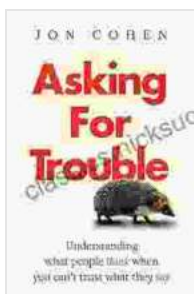


Understanding What People Think When You Can't Trust What They Say

Trust is a fundamental element of any healthy relationship, whether it's personal or professional. When we trust someone, we believe that they will be honest with us, keep our secrets, and have our best interests at heart. However, there are times when we may have to interact with people who we can't trust. This can be a difficult situation, but it's important to be able to understand what people are thinking when you can't trust what they say.

Body Language

One of the best ways to understand what someone is thinking is to pay attention to their body language. Body language can tell us a lot about a person's emotions and intentions, even if they're trying to hide them. For example, if someone is fidgeting, avoiding eye contact, or crossing their arms, it may be a sign that they're uncomfortable or untrustworthy.



Asking For Trouble: Understanding what people think when you can't trust what they say by Jon Cohen

★★★★☆ 4.8 out of 5

Language	: English
File size	: 3242 KB
Text-to-Speech	: Enabled
Screen Reader	: Supported
Enhanced typesetting	: Enabled
X-Ray	: Enabled
Word Wise	: Enabled
Print length	: 220 pages
Lending	: Enabled



Here are some specific body language cues to look for:

- **Fidgeting:** Fidgeting can be a sign of nervousness or anxiety. It can also be a sign that someone is trying to hide something.
- **Avoiding eye contact:** Avoiding eye contact can be a sign of dishonesty or guilt. It can also be a sign that someone is uncomfortable or shy.
- **Crossing arms:** Crossing arms can be a sign of defensiveness or hostility. It can also be a sign that someone is trying to close themselves off from you.
- **Touching face:** Touching the face can be a sign of nervousness or anxiety. It can also be a sign that someone is lying.
- **Smiling:** Smiling can be a sign of happiness or friendliness. However, it can also be a sign that someone is trying to hide their true emotions.

Tone of Voice

Another important thing to pay attention to is the tone of voice. The tone of voice can tell us a lot about a person's emotions and intentions, even if they're trying to hide them. For example, if someone is speaking in a monotone voice, it may be a sign that they're bored or disinterested. If they're speaking in a high-pitched voice, it may be a sign that they're excited or anxious.

Here are some specific tone of voice cues to look for:

- **Monotone:** A monotone voice can be a sign of boredom or disinterest. It can also be a sign that someone is trying to hide their true emotions.
- **High-pitched:** A high-pitched voice can be a sign of excitement or anxiety. It can also be a sign that someone is trying to make themselves sound more innocent or vulnerable.
- **Low-pitched:** A low-pitched voice can be a sign of authority or confidence. It can also be a sign that someone is trying to make themselves sound more intimidating.
- **Fast:** A fast speaking rate can be a sign of nervousness or anxiety. It can also be a sign that someone is trying to get rid of you.
- **Slow:** A slow speaking rate can be a sign of boredom or disinterest. It can also be a sign that someone is trying to make themselves sound more thoughtful or deliberative.

Words

Of course, the words that someone says can also tell us a lot about what they're thinking. However, it's important to remember that words can be misleading. People can say one thing but mean another. They can also lie or exaggerate. That's why it's important to pay attention to the other cues, such as body language and tone of voice, to get a better understanding of what someone is really thinking.

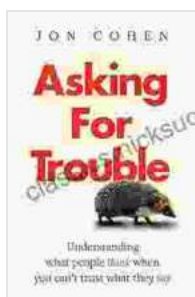
Here are some specific verbal cues to look for:

- **Contradictions:** If someone says one thing but does another, it may be a sign that they're not being honest.

- **Vague language:** Vague language can be used to avoid giving a straight answer. It can also be used to make something sound more important or impressive than it really is.
- **Exaggerations:** Exaggerations can be used to make something sound more dramatic or important than it really is. They can also be used to make someone look better or worse.
- **Lies:** Lies are intentional falsehoods. They can be told for a variety of reasons, such as to avoid getting into trouble, to make someone look good, or to hurt someone.

Understanding what people think when you can't trust what they say can be a difficult challenge. However, by paying attention to body language, tone of voice, and words, you can get a better understanding of what someone is really thinking. This can help you to make better decisions about whether or not to trust someone.

Remember, trust is a two-way street. It's important to be honest and trustworthy yourself if you want others to trust you.



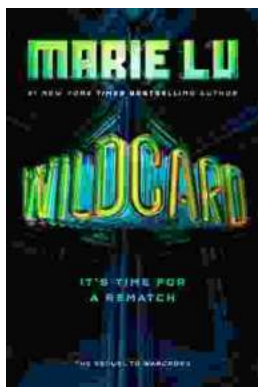
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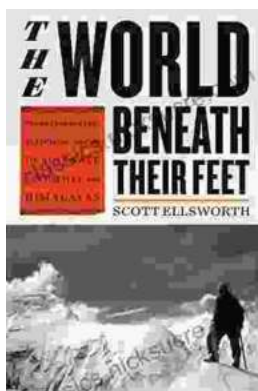
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