

Mastering Body Language in
Storytelling
(And Lies 101)

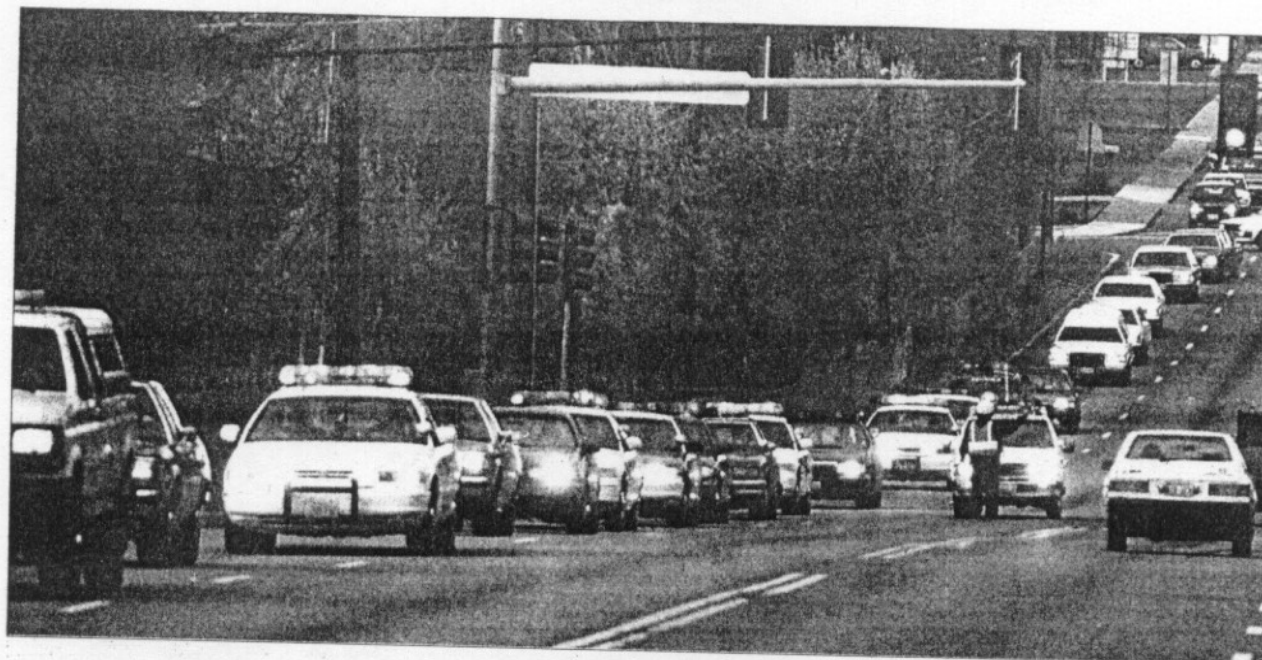


By
Carrie Stuart Parks





A test of faith



After the service at St. Thomas More Catholic Church, Patty DiBartolo's funeral procession heads to Holy Cross Cemetery.

Colin Mulvaney/The Spokesman-Review

Community mourns murdered mother

**Law officers
from across
state join
family and
friends at
funeral for
Patty DiBartolo**

By Julie Sullivan
Staff writer

First came friends from Medical Lake, then colleagues from Telco Credit Union, then crisp, uniformed pairs of sheriff's deputies from Snohomish, Skagit, Lincoln, Pierce and Spokane counties until more than 550 people filled St. Thomas More Catholic Church Friday.

Finally came the children of Patty DiBartolo, ages 9 to 20, who walked with their father

Inside

■ More leads in the murder case/B4

before their mother's casket.

"Why do bad things happen to good people?" asked the Rev. Tom Mele. For the answer he looked to Job, whose comfort was his faith.

"It doesn't necessarily explain random violence, but it's the only thing we can hang on to

that gives us any sanity," Mele said.

At a funeral Mass in which men wept and strangers handed Kleenex across the aisles, the slain mother of five was remembered.

DiBartolo, a loan officer and computer banking expert at Telco, was shot Saturday while walking with her husband, Deputy Tom DiBartolo, at Lincoln Park. She was 39.

The credit union where she earned a reputation for being a workaholic closed mid-



