

Body Language: Key to Professional Success
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Lecture - 14
Understanding Finger Movements



Welcome dear participants, in the 4th module of the 3rd week. In this module, we would look at the significance of different Finger Movements.

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Hands & Fingers

- Not only hand movements, but also our palms, the position of thumbs and the ways fingers behave, matter during professional interactions
- Joe Navarro, author of *What Every Body is Saying* (2008), comments that despite the acquisition of spoken language over millions of years of human evolution, our brains are still hard-wired to engage our hands in accurately communicating our emotions, thoughts, and sentiments
- Our hands and fingers are given what he has termed as “a disproportionate amount of attention”, compared to the rest of the body
- So, fingers which are agile and provide for subtle gestures are an important element of body language analysis. Used in different contexts, fingers and our thumb convey different meanings



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We have looked at different hand positions and gestures, but we find that it is not only the hands, but also the fingers independently as well as our thumb, even palm are indicative of certain emotions and moods and have a significance in our interactions.

In fact, Joe Navarro who has authored a very popular book entitled, *What Everybody is Saying* has commented that despite having learnt language, over millions of years, human brain is still hardwired to actually, communicating our emotions and thoughts and sentiments with the help of our hands. And he feels that the significance, which is given to hand and fingers movements in any communication is rather disproportionate.

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Thumbs

- Common observation is that a thumb denotes superiority. Thumbs are used to display dominance, assertiveness or sometimes aggressive attitudes
 - Thumb gestures are secondary gestures and are usually part of a cluster
- The thumbs-up gesture is commonly used in many cultures to signify a job well done. Pattern/Emphasis varies:
 - Japan: to indicate that everything's good, stick thumb up in the air with a clenched fist
 - However, the same gesture in the Arab world is viewed as a major misdemeanor (Kuhnke p. 251)
 - Australia and Greece— especially if it is thrust up as a typical hitchhiking gesture – means an insult
- The thumbs-up gesture can also create some problems for those who count on their fingers. In Germany and Hungary, the upright thumb is used to represent the number 1; however, it represents the number 5 in Japan





Image
https://www.wikipedia.org/wiki/Thumbs_up

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Our thumbs normally indicates superiority and there are certain gestures which are universally popular, particularly the **thumbs up gesture**. Even though, this gesture has different interpretations in different cultures.

Thumbs in general display our sense of dominance and assertiveness and sometimes aggressive and insulting attitudes. It is also interesting to note that thumb gestures are secondary gestures and they are always a part of a cluster, they are never independently read. Thumbs of gesture in most of the cultures means; that the job has been completed nicely; however, the pattern in which this particular gesture is taken up and the interpretations and emphases are also different in different cultures.

In Japan we find that the interpretation is the same; however, one has to stick the thumb up in the air with a clenched fist. Whereas in most of the countries we would find that the fist is never totally clenched. The same gesture which the Japanese used to indicate that everything is good can be treated as an insulting gesture in Arabian countries.

In Australia and Greece, particularly if it is thrust up as a typical hitchhiking gesture; it means an insult. Thumbs are also used to master counting, but whether this is number one or number five depends on the cultural variations, where a child is learning to count.

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Thumbs-Protruding-from-Coat-Pocket:

- This gesture is common to men and women who feel they are in a superior position to others
- Thumbs sometimes protrude from the back pockets as if one is trying to hide the dominant attitude
- In a work environment, the boss will walk around the office in the position
- Pease comments that it is one of Prince Charles' regular gestures and reveals his in control attitude.
- Tramps use it deliberately





Image:
<http://www.thesocialstylist.com/resources/body-language/body.html>



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Thumbs protruding from coat pocket is another very common gesture, which we routinely come across in professional as well as in semi-professional gatherings. This is commonly displayed by those people, who think that they are in a position to command as well as they are somehow superior to others.

Sometimes we would find that people use their back pockets to show their protruding thumbs. It is as if somebody is trying to hide the dominant attitude from others. In a work environment we would always find that it is the boss, who moves around using these type of thumbs, protruding from his coat pocket. If the boss is only if the second person in command may sometimes adopt the same gesture; however never in the presence of the boss.

Pease has commented that it is also one of the regular gestures of Prince Charles, which indicates his superior position as well as the attitude that he is in control of things. Often we come across this gesture deliberately in tramps as well as in petty villains. In these people, we find that it is a deliberate statement to underscore their significance in front of other people.

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- Arms-Folded-with-Thumbs-Pointing-Upwards is a common thumb cluster : a double signal, showing a defensive/negative attitude (folded arms), as well as a superior attitude revealed by thumbs
- The person using this cluster usually gestures with his thumbs when he talks, and rocks on the balls of his feet when standing
- Rubbing the thumb against the index finger or fingertips is used as a money expectancy gesture normally: rubbing a coin between the thumb and fingertips

This gesture should always be avoided by any professional person who deals with clients because it carries negative associations about money (Pease, 130-31)






Image: <http://www.dailymail.co.uk/News/article-2151861/Body-language-explains-secret-meaning-body-language.html>

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Another common thumb cluster is when arms are folded, but thumbs are pointing upwards, this is interpreted as a double signal. It shows a defensive as well as a negative attitude with the help of the folded arms; however, the superior attitude is revealed by the thumbs. The person normally uses this cluster to suggest that he has got a superiority attitude, but at the same time he is feeling defensive or he is trying to create a barrier between himself and others.

