

BASELINES

[POTENTIALLY SIGNIFICANT TRANSIENT CHANGES IN BASIC BEHAVIOUR]

FOCUS OF ATTENTION	CHANGE AND TYPICAL CAUSATION
B	<p>Blink rate Blood vessels [neck] Blushing Body shift</p> <p>Breathing</p> <p>Brow</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>
A	<p>Adaptors [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>
S	<p>Shaking Sighing</p> <p>Sniffing Swallowing Sweating</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>
E	<p>Eyes Gaze</p> <p>Pupils Tearfulness Eyebrows</p> <ul style="list-style-type: none"> • Upwards; sideways [= "buying" thinking time - accessing material from memory]. • Downwards [= e.g. strong emotion; "inner dialogue" DON'T interrupt.]. • Fixed – glaring or glowering [= e.g. dislike; frustration; anger; hostility]. • Aversion [= e.g. embarrassment; shame; guilt]. • Covering eyes [= e.g. embarrassment; shame; guilt]. <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>
L	<p>Laughter</p> <p>Limbs</p> <p>Lips</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>
I	<p>Illustrators [demonstrative/emphatic this hand/finger movements]</p> <p>Decrease in most people; increase in some people [= e.g. intense emotion; frustration; anger; hostility].</p>
N	<p>Nods [= non-vocal 'guggles']</p> <p>Increase or decrease [= e.g. intense emotion; frustration; anger; hostility].</p>
E	<p>Expressiveness</p> <ul style="list-style-type: none"> • Words • Speech pattern • 'Tone of voice' <p>Increase or decrease [= e.g. intense emotion; frustration; anger; hostility]. Dysfluency, i.e. difficulty saying words [= e.g. intense emotion; frustration; anger]. RSVP [= Rhythm; Speed; Volume; Pitch] changes [= e.g. intense emotion; embarrassment; shame; guilt; frustration; anger; hostility].</p>
S	<p>Silence [= protracted pause]</p> <p>Smiling Sneering</p> <p>Space</p> <ul style="list-style-type: none"> • Before/during 'talking turn' [= e.g. difficulty marshalling thoughts; intense emotion]. • Failure to respond, i.e. rejecting the 'talking turn' [= e.g. intense emotion; hostility]. <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.