DiBartolo

Continued: DiBartolo/A6




~~~~~

- Personal
- Deception
- Lies
- Concealed information
- Writing
- What does law enforcement look for?
- How do you write it?





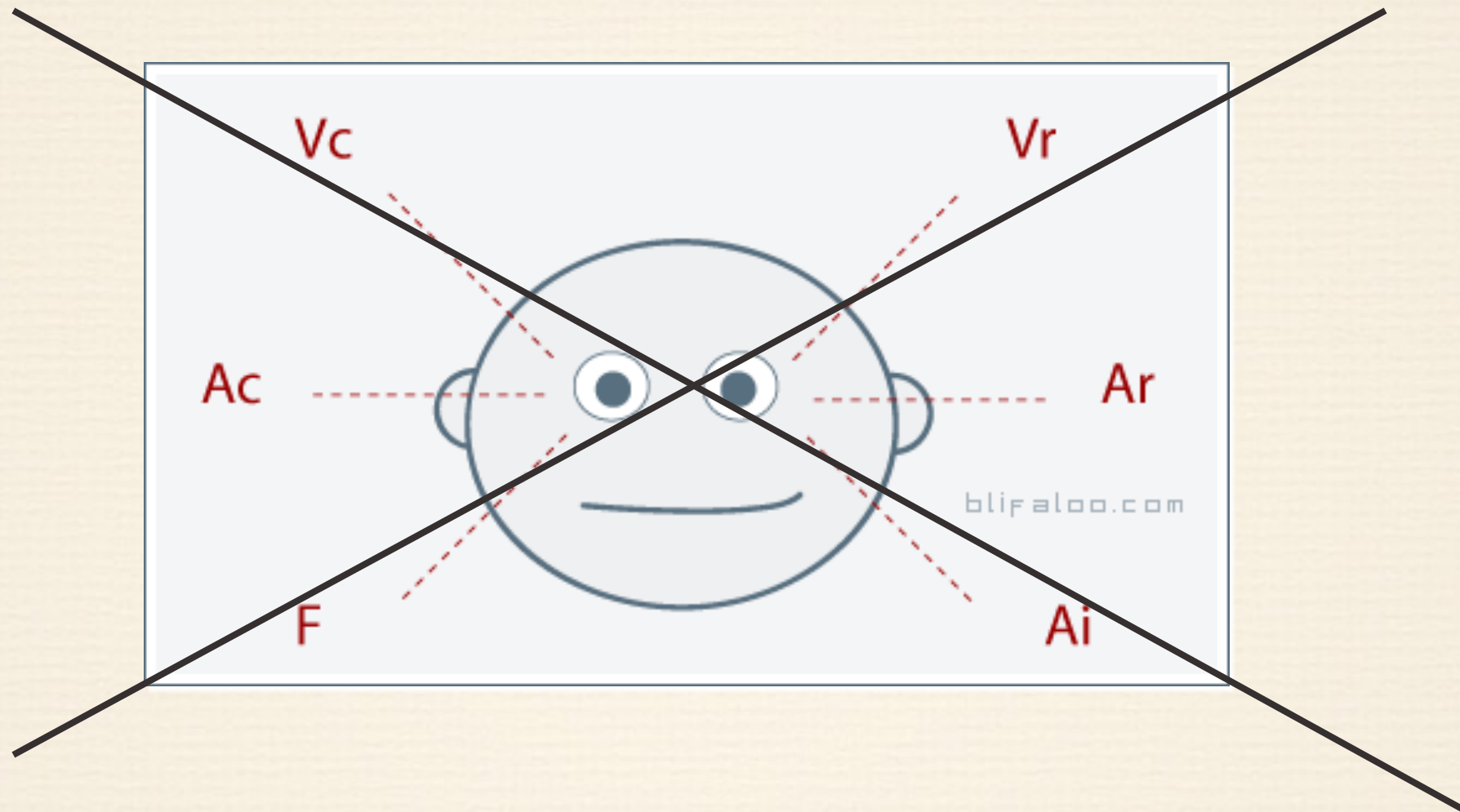
# Lies and Deception

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- ❖ Neurolinguistic Programming
- ❖ Micro expressions
- ❖ Physical clues
- ❖ Written clues
- ❖ Verbal clues

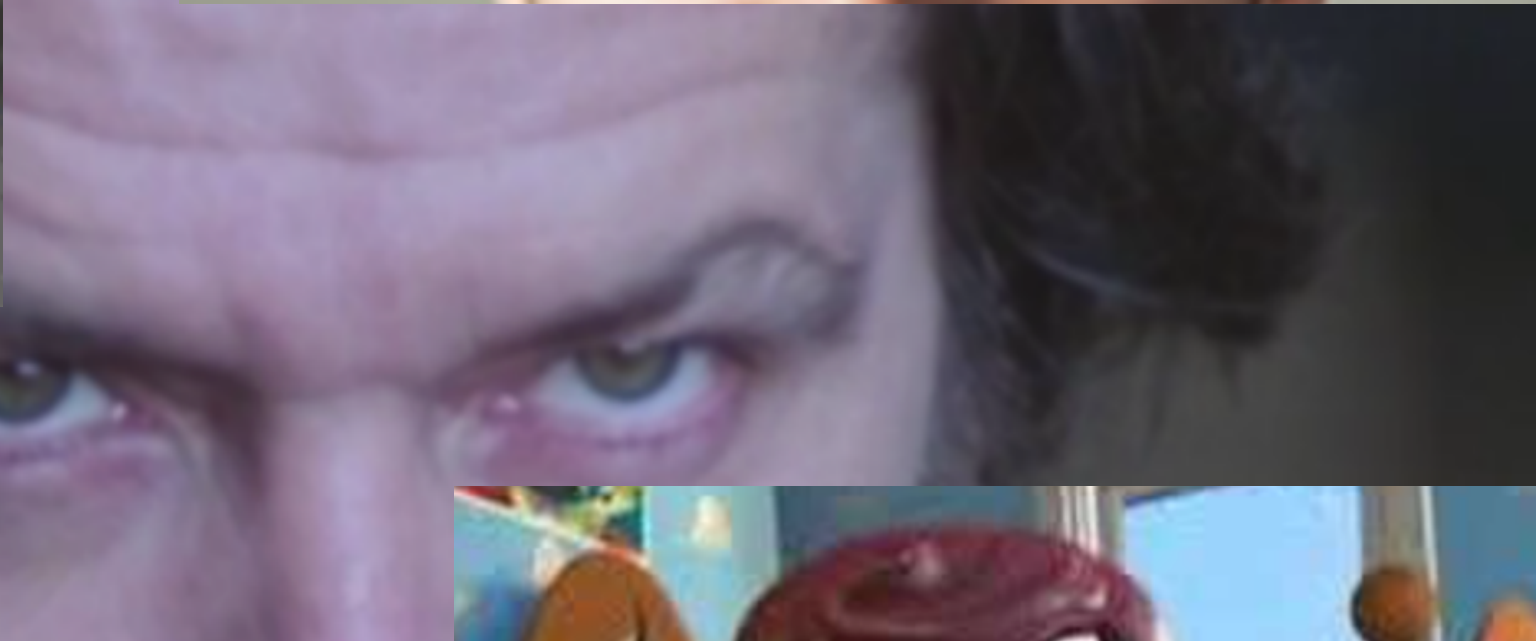


# Neurolinguistic Programming



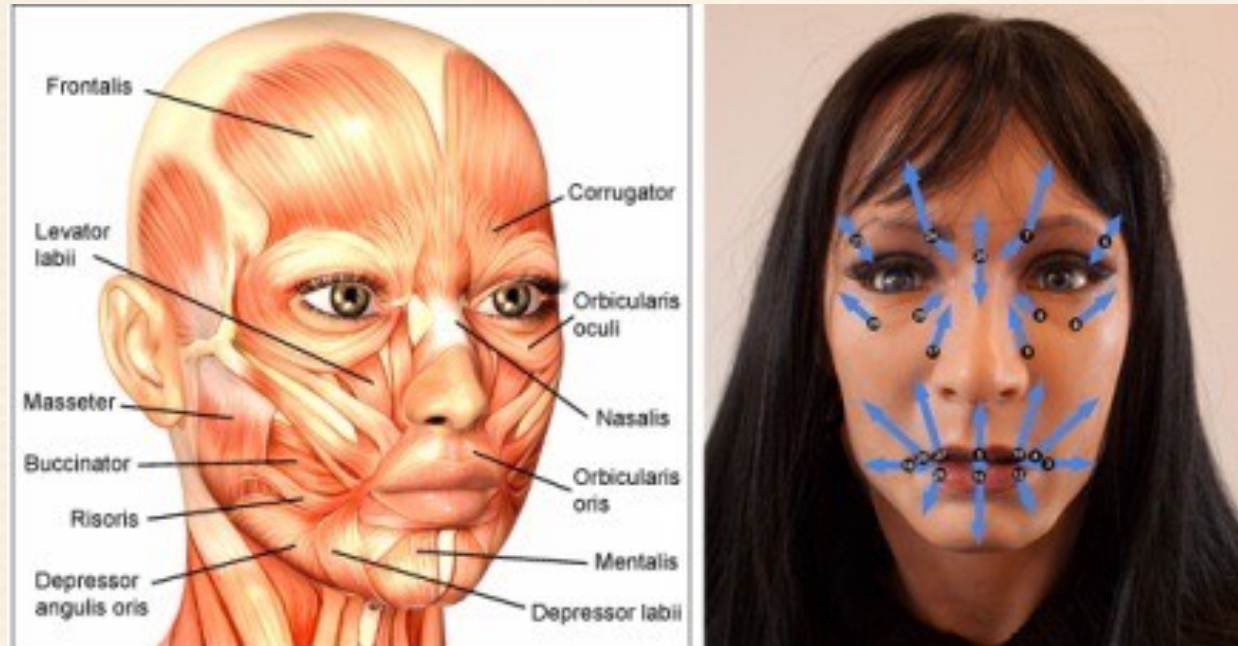
- Practice.
- Normally organized right handed person.
- Staring into someone's eyes.







# Micro expressions



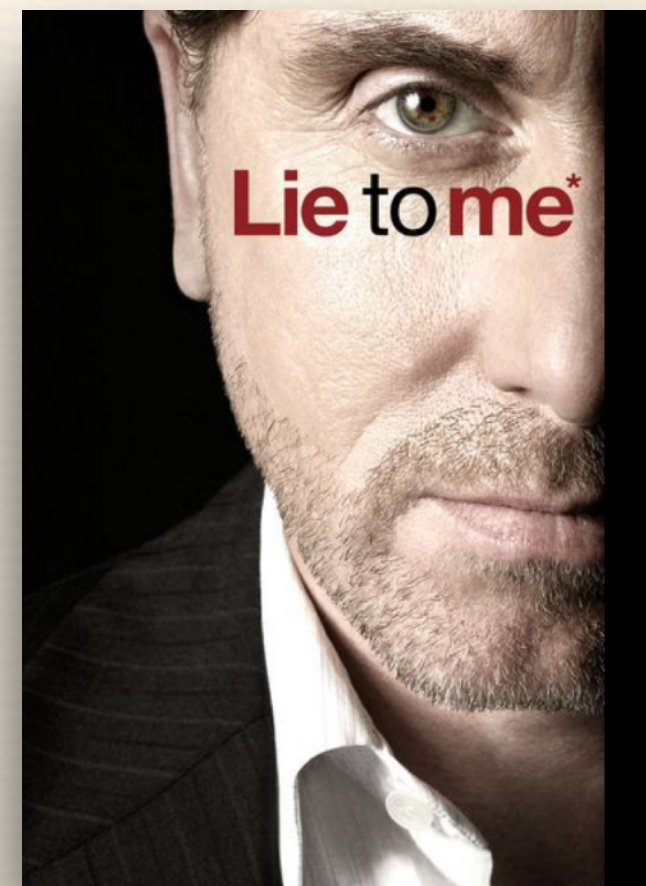
- Practice.
- Record and play back in slow motion.



# Micro expressions

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- Expert.
- Watching on video.





# Physical Signs of Deception

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## Overview

- Up to 2/3 of human communication comes from non-verbal behavior.
- Body language/Kinesic/Physical.