If a person is sitting while he or she is adopted this posture, the person normally twiddles with the thumb during talks and if a person is a standing adopting this posture, the person rocks on the balls of his feet. Rubbing the thumb against the index finger or fingertips is used as a money expectancy gesture normally, as if somebody is rubbing a coin between the thumb and the fingertips. But this is a highly negative gesture, because it indicates money with all its negative associations and therefore, people do not like to be associated with this gesture in a public manner.

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Pinch

- Fingers pinched together illustrate the grasping something tiny and delicate
- This can be used with the finger and thumb or may involve more fingers
- The resulting shape is an 'O' which can have many different meanings
- Someone may use this when they want someone to hold or get this idea
- Holding this position out towards others offers them idea and pushing down and beating out the main point holds the idea in place (Liebroder et al.p. 60)





Image:
<https://depositphotos.com/35885959/stock-illustration-finger-pinch.html>



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Minor variations of the pinch or the precision grip, help us to underscore the delicacy of the situation as well as the significance of the argument, which we want to pass on. At the same time, if we are doing it with soft fingers, we find that it is never considered as an arrogant gesture.

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'OK' Sign with thumb and finger

- In the USA it signals that everything is okay
- In Japan it means money
- In France it means zero
- In Scandinavia and parts of central Europe it is regarded as vulgar
- In some countries the okay signal is considered to be rude
- In Russia, Brazil, Turkey and the Mediterranean it has obscene connotations and is a slang (Wainwright & Thompson)



Image:
https://www.123rf.com/photo_11752883_man-portrait-ok-sign-cheerful-studio-notated-on-white-background.html



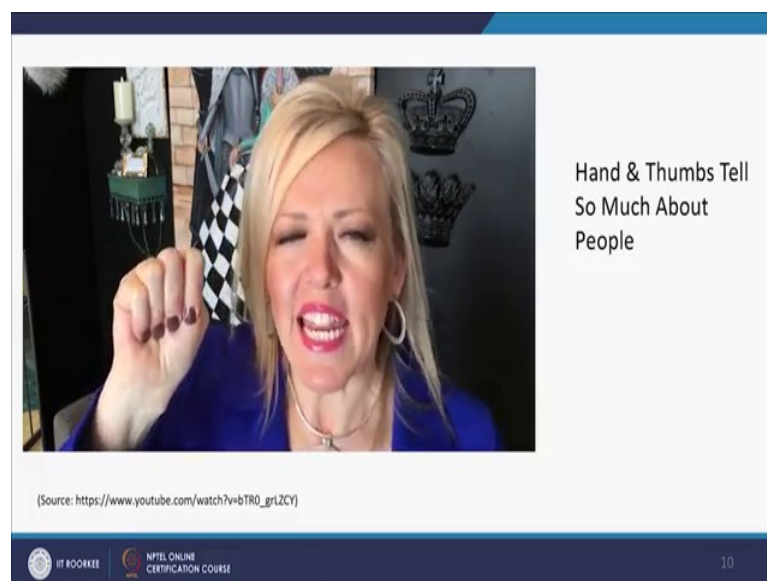
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Another variation is the 'okay' signed, which is made with our thumb and fingers. It is also a gesture, which has got different connotations and cultural associations. In the USA, it signals that everything is 'okay', in Japanese culture it means 'money', in France

it may mean 'zero', in Scandinavia and certain parts of Central Europe it is considered as a vulgar gesture, in some countries it is considered to be a root gesture, in Russia, Brazil, Turkey and the Mediterranean cultures, it is considered to be an obscene gesture. So, one can say that even though the hand movements and finger gestures are almost universal the interpretations of these common gestures are cultural.

In this interesting video, we find that an explanation of the meanings of hand and thumbs is given.

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As hands will tell so much, if you ever see someone with their hand, with their thumb tucked in behind their fingers like this, this is a indicator of something going on inside, the some represents a willpower. When the willpower is being covered up like this, it can be an indicator with the persons feeling insecure, there may be afraid of what is happening next. So, what I like to do is; I like to just be gentle and soft and hopefully they will feel better about themselves.


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Fist Bump

- A fist bump is a gesture similar in meaning to a handshake or high five. Shows equality as knuckles are meeting at the same level - neither bumper has the upper hand. Easily became a way for friends to greet each other
 - In the 2008 presidential campaign, Barack Obama launched a media storm when he nonchalantly fist bumped his wife Michelle
 - Obama's Fist-bump Rocks The Nation!: The Huffington Post exclaimed
- The 1970s Baltimore Bullets guard Fred Carter was an early bumper
 - The modern fist bump perhaps evolved from the high-five in the sports world, says David Givens an anthropologist with the Center for Nonverbal Studies in Spokane, Washington (Fluer)



(Source & Image Fluer)

