave hugs: the bodies are aligned but the feet and pelvis are held back, reducing chance of body contact (Shows a reluctance with intimacy either in general or with that individual)

Convex hugs: bodies are aligned, the legs intertwined with the feet and pelvis pushed forward (Shows attraction between two people)

Patted hugs: usually only one person pats the other, on the arm or back, signalling the other person to release. (Patter establishes dominance and control over the other person)



Half-moon



Concave



Convex



Patted

7 types of kisses



Cheek kisses: kiss pressed to single or both cheeks (Social, used for greetings or farewells)

Mouth kisses: lips meet, closed and brief (In Western culture, this usually indicates attraction but is beginning to be more social)

Hand kisses: kiss to knuckle, fingers, palm or back of hand. (These are traditionally greetings, but can be sexualized by kissing a non traditional part, i.e. finger instead of knuckle, or by adding a caress of thumb or tongue)

Head kisses: kiss to the forehead or the top of head (Shows a protective attitude or benediction)

Vacuum kisses: Cheeks can touch but lips are kept separate, sometimes cheeks are kept separate (air kiss) (Shows discomfort with physical contact and intimacy)

Feigned kisses: press cheek to cheek without pursing lips (A sign of an unbalanced relationship, where one gives and one receives)

Vocalized kisses: a vacuum kiss with sound effects (Shows an increased discomfort with contact and intimacy by mocking and drawing attention, sometimes deliberately used ironically)

Intertwined kisses: a slow and extended mouth kiss, or using tongue or lips to invade partner's mouth (only used romantically or for extreme attraction)

Courtship Signals:

Contact and attraction:

- Men will tend to use a lot of dominance signals in their posture and gesture but try to maintain a neutral facial expression when trying to attract a partner.
- Women tend to use slow movements, keeping gestures close to her body (usually a submissive posture) but have animated facial expressions when trying to attract a partner.
- Both sexes will exaggerate and amplify their natural behaviour to attract attention but they will also use a high level of avoidance signals to maintain an appearance of exclusivity.
- Courtship is almost always directed by the female. She will make a brief approach tell, signalling the man that his advance is welcome. If the man advances without the signal, he is invariably unsuccessful. Men often have difficulty interpreting women's signals, often assuming friendliness to be an approach signal.

Approach tells: (express interest)

- strobe glance (holding gaze for a second then averting, repeated)
- eye-lock (holding gaze from a distance)
- eye flicker (upper eyelids raised for fraction of second)
- hair flip (running hand through hair or tossing head)
- pout or licking lips (combined with eye-lock)
- smile (brief, confined to mouth), too large a smile is actually a put-off, signalling she is enjoying her current company and not looking for more
- accentuating hips when walking or flashing the underside of her arms while moving (draws attention to attractive features to increase male arousal)

Promotion tells: (move to next level)

- frequent nodding (indicates agreement and compatibility, sometimes used as a sign of submission)
- touching neck or lifting chin to slowly reveal the neck (sign of vulnerability and submission)
- caressing and fondling props or objects, especially those belonging to the partner (indicates interest in physical contact). This is separate from fidgeting, which is more rapid and uneven (which would indicate anxiety).
- repeated crossing and uncrossing legs to draw attention to them (designed to increase male arousal and draw attention to an attractive feature)
- orienting body to partner and mimicking their posture and gestures (often a subconscious sign of interest)
- sitting close to the partner and frequent quick touches (shows the woman is receptive to increasing the level of physical contact)
- hooded eyes, lowering upper eyelids and raising eyebrows (can be deliberate or subconscious, this is a sign of arousal)

Put-offs: (rejection)

- yawning, frowning, sneering, head-shaking (all clear signs of non-interest)
- hands in pockets or crossed arms or legs at thigh (signals that female is not available)
- moving body away from male (shows not engaged and not interested)

Hang-ons: (not sure yet)

- head-cant or dipped head while keeping eye contact (indicates anxiety or shyness combined with interest)
- quick step forward and then retreat (shows interest but wants man to come to her)
- body turned away but attention is still focused on partner (often a subconscious hard-to-get posture to get the man to increase his efforts)

Arousal:**Both sexes:**

- increased blood flow to genital region and sensitive areas (such as neck, breasts/chest, thighs, fingers and toes)
- heart beats faster
- blood pressure increases
- breathing becomes rapid and shallow
- sense of exhilaration and euphoria
- rational thinking and ability to predict consequences are both reduced
- pupils dilate and eyes widen

For women:

- the labia and vagina become lubricated
- clitoris swells slightly and nerves become more alert, increasing sensitivity to touch
- vagina tightens and contracts slightly in preparation

For men:

- increased blood flow causes penis to stiffen
- tip of penis enlarges
- testicles retract closer to body
- clear or milky fluid may appear at the opening of the penis

Maintaining the connection:

Initial attraction can still fizzle if the partners don't deepen the connection.

Women tend to react better to men who self-disclose and won't trust men who won't share details about their emotional lives or concerns. The more a woman laughs, the more enthusiastic she is about her partner (which sometimes encourages men to use humour as a dominance technique).

Men tend to focus on facts and self promotion when speaking to women. They will use dominance displays and postures to show their worthiness, but most men will try to avoid slipping into abusive levels of dominance.

When it goes wrong, signs of abuse:

- combining positive overtures, such as gifts, promises and declarations of love, with threats, put downs or aggressive flirting with others.
- possessive mates tend to conspicuously display wealth and maintain controlling contact (such as a hand on the shoulder, waist or arm).
- not listening or actively rejecting and dismissing the partner's comfort levels, input, plans or ideas.

Sources:

Emotions Revealed by Paul Ekman

How To Tell What People Are Thinking by Peter Collett