

# BASELINES

[POTENTIALLY SIGNIFICANT TRANSIENT CHANGES IN BASIC BEHAVIOUR]

FOCUS OF ATTENTION	CHANGE AND TYPICAL CAUSATION
<b>B</b>	<p><b>Blink rate</b> <b>Blood vessels</b> [neck] <b>Blushing</b> <b>Body shift</b></p> <p><b>Breathing</b></p> <p><b>Brow</b></p> <p>Increases [= e.g. intense emotion; frustration; anger; hostility]. Swelling [= e.g. intense emotion; frustration; anger; hostility]. [= e.g. intense emotion; frustration; anger; hostility]. Orientation in sitting position to an angle away from direct view [= terminating the topic] <i>Common parallel behaviour</i> Gaze aversion; pushing chair backwards; refusing to say anything else. Increased rate; shallow; difficulty in breathing [= e.g. intense emotion; frustration; anger; hostility]. Creasing ('omega') [= e.g. perplexity; disapproval; difficulty in remembering detail].</p>
<b>A</b>	<p><b>Adaptors</b> [self-grooming; 'lint' picking; manipulating an item]</p> <p>Increase in most people; decrease in some people [= e.g. intense emotion; frustration; anger; hostility].</p>
<b>S</b>	<p><b>Shaking</b> <b>Sighing</b></p> <p><b>Sniffing</b> <b>Swallowing</b> <b>Sweating</b></p> <p>Body; limbs; hands [= e.g. intense emotion; frustration; anger; hostility]. Emission of deep, audible breath [= e.g. fatigue; impatience; growing frustration, annoyance or emotion]. <i>Common parallel behaviour</i> 'Glistening' in nostril/lip area. Movement of throat/gullet [= dryness of mouth throat due to intense arousal]. Brow; armpits; hands [= e.g. intense emotion; frustration; anger; hostility].</p>
<b>E</b>	<p><b>Eyes</b> <b>Gaze</b></p> <p><b>Pupils</b> <b>Tearfulness</b> <b>Eyebrows</b></p> <ul style="list-style-type: none"> <li>• Upwards; sideways [= "buying" thinking time - accessing material from memory].</li> <li>• Downwards [= e.g. strong emotion; "inner dialogue" <b>DON'T interrupt.</b>].</li> <li>• Fixed – glaring or glowering [= e.g. dislike; frustration; anger; hostility].</li> <li>• Aversion [= e.g. embarrassment; shame; guilt].</li> <li>• Covering eyes [= e.g. embarrassment; shame; guilt].</li> </ul> <p><i>Common parallel behaviour</i> Failure to respond [= rejecting the 'talking turn']. Constriction [e.g. intense emotion; frustration; anger; hostility]. 'Glistening'; actual tears [= e.g. distress]. 'Flashes' [= e.g. surprise; alarm; disapproval].</p>
<b>L</b>	<p><b>Laughter</b></p> <p><b>Limbs</b></p> <p><b>Lips</b></p> <p>Inappropriate relative to topic [= e.g. anxiety, embarrassment, shame, guilt]. <i>Common parallel behaviour</i> Smiling. Leakage, i.e. movement of legs, feet, arms, hands [= e.g. intense emotion; frustration; anger; hostility]. Biting, licking, tightening, trembling [= e.g. anxiety, embarrassment, shame, anger, guilt]</p>
<b>I</b>	<p><b>Illustrators</b> [demonstrative/emphatic this hand/finger movements]</p> <p>Decrease in most people; increase in some people [= e.g. intense emotion; frustration; anger; hostility].</p>
<b>N</b>	<p><b>Nods</b> [= non-vocal 'guggles']</p> <p>Increase or decrease [= e.g. intense emotion; frustration; anger; hostility].</p>
<b>E</b>	<p><b>Expressiveness</b></p> <ul style="list-style-type: none"> <li>• <b>Words</b></li> <li>• <b>Speech pattern</b></li> <li>• <b>'Tone of voice'</b></li> </ul> <p>Increase or decrease [= e.g. intense emotion; frustration; anger; hostility]. Dysfluency, i.e. difficulty saying words [= e.g. intense emotion; frustration; anger]. <b>RSVP</b> [= <b>R</b>hythm; <b>S</b>peed; <b>V</b>olume; <b>P</b>itch] changes [= e.g. intense emotion; embarrassment; shame; guilt; frustration; anger; hostility].</p>
<b>S</b>	<p><b>Silence</b> [= protracted pause]</p> <p><b>Smiling</b> <b>Sneering</b></p> <p><b>Space</b></p> <ul style="list-style-type: none"> <li>• Before/during 'talking turn' [= e.g. difficulty marshalling thoughts; intense emotion].</li> <li>• Failure to respond, i.e. rejecting the 'talking turn' [= e.g. intense emotion; hostility].</li> </ul> <p>Inappropriate relative to topic [= e.g. anxiety, embarrassment, shame, guilt]. Derisive smiling; may occur prior to/when speaking as an extremely fast upward movement of the side of the upper lip, before a change to a 'normal' smile [= e.g. disdain, insincerity, deception]. Pushing chair backwards - disengaging' by increasing distance [= e.g. intense emotion; frustration; anger; hostility]. <i>Common parallel behaviour</i> Gaze aversion; body shift; refusing to say anything else.</p>

**NOTE:**

1. **DON'T** try to learn BASELINES indicators by rote.
2. Develop your awareness and skill gradually: consciously observe behaviour in everyday exchanges, in TV interviews, plays, quiz shows, and films.