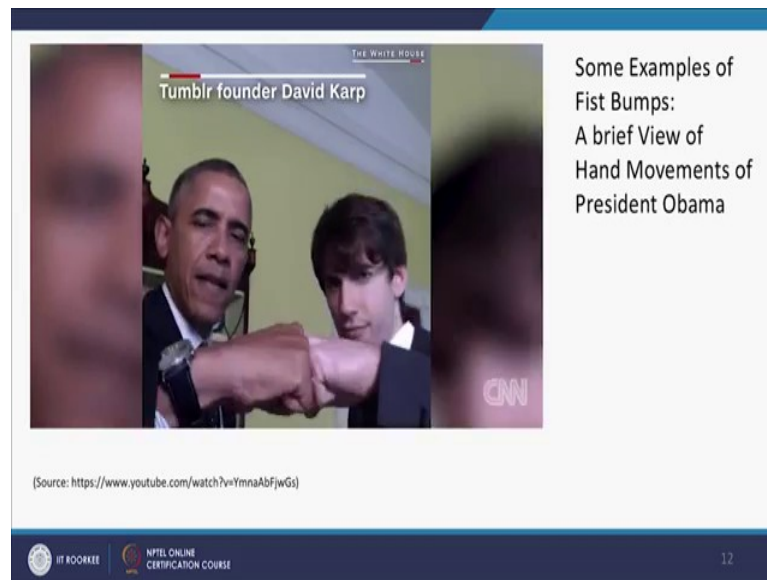


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A particular gesture which has become relatively common, nowadays, is known as a **fist bump**. It is very close to a handshake or the high five gesture. It was popularized in the 2008 presidential campaign by Barack Obama, when he nonchalantly fist bumped his wife Michelle and then it was taken up by the media and the Huffington post had exclaimed that Obama's fist bump rocks the nation as a headline.

So, you would find that the fist bump indicates a sense of equality, because in this unlike the handshake neither bumper has the upper hand and therefore, it has gained popularity among friends to greet each other. After Barack Obama had popularized this fist bump media had started to trace it's origins and he felt that it had originated from the high five of the sports world. They had also noted that the Baltimore bullets guard Fred carter in the 1970's was perhaps an early bumper.

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Some Examples of Fist Bumps:
A brief View of Hand Movements of President Obama

(Source: <https://www.youtube.com/watch?v=YmnaAbfjwGs>)


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This media clip shows certain examples of fist bumps and it is a brief view of the hand movements of former President Barack Obama.


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Pointer

- A pointing index finger indicates direction: Look it's over there
 - Someone who wants to indicate distance may point their finger diagonally upwards, as if firing a rocket
 - The thumb could be used to point at something that is behind or being pulled over the shoulder
- It is considered impolite to point at a person
- Accusations: this includes pointing at others to indicate how they have been hurt or insulted
- Someone who is upset and angry tend to point more
- Pointing a finger at a person while speaking is also an authoritative gesture



[Image: http://websitesmasters.com/resources/book_of_body_language/1.jpg HTML]



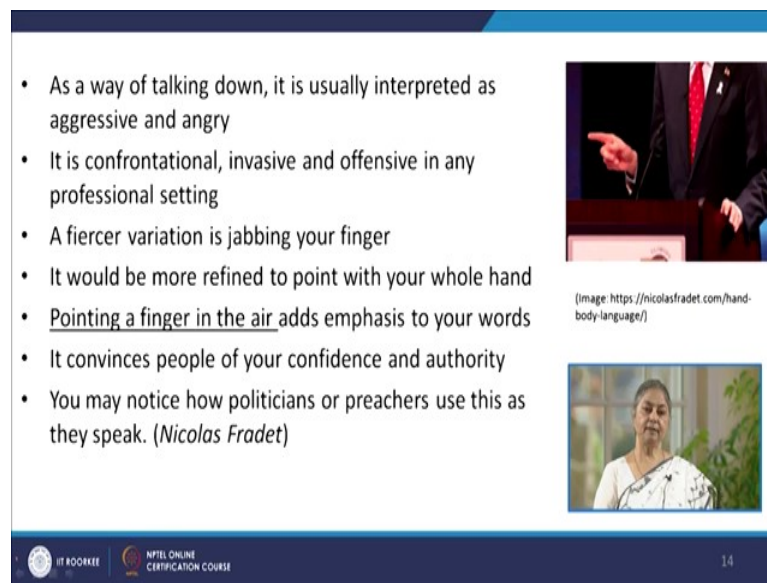
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Another common finger movement, which we come across in our professional settings, is the **pointer**, the finger pointing at certain directions. Initially, we find that the origin of this particular finger movement is innocuous, as if somebody is pointing at certain things in a distance. However, in the sittings of professional communication, it is considered impolite to point at a person. It means that we are accusing the other person by pointing

the finger at him or her. Sometimes we feel that people who have been deeply upset or feel excessive anger often point towards others to indicate how badly they have been hurt or insulted; however, normally it should be avoided.

In some cases we find that it is also associated with a sense of authority, when a person holding a superior position can indicate other people with a finger, without associating the finger pointer with any sense of insult.

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- As a way of talking down, it is usually interpreted as aggressive and angry
- It is confrontational, invasive and offensive in any professional setting
- A fiercer variation is jabbing your finger
- It would be more refined to point with your whole hand
- Pointing a finger in the air adds emphasis to your words
- It convinces people of your confidence and authority
- You may notice how politicians or preachers use this as they speak. (Nicolas Fradet)

(image: <https://nicolasfradet.com/hand-body-language/>)


However, particularly among colleagues, it is seen as a way of talking down, a deliberate insult. It is considered to be confrontational and highly offensive. So, finger pointing should be avoided; however, if because of certain constraints we have to point at certain other person, it would be still appropriate to point at a person using your complete hand, instead of pointing a person using a particular finger.