# Crossing

Figure 1. Crossing the arms in a deceptive interaction.



No universal sign of deception.









# Physical Signs

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Change of behavior

- ❖ Cluster.
- ❖ Stimulus.
- ❖ Timely.





# Cautions

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❖ Culture.

❖ Good liars.





# Cautions

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 Stress and deception.



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 And most important caution of  
all.....

- Not applicable to spouses or significant  
others...





# The Head

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❖ Hair/self grooming.

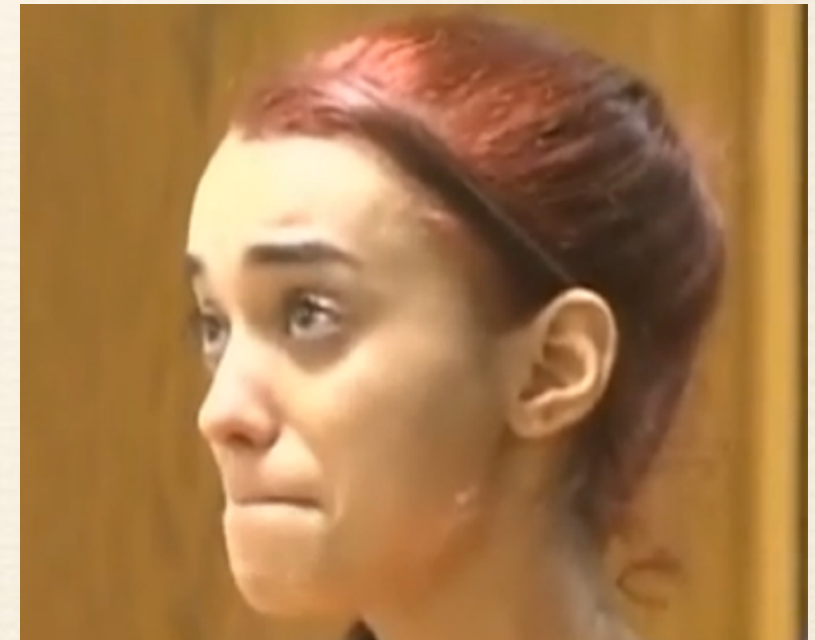
❖ Ears.

❖ Eyebrows.

❖ Eyes.

❖ Nose.

❖ Mouth.





# The Head

❖ Hair/self grooming.





[illegible]

A portrait of a young woman with long, wavy brown hair, wearing a light beige sweater. She has a playful, slightly pouting expression with her eyes wide open and a small smile.





# The Head

~~~~~

❖ Ears.

❖ Nose.



Copyright © 2018 Pearson Education, Inc. All rights reserved.

A close-up photograph of a person's eyes. The eyes are light blue with a white sclera. The person is looking slightly to the left. The skin around the eyes is fair and has some fine lines. The image is cropped closely to the eyes, showing the eyelids and eyelashes.



THE UNIVERSITY OF THE STATE OF NEW YORK



The Head

~~~~~

◆ Mouth-smiles.





# The Body

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❖ Arms.

❖ Hands.

❖ Legs.

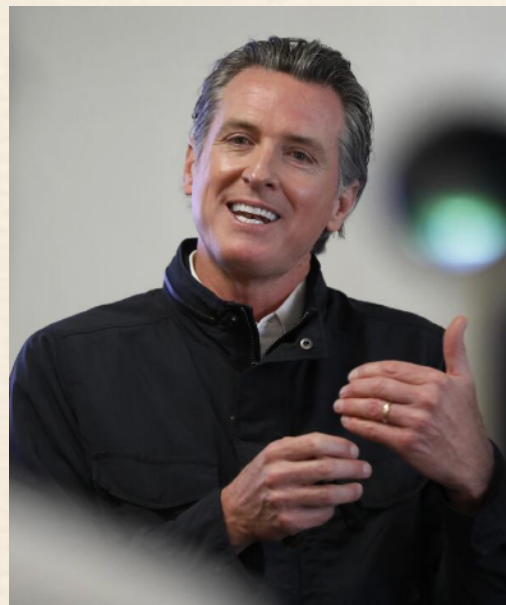




# The Body



## Hands





# The Body

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## ❖ Handshakes.



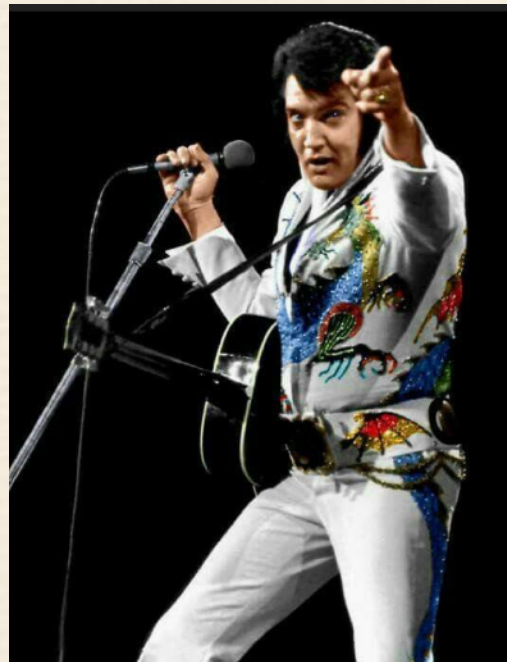


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# Pointing





# The Body

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 Legs.



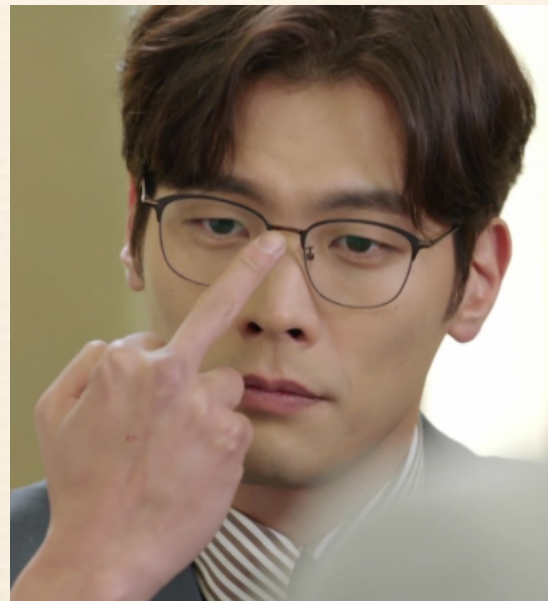


[illegible]

# Emblems.



Illustrators.





# The Body

## ❖ Body Postures.





# Interesting Body Language

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# LIES

# 101

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- ❖ Everyone wants to talk.
- ❖ People's words will betray them.
- ❖ People tell us more than they realize.
- ❖ People often reveal more than we realize.



# LIES

## 101

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- ❖ All lies are a form of deception.
- ❖ Not all deception is a lie.
- ❖ Lies are a distortion of the truth.
- ❖ Lies are never by accident. Most people don't lie, they often confess



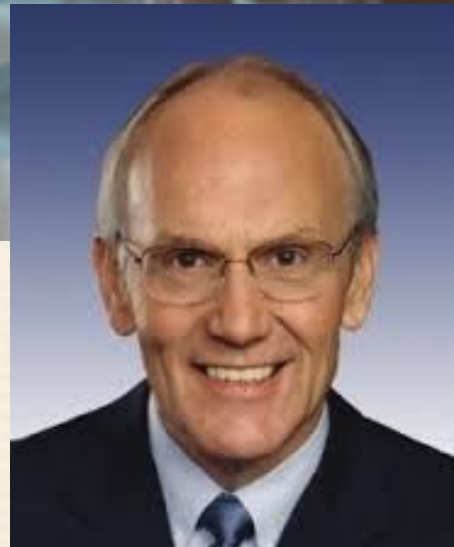
# Confess

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- "It's brutal to hear that I'm guilty. It's an ignorant public and media that needs some kind of scandal."
- -Scott Peterson



# Confess



June 2007 Larry Craig



# Most People Don't Lie

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- ❖ Memory. We can't remember what we said.
- ❖ We don't know what the interviewer knows.





# Memory

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- **Similar name to real person.**
- **Answers may become shorter as the lie goes on.**
- **Memory failure.**
- **Use multiples of a number.**



# Memory

---

**Use multiples of a number.**

**#3 often referred to as the lying number.**



# Memory

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Distress call off Sandy Hook, NJ, June 12, 2012

**"We have three deceased, nine injured. We've had an explosion on-board that's why we're taking on water. I'm in about three-and-a-half feet of water on the bridge right now."**

**"We have 21 souls on-board, 20 in the water right now. I'm going to stay on the radio for as long as I can before I have to go overboard."**



# Most People Don't Lie

---

- ❖ Disguise/camouflage the truth.
- ❖ Add to the truth.
- ❖ Subtract from the truth.
- ❖ Deflect from the truth.
- ❖ Hide and reveal information.
- ❖ Imitate the truth.
- ❖ Evolve to the truth.



# Verbal and Written Signs

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- ❖ What is said-content.
- ❖ Words used.
- ❖ Words combined.
- ❖ Way words are spoken-voice quality and sound effects.



# Clues









~~~~~

Change of
Nouns

Missing
Pronouns

Passive
Language

Questions

~~~~~





# General Principals

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❖ Every word counts:

❖ What is said.

❖ Don't add.

❖ Don't ignore.



# Every Word Counts

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❖ “I would like to assure the world that I did not plan the recent attacks, which seems to have been planned by people for personal reasons,”

Bin Ladin





# Editing

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- ❖ What is not said (missing information.)
- ❖ Important/unimportant information.



❖ I woke up this morning and got dressed. I had a cup of coffee with no milk. I left home and got in my car, then I drove here.

❖ “with no milk” what isn’t happening.

“left home and got in my car” unnecessary information.



# Nouns

---

- ❖ Change of language.
- ❖ Social introduction.
- ❖ Order.
- ❖ Shortest way.



# Change of Language

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- ❖ A change of language is always important.
- ❖ A change of language indicates a change of the circumstances, situation, or thinking.



# Dictionaries



- ❖ There are no synonyms
- ❖ The law of identity
  - In a certain specific context (set of facts and circumstances), a proposition (thing or situation) has only one single meaning.



# Change of Language

---

This morning I heard a knock on my door. I opened it and found a small boy selling candy bars for his school. I said, “no thank you.” ~~The~~ brat kicked me in the shins and left.

Did my language change?

Was there a reason for my language to change?



# Change of Language

---

This morning I heard a knock on my door. I opened it and found a small **boy** selling candy bars for his school. I said, “no thank you.” The **brat** left.

Did my language change?

Was there a reason for my language to change?



# Social Introductions

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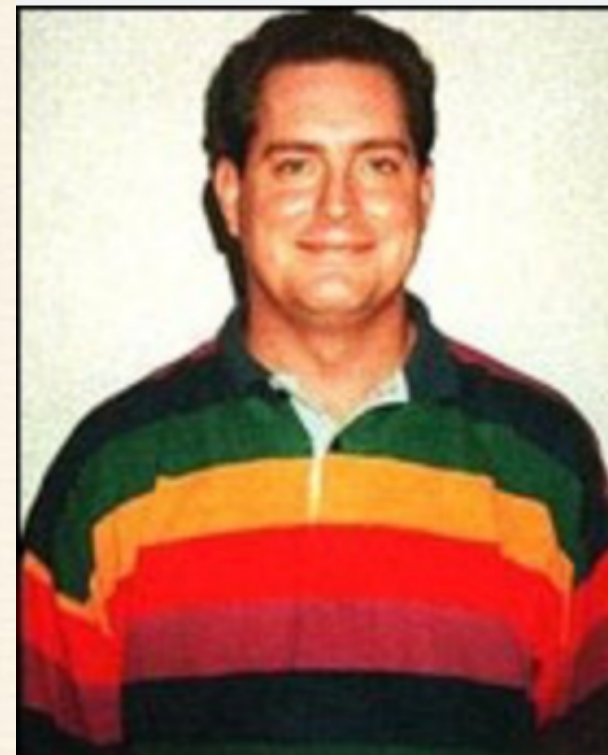
- ❖ My (possessive pronoun) husband (relationship.)
- ❖ Rick (name.)
- ❖ If the person is not introduced into the relationship, the identity of the person is unknown or being concealed.



# Case study: Mark O. Barton

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- July 29, 1999.
- Murdered his wife,  
2 children.
- 9 co-workers.
- Injured 13 others.





# Nouns: Social Introductions

- Leigh Ann is in the master bedroom closet under a blanket. I killed her on Tuesday night. I killed Matthew and Mychelle Wednesday night. There may be similarities between these deaths and the death of my first wife, Deborah Spivey. However, I deny killing her and her mother. There is no reason for me to lie now.

Incorrect social introduction

Mark O. Barton



# Nouns: Shortest Way

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“No, you don't take it personally. You know, *we -- we --* you know, I've been around *Bill Clinton* now for 27 years. And you know, he's somebody that is a bright, wonderful, progressive man who did a phenomenal job for this country for eight years, dedicated his life to public service. And there are a lot of people in this country that do not like *Bill Clinton* and will never like *Bill Clinton*, and you cannot change their views. You know, I think that Mr. Bennett is probably one of those that do not like *Bill Clinton*.

-Tony Rodham



- 
- ...”I had always liked Roe, I thought Roe was a really neat man, and I began to love Roe as I began to know Roe...”

Tammy Faye Messner, Larry King Live





# Pronouns

---

- ❖ A pronoun indicates possession, responsibility and commitment.
- I, you, he, she, it, we, you, they, my, mine, yours, your, his, hers, him, our, ours, their, theirs, me, us, them, myself, ourselves.



# Pronouns

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- ❖ Missing pronouns.
- ❖ Change of pronouns.

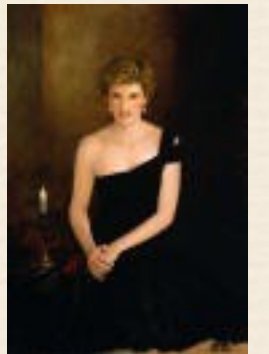


# The pronoun “I”

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- “I desperately wanted it to work, I desperately loved my husband and I wanted to share everything together, and I thought that we were a very good team.”

-Princess Diana, ABC News, November 1995



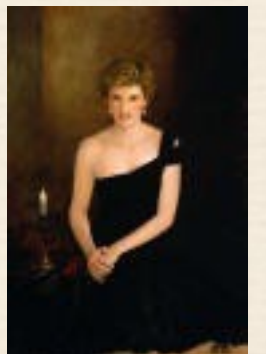


# The pronoun “I”

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- **Diana:** “Pretty devastating. Rampant bulimia, if you can have rampant bulimia, and just a feeling of being no good at anything and being useless and hopeless and failed in every direction.

-Princess Diana, ABC News, November 1995





# The pronoun “we”

---

❖ “We” indicates togetherness.

- “All the people like us are ‘we,’
- and everyone else is “they.””

-Rudyard Kipling



# Nouns: Shortest Way

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“No, you don't take it personally. You know, we -- we -- you know, I've been around Bill Clinton now for 27 years.

-Tony Rodham

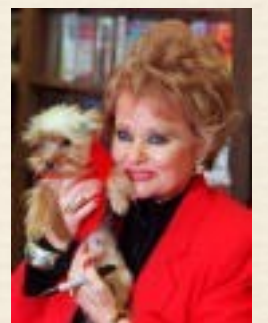