On the other hand, using your finger as a pointer in the air, as if you are writing something in the air, indicates a sense of confidence and authority. We often find social leaders, political leaders and religious preachers using this particular movement in a very effective manner.

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The Palm-Closed-Finger-Pointed



- The Palm-Closed-Finger-Pointed is a fist where the pointed finger is used like a symbolic club with which the speaker figuratively beats his listeners into submission
 - People find this hand position annoying during conversations since it puts them in a subordinate position



The finger jab, displayed by a stabbing forward motion, is more fierce. The feeling is always the same threatening one with feelings of a personal attack

It can be made less threatening by bringing several fingers together and bending them

A disguised form of this is the finger-and-thumb-pinch, where an imaginary idea is delicately held and offered forward (Liebroder et al. p. 59)



Palmer United Party
"Bringing People Together"

United Party Palmer Unit
People Together ng People

Palmer United Party
"Bringing People Together"

(Image: <https://www.abc.net.au/news/2013-10-24/Ankita-future-of-politics/5041314>)

(Image: <http://www.cornerstonekid.com/foundations/>)

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In public speech situation, we also come across the **palm-closed-finger-pointed** gesture. We would find that when the palm has been closed and the fingers are pointing, but the fist is also there. It is normally like a symbolic club, which the speaker is using to figuratively beat the listeners. People towards whom it is aimed at, feel rather fidgety and annoyed, because they feel that they have been deliberately put in a subordinate position and people are taking advantage of it.

Another variation is known as the finger jab, which is displayed by a stabbing forward motion, which is often pretty fierce. The feeling which the person receives is the feeling of the personal attack and one feels threatened by it. However, if somebody has to use it deliberately as a part of one's speech, as a part of one's presentation to highlight a particular idea for example, then it would be more appropriate to use several fingers together and bending them instead of putting it in a direct jab position.

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Drumming of Fingers

- Due to dense concentrations of nerve endings, fingertips have evolved as *tactile antennae* with which to explore the material world
- When we feel anxious or upset, our hypersensitive pads unthinkingly reach out to stimulate, caress, and console tender areas of the body
- Drumming or tapping the fingers can indicate frustration, boredom or anxiety
- Sales people



[image: http://www.ableton.com/resources/book_of_body_language/hap2.html]



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Another aspect of finger is related with the impatient or nervous drumming with the help of our fingers. Our nerve endings are densely concentrated in our fingertips, and our fingertips have evolved as tactile antennae with which we explore the material world. And therefore, whenever we feel anxious or upset, these fingertips always are simulated and we use them either to touch a surface, to get certain assurance, to caress ourselves, to console ourselves, to while away the time in a very unconscious manner.


So, drumming or tapping the fingers can indicate our frustration, our boredom and anxiety. None of these associations happens to be a positive one. At the same time you would find that, if our fingers are kept busy, we are able to better concentrate on what we have to decide. On the other hand, we find that salespeople have started to use it as a strategy.

The moment you come across a salesperson, you would find that they want to occupy your fingers. The fingers are never empty for a very long time, if you are talking to a good salesperson, they would pass on petty objects in your hands so that you can occupy your hands and focus on what they are saying. Dropping of fingers is always a negative gesture and therefore, it should be avoided in all of our professional settings.


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The Collar Pull

- Desmond Morris was one of the first to discover that lies cause a tingling sensation in the delicate facial and neck tissues, and a rub or scratch was required to satisfy it
 - This not only accounts for why people who are uncertain will scratch their neck, it presents a good explanation as to why some people use the Collar Pull when they lie and suspect they have been caught out
 - It also occurs when a person is feeling angry or frustrated and needs to pull the collar away from his neck to let the cool air circulate
 - When you see someone use this gesture, ask, 'Could you repeat that, please?' or, 'Could you clarify that point, please?' This can cause the would-be deceiver to give the game away (Pease p. 153)
- This gesture while delivering a lecture, or during an interview or group discussion will ruin the image of a person



(image: http://westsidetoastmasters.com/resources/book_of_body_language/chap7.html)





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Similarly, we find that when we bring our hand or our finger across our face, etcetera, it is always an indication of a negativity, of our desire to create a barrier between us and other people an attempt to seek some more time, an attempt to avoid a particular situation. Here, I would like to refer to a research by Desmond Morris, who was the first to discover that lies caused a tingling sensation in the delicate neck and faced issues and often we have an urge to rub or to scratch them so that we can satisfy this itching and therefore, we find that whenever people are uncertain about what they have to say, they scratch their neck. If they are wearing a shirt, you would find that some type, some variation of a collar pull would be there, some scratching of the neck, etcetera would also be there.

Sometimes, it can be associated with other body linguistic gestures, particularly the absence of eye contact or averted eyes, etcetera. If you feel that somebody is talking to you and at the same time using any variation of what is known as the collar pull, it would be a good strategy to ask the person to repeat, whatever he or she has said or to clarify the point. This would cause the speaker to repeat the same idea and perhaps it would bring certain clarity in the dialogue. While delivering a lecture or during any other formal situation, this type of a gesture diminishes the positivity of the speakers image.

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• The Neck Scratch: The index finger - usually of the writing hand - side of the neck below the earlobe

• It signals doubt or uncertainty and is characteristic of the person who says, "I'm not sure I agree"

- It is very noticeable when the verbal language contradicts it, for example, when the person says that he can understand how the other feels, but the Neck Scratch indicates otherwise (Pease p. 153)

Fingers in mouth is an unconscious attempt by the person under pressure to revert to the security of childhood. Most Hand-to-Mouth gestures indicate lying or deception but it is an open cry for reassurance. A calm assurance should help during dialogue

Image: <https://springology.wordpress.com/2011/09/18/symbolism-of-body-language/>

Image: https://www.studymasters.com/resources/book_of_body_language/page7.html

Image: https://www.studymasters.com/resources/book_of_body_language/page7.html

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Similarly, we find that the neck is scratch is another variation of this defensive gestures. It also signals certain uncertainty and we can almost hear a person saying oh, I am not sure whether I agree with it. Sometimes we find that verbally a person may contradict it, a person may say oh, I understand very well your situation, using the neck scratch, but then we can easily understand that the person is not truthful in this statement.

Sometimes our finger movements can be very revealing. For example, fingers in mouth is an unconscious attempt by the person, who is finding himself under tremendous pressure to revert to the security of a childhood. Even though, most hand to mouth gestures indicate some type of a deception, some type of a lying, some type of a desire, to buy time or to avoid the situation, but this finger in mouth gesture is an open cry for reassurance. In this dialogue the best strategy to remain cool and assuring towards the other person.

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Offensive Finger Gesture



1. Sign of the devil to some people
Showing this American football gesture is a jailable offence in Italy

2. Sign of the devil to some people
Showing this American football gesture is a jailable offence in Italy

3. Beckoning at someone in the Philippines is offensive. It is reserved for dogs.


(Source 1 AND 2. http://westsidetostmasters.com/resources/book_of_body_language/chap5.html
3. <https://www.scoopwhoop.com/world/indian-gestures/#fozqrg90d>)



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Similarly, we find that there are certain gestures, which are considered to be offensive either universally or in some particular countries only. For example the first sign is considered to be the sign of the devil in certain segments of the societies. The second gesture if used in Italy is considered to be offensive and as some researchers suggest, it can be a jailable offense also. The third gesture which is beckoning at someone, which is considered to be an innocent and innocuous gesture, in most of the cultures is considered to be highly offensive, in Philippines, this is a gesture which is reserved for dogs in the society.

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"OK"
"Good"

actually
666

Fingers crossed indicate hope because they form a rough crucifix
Inspecting fingernails indicates boredom and disinterest
Fluttering fingers may indicate uncertainty
Fidgeting fingers may indicate boredom or tension
Such gestures should be avoided, especially in a workplace


(Source: <https://www.youtube.com/watch?v=on-hj7jgTs>)

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At the same time we find that there are certain other common variations of finger movements. Crossed fingers indicate hope, because somehow they form a rough image of the crucifix. If someone inspects the fingernails, it suggests negativity and then we can understand, it as a boredom or disinterest or lack of confidence, etcetera. Fluttering and drumming fingers indicate uncertainty. Fidgeting fingers also indicate boredom and tension and these gestures should be avoided particularly in a workplace in a formal setting. In the ensuing video we look further at certain illustrations and associations of commonly found finger gestures.

This hand gesture is commonly known as the hand sign, for when something is good, but in reality it has been popularized, because of it is more sinister understanding in esoteric circles.

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Exoteric


Fingers crossed indicate hope because they form a rough crucifix
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(Source: <https://www.youtube.com/watch?v=on-hjh7jgTs>)

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Esoteric

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What is esoteric? Well, esoteric is most basic and common knowledge. The basic information that is accessible to anyone. Is a esoteric knowledge on the other hand; is no widely known and it is mostly a hidden understanding. Is exoteric symbolisms and signs is what the elite use.

It helps them to give messages to each other and letting people know their affiliations. If we can understand the symbolisms and what they really mean we can better understand their satanic agenda. For instance this hand sign is a satanic sign meaning 666 to show others and allegiance with sign.

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"The Peace Sign"
"V for Victory"


Fingers crossed indicate hope because they form a rough crucifix
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(Source: <https://www.youtube.com/watch?v=on-hj7jgTs>)

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This symbol here is mostly white known as the peace sign, but sometimes people say it means V for victory; also it does connect to signism.

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The Hebrew Alphabet

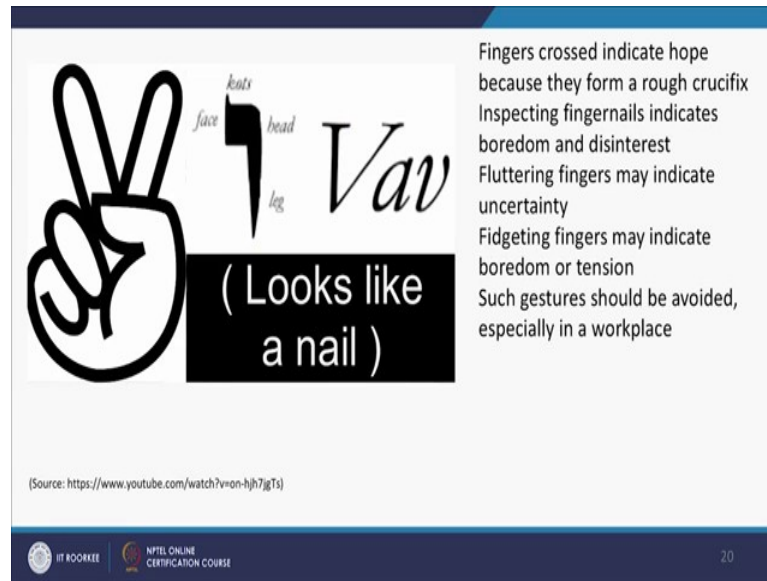
ו hey dalet gimel bet
ל כד י ט ח

Fingers crossed indicate hope because they form a rough crucifix
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(Source: <https://www.youtube.com/watch?v=on-hj7jgTs>)