# The pronoun “we”

---

- “...And I’m just grateful to God
- that we’re still alive
- and that Jim’s happy and I’m happy.”

Tammy Faye Messner, Larry King Live, 5/29/2000





# The pronoun “we”

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- “... I think **we** see an awful lot. Yes, **we** see too many things. .... which **we** are not the average dogmatic church. **We** go out help people. **We** do spiritual counseling, by e-mail. **We** go in, talk to convalescent people. **We** do death and dying.”

Psychic Sylvia Brown, Larry King Live, 8/31/00





# The pronoun “we”

---

- ❖ **KING:** Does a psychic always tell the truth to the people?
- ❖ **BROWNE:** They must.
- ❖ **KING:** You have to.
- ❖ **BROWNE:** They must.

Psychic Sylvia Brown, Larry King Live, 8/31/00





# Passive Language

---

- Passive language (it was done)



# Passive Language

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**May, 1983**

**Springfield, Oregon**

**Murdered her daughter and attempted to murder her other two children.**

**Claimed a man had attempted to carjack her and had shot the children.**

**She was convicted in 1984 and sentenced to life in prison plus fifty years.**

-Diane Downs, Small Sacrifices by Ann Rule





# Passive Language

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I didn't even realize the man had a gun and what he was going to do. I looked into the car and saw my daughter being shot. From that point on, I don't have any memory until the man faced me again. I can't tell you what I did or did not do.



-Diane Downs, Small Sacrifices by Ann Rule



# Verbs

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❖ "My children wanted me. They needed me. And now I can't help them."

Susan Smith





# Verbs

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Casey Marie Anthony

July 15, 2008

Her two-year-old daughter Caylee reported missing by grandmother.

Caylee not seen for 31 days.

Casey's car smelled like a dead body had been inside it.

Casey lied to detectives, telling them Caylee had been kidnapped by a nanny on June 9.

On December 11, 2008, two-year-old Caylee's skeletal remains were found.





# Verbs

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I got off of work, left Universal, driving back to pick up Caylee, like a normal day. And I show up to the apartment, knock on the door, nobody answers.



-Casey Anthony



# Qualifiers and Modifiers

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❖ Tried

❖ Really

❖ Never, ever

❖ “I didn’t do it...”

- Deny

- Innocent



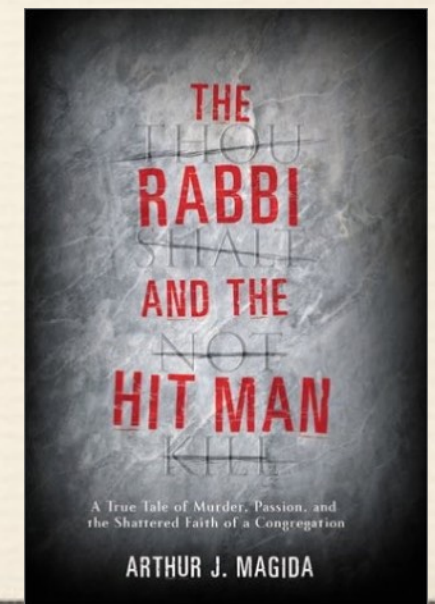
# Qualifiers and Modifiers

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Rabbi Fred Neulander

November 1, 1994.

Convicted of paying congregant Len Jenoff and drifter Paul Daniels \$18,000 to kill his wife Carol.



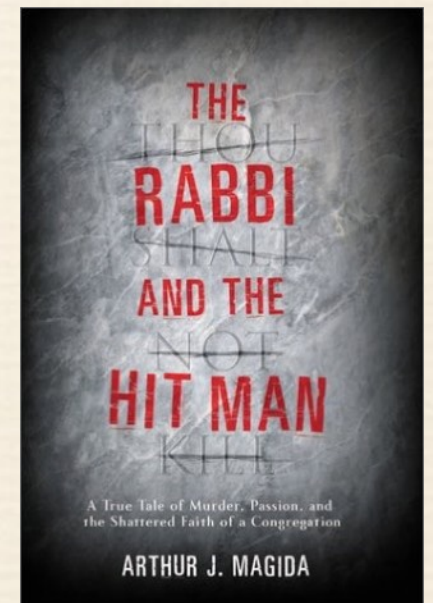


# Qualifiers and Modifiers

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Rabbi Fred Neulander

- “to the prosecutor I say this: I categorically deny that I murdered my wife or arranged to have her killed.”





# Qualifiers and Modifiers

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Timothy McVeigh

**American domestic terrorist**

**Responsible for the 1995 Oklahoma City bombing that killed 168 people.**

**Injured more than 680 others.**

**Destroyed one-third of the Alfred P. Murrah Federal Building.**





# Qualifiers and Modifiers

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Timothy McVeigh

**Newsweek:** “This is the question that everybody wants to know—did you do it?”





# Qualifiers and Modifiers

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Timothy McVeigh

**McVeigh: “The only way we can really answer that is that we are going to plead not guilty.”**





# Qualifiers and Modifiers

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Michael Jackson

- **Don't treat me like a criminal  
because I am innocent**





# Definite VS Indefinite Articles

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“The” is the only definite article in the English language.

It refers to a specific noun.

Indefinite articles refers to nouns more generally.



# Definite VS Indefinite Articles

The man has a gun.

The man has **the** gun.





# Definite VS Indefinite Articles

---

**Correct:** He picked up a gun and aimed **the** gun at me.

**Incorrect:** He picked up a gun and aimed a gun at me.

He picked up **the** gun and aimed a gun at me.





# Thinkin' Time

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Did they answer the question?

- ❖ Answer the question with a question.
- ❖ Significant pause. (Sound effects?)



# Thinkin' Time

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- ❖ Repeat the question
- ❖ Difficulties with the question



# Thinkin' Time

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- ❖ Hard question.
- ❖ Evade the question.
- ❖ Don't answer the question.
- ❖ Answer another question.



# Problems with the question

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❖ **King:** How, Tony Rodham, did you react to your sister's statement?

Tony Rodham on Larry King Live,  
3/2/02



# Problems with the question

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❖ **Rodham:** That's a good question. How did I react to Hillary's statement? I can understand it, you know, she was disappointed, and, you know, my sister is — is... that's a tough question, Larry.

Tony Rodham on Larry King Live, 3/2/02



# Did they answer the question?

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**OFFICER:** You do know. What happened to Caylee?

**CASEY ANTHONY:** I don't know where she is. That is the God's honest truth.

•



**-Casey Anthony**



# Problems in revealing full information

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- ❖ I can't say (I can't really say.)
- ❖ All I can say is...



# Problems in revealing full information

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- ❖ That's about all I can say.
- ❖ That's about it.
- ❖ That's all I can tell you.



# Problems in revealing full information

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- ❖ I will tell you this...
- ❖ I will say this...
- ❖ I say to you now...



# Problems in revealing full information

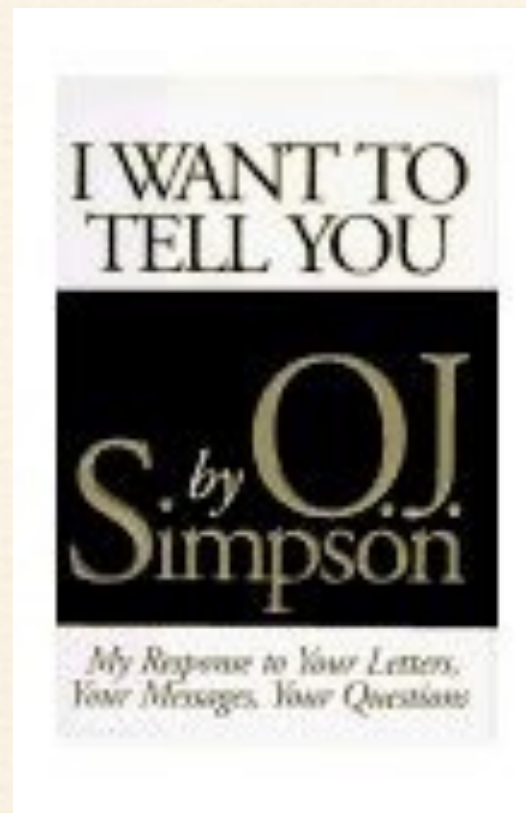
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- ❖ I'd like to say...
- ❖ I'd like to tell you...



# Problems in revealing full information

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**Q:** One of the final murders you committed was 12-year-old Kimberly Leach. What did you feel after that?





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**Ted Bundy:** I can't really talk about that right now. It's too painful. I would like to be able to convey to you what that experience is like, but I won't be able to talk about that.





# To tell the truth...

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- ❖ To tell you the truth...
- ❖ I can honestly say this...
- ❖ Would I lie to you?



# To tell the truth...

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- ❖ I'm not lying about this...
- ❖ The truth is...
- ❖ Quite frankly...



# Verbal Garbage

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Mrs. Ramsey, interview, 1/1/97

❖ Q. Mrs. Ramsey - you found the note. Was it a handwritten note, three pages?

❖ A. (Mrs. Ramsey) I didn't - I couldn't read the whole thing. I had just gotten up. We were on our - it was the day after Christmas, and we were going to go visiting, and it was quite early in the morning, and I had got dressed and was on my way to the kitchen to make some coffee, and we have a back staircase from the bedroom areas, and I always come down that staircase, and I am usually the first one down. And the note was lying across the - three pages - across the run of one of the stair treads, and it was kind of dimly lit. It was just very early in the morning, and I started to read it, and it was addressed to John. It said "Mr. Ramsey." And it said, "we have your daughter." And I - you know, it just was - it just wasn't registering. And I - I may have gotten through another sentence. I can't - "we have your daughter." And I don't know if I got any further than that. And I immediately ran back upstairs and pushed open her door, and she was not in her bed, and I screamed for John.



# Multiple Denials

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- ❖ **Larry King:** "...You don't feel any feelings?"
- ❖ **Tammy Faye Messner:** "...No, no, no, no."



# Multiple Denials

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Monica Lewinsky

- ❖ **Q:** And that's not listed as an intimate encounter?
- ❖ **Lewinsky:** No. No. it's not. No. It's not.





# Morally unable

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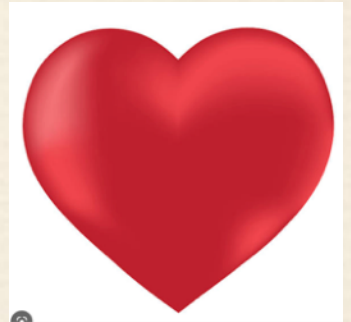
- ❖ Claim to be morally unable to have done it.
- ❖ I'm not that kind of a person
- ❖ I'm not like that
- ❖ I wouldn't/couldn't have done it....  
(because...)
- ❖ I was raised better than that.



# Gothic Romance Lie

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- ❖ Describes suspect in romantic terms.
- ❖ Often has suspect walk away slowly, sometimes while staring at them...

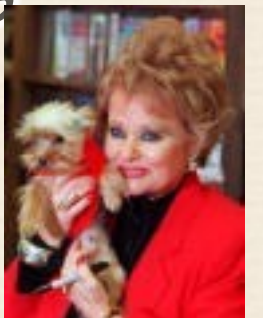




# Speech dysfunction

Tammy Faye Messner on Larry  
King Live

❖ “It was very sad, especially since I felt he didn’t deserve to be there. And it made me--you know, we are--it is Memorial Day. And we are--I would like to say thank you to the men who fought and died for this country, and the women....”





# Put it all together.....

---

O.J. Simpson interview on ESPN  
UpClose

❖ **Myers:** Did you use drugs?

❖ **Simpson:** I- in my life, yea. I think-I experimented with drugs.





# Put it all together.....

~~~~~  
O.J. Simpson interview on ESPN
UpClose

- ❖ **Myers:** Were you at the time of the murders?
- ❖ **Simpson:** No, no, no, once I started playing golf in the late 80's or so, you know, I'm a guy that goes to bed at 8 o'clock and gets up {LAUGH} early and go play golf.



-
- **Officer:** The motive is there, jealousy issue...

Jodi Arias: But I wasn't... I wouldn't even say it was jealous. I mean... There may have been some jealousy there but...



• -Jodie Arias speaking about Travis Alexander

Susan Smith

- “When I was at John D. Long Lake, I had never been so scared and unsure as I did then...”

Statement of Susan Smith



- “I wanted to end my life so bad and was in **my** car ready to go down that ramp into the water, and I did go part way, but I stopped. I went again and stopped. I then got out of **the** car and stood by **the** car a nervous wreck.”

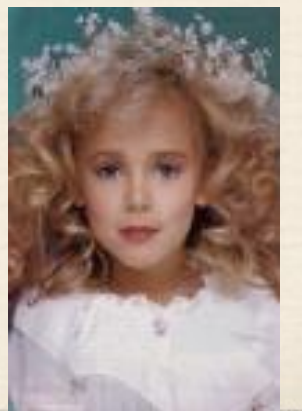
Statement of Susan Smith



Case Study

- **Couric: (to Patricia Ramsey)** “Tell me what happened once you got her home.”
- **Patricia Ramsey:** “We put her to... John carried her up to bed and then I, you know, kind of got her undressed and pulled her pajama pants on.