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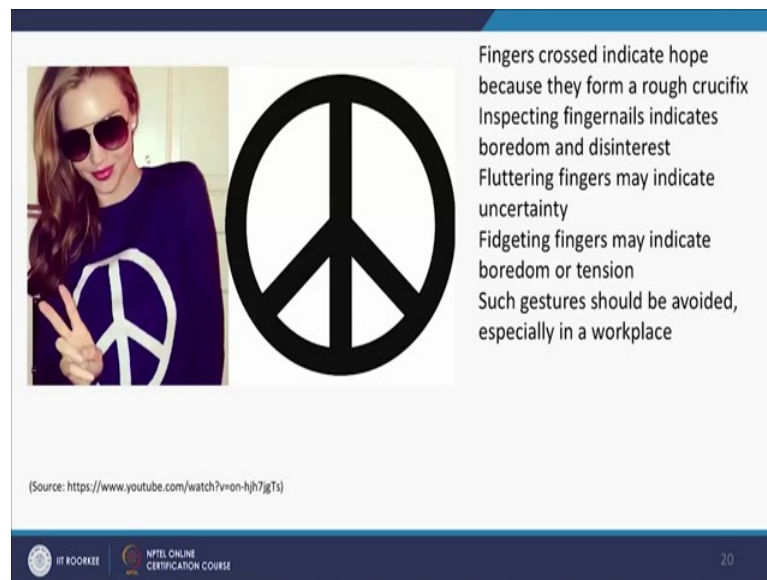
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The slide features a hand gesture with the index and middle fingers crossed, forming a 'V' shape. To the right, a diagram shows a human figure with labels: 'face' pointing to the head, 'knots' pointing to the neck, 'head' pointing to the top of the head, and 'leg' pointing to the lower leg. Next to this is the Hebrew letter 'Vav' in a stylized font. Below the hand gesture is a black box with white text that reads '(Looks like a nail)'. To the right of the diagram and letter is a list of interpretations: 'Fingers crossed indicate hope because they form a rough crucifix', 'Inspecting fingernails indicates boredom and disinterest', 'Fluttering fingers may indicate uncertainty', and 'Fidgeting fingers may indicate boredom or tension'. A final line states 'Such gestures should be avoided, especially in a workplace'. At the bottom left, there is a source link: '(Source: <https://www.youtube.com/watch?v=on-hjh7jgTs>)'. The footer contains the logos for 'IIT ROORKEE' and 'NPTEL ONLINE CERTIFICATION COURSE', and the page number '20'.



The meaning for the Hebrew letter for V is nail. Now, nail is one of the secret titles of sign within the brotherhood of signism. Sign is letting us know, this is one of his favorite signs.

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The slide features a photograph of a woman with long brown hair wearing sunglasses and a purple top, making a peace sign gesture. To her right is a large black peace symbol. The text on the right side of the slide is identical to the previous slide: 'Fingers crossed indicate hope because they form a rough crucifix', 'Inspecting fingernails indicates boredom and disinterest', 'Fluttering fingers may indicate uncertainty', 'Fidgeting fingers may indicate boredom or tension', and 'Such gestures should be avoided, especially in a workplace'. At the bottom left, there is a source link: '(Source: <https://www.youtube.com/watch?v=on-hjh7jgTs>)'. The footer contains the logos for 'IIT ROORKEE' and 'NPTEL ONLINE CERTIFICATION COURSE', and the page number '20'.

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Fingers crossed indicate hope because they form a rough crucifix
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Such gestures should be avoided, especially in a workplace


(Source: <https://www.youtube.com/watch?v=on-hj7jgTs>)

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Much like this symbol here is widely known as the peace sign, but does not really mean peace, because if you look at this part here, it is really an upside down broken cross which kind of looks like a crow's foot. It is the symbolism of the, have you ever wondered, why it is rude to point at somebody? Maybe it is, because in ancient days, this forefinger was regarded as venomous and even in present times it is rude to point especially, with this finger. Pointing the finger away from the body is known in occult circles as the sign of faith, while pointing upwards is the sign of persuasion. The middle finger salute, everybody knows that pointing this finger at somebody is really rude.



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- **The Mouth Cover:** Hand covers the mouth as the brain sub-consciously instructs it to try to suppress the deceitful words that are being said
- Sometimes this gesture might only be several fingers over the mouth or even a closed fist, but its meaning remains the same



Sometimes the **Nose Touch** can be several quick rubs below the nose or it may be one quick, almost imperceptible nose touch

'Pinocchio Effect': Scientists at the Smell and Taste Treatment and Research Foundation in Chicago found that when we lie, chemicals known as catecholamines are released, causing tissue inside the nose to swell, increase in blood pressure



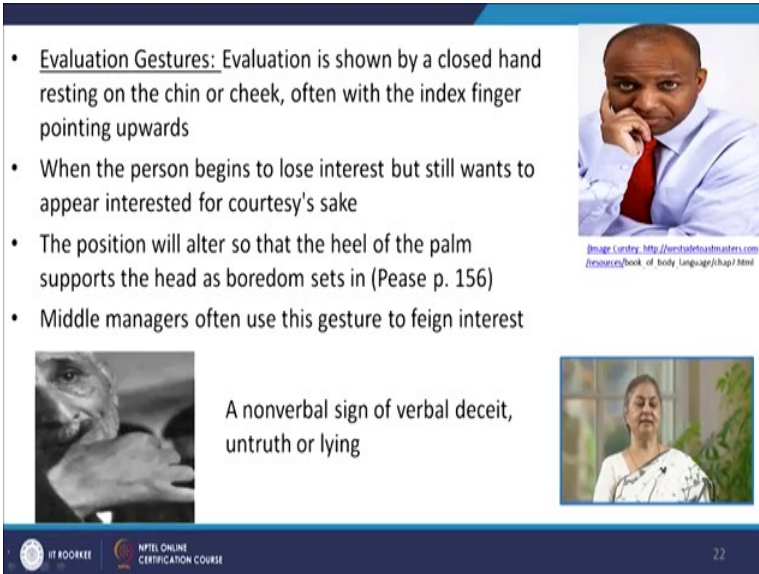
(Source: <http://indiaobserver.com/news/psychology-of-body-language-4.html>)

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In brief, we can say that different types of gestures, which we use to cover over mouth or face normally, indicate either negativity or defense. The mouth cover is one of them which can be done using a single finger or several fingers; similarly, nose touch, which we can use either with the help of several quick rubs or maybe one quick almost imperceptible rub. These indicate a desire to avoid it may be associated with a lie, it may be associated with anger, it may be associated with feeling shame faced in a situation, but definitely, they do not communicate a positivity.

In fact, nose touch is often associated with what is commonly known as the Pinocchio effect. Scientists have found out that when a person lies, certain chemicals are released and they cause the tissues inside the nose to swell and therefore, when a person is lying or when a person is feeling tremendous stress, there is an inner urge to rub the nose.

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- **Evaluation Gestures:** Evaluation is shown by a closed hand resting on the chin or cheek, often with the index finger pointing upwards
- When the person begins to lose interest but still wants to appear interested for courtesy's sake
- The position will alter so that the heel of the palm supports the head as boredom sets in (Pease p. 156)
- Middle managers often use this gesture to feign interest

A nonverbal sign of verbal deceit, untruth or lying

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Similarly, we find that hand to face gestures are associated with evaluation. Evaluation is showed by a closed hand, resting on the chin or cheek often with the index finger pointing upwards.



Similarly, when the person begins to lose interest, but still wants to come across as feeling interested, then the position would alter and the person would start feeling some support on the heel of the palm. Middle managers often use this gesture or it's variations to come across as people who are actually interested in listening to a day-to-day talk of several employees. Similarly, we find if the hands have moved across the mouth, head is

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- The Ear Rub is, in effect, an attempt by the listener to 'hear no evil' in trying to block the words by putting the hand around or over the ear
 - This is the sophisticated adult version of the hands-over-both-ears gesture used by the young child
- Other variations: rubbing the back of the ear, pulling at the earlobe or bending the entire ear forward to cover the earhole. The last gesture is a signal that the person has heard enough or may want to speak

The Eye Rub is the brain's attempt to block out the deceit, doubt or lie that it sees or to avoid having to look at the face of the person to whom he is telling a lie

Vigorously rubbing the eyes, looking away, looking at the ceiling to avoid a listener's gaze



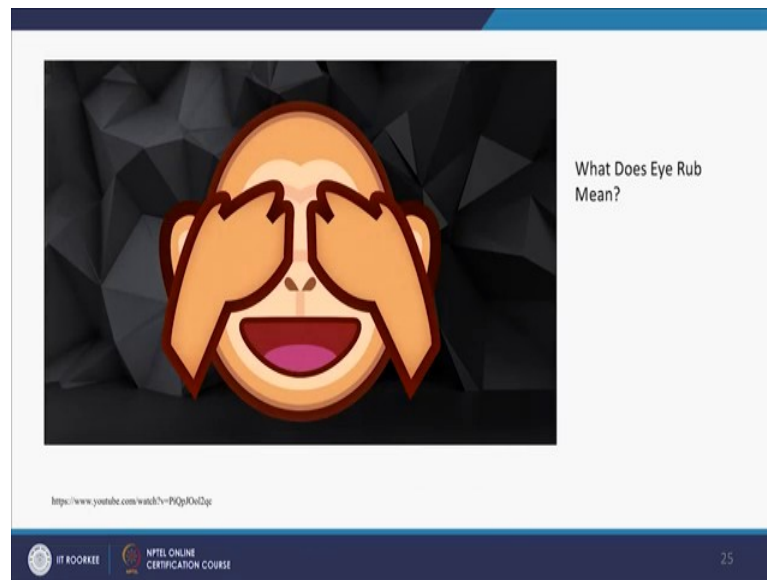
(Image: <https://www.eyes.com/2014/11/18/stop-rubbing-eyes/>) (Source: <https://www.infobix.com/body-language/hand-to-face-gestures/>)

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We have talked about several variations of the defensive touches, in which our hand and finger moves across our face. The ear rub is also a variation of it. The ear rub is an attempt to avoid the words of the speaker. This is a sophisticated adult version of the hands over both ears gesture, used by those children who are being represented by some adult rubbing the back of the ear, pulling at the earlobe or bending the entire ear forward, suggest the person does not want to listen to what is being said and at the same time is looking for certain excuses, which can be passed on.

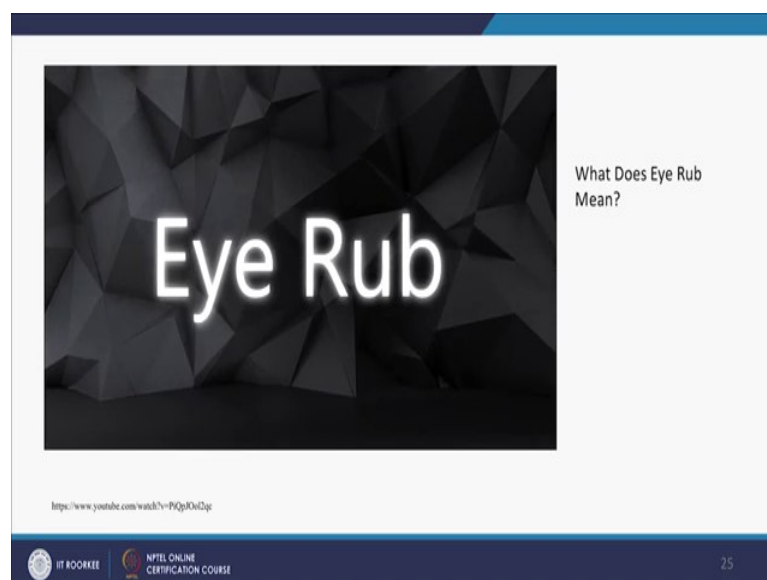
The eye rub is also an attempt to block out the deceit or doubt. Vigorously rubbing the eyes or looking away or looking at the ceiling to avoid the listeners gaze is also adopted by those people who are trying to put across a lie. So, we see that in all these clusters of hand and finger movements across our face, the suggestion of negativity barriers and defense is related. In order to find out the exact meaning we have to rely on certain other messages by verbal as well as non-verbal communication. This is an interesting video, which tells us about the possible interpretations of the eye rub.

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younger did you ever cover your eyes, when you saw something that you did not like or that what is disgusting or gross or scary, who knows, but you covered your eyes. Well, as it turns out that responds that ingrained response to cover and shield your eyes from something that you do not like sticks with you all the way through to adulthood and it comes out and something known as the eye rub.

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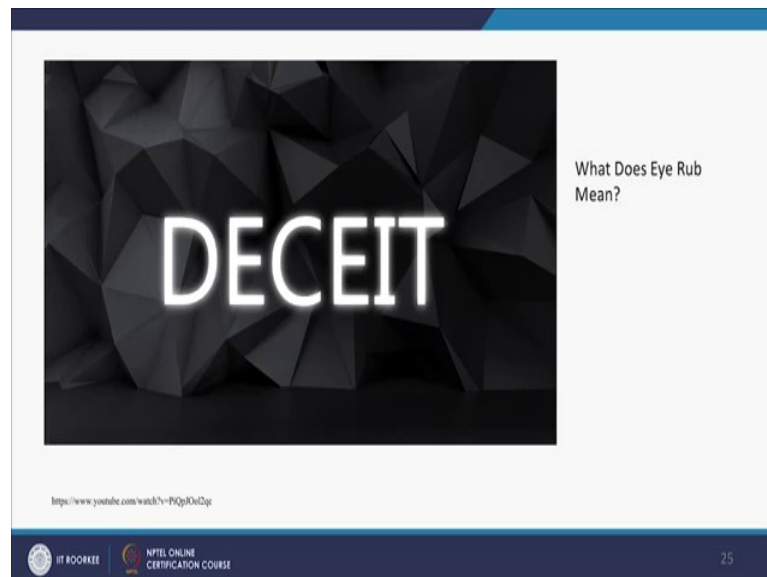


So, it is a little bit more diluted than the full out covering of your eyes. Now, when somebody is lying to you, their natural response is to cover their eyes to something that

they do not like. So, say they are lying to a person, they do not want to look at that person as they are lying to them, because it feels bad and it feels gross and it feels wrong. So, they do something known as the eye rub.

This comes across and guys a little bit more prominently than in girls. So, guys we will, we will do a full on eye rub whereas, girls might do something to where they lightly touched underneath their eye or something like that. Now, this could be for different reasons, either one it is been oddly ingrained in the culture that ladies are supposed to react a lot more subdued to stuff or it could be something just.

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So, logical as they do not want to smudge their makeup, there is something along the lines of that, but the eye rub is yet another sign of deceit that you can look out for. Now, once again make sure you keep in mind that you are supposed to observing.

I would conclude my discussion of hands and fingers here. In the next module, I would take up the movement of the feet and sitting postures.

Thank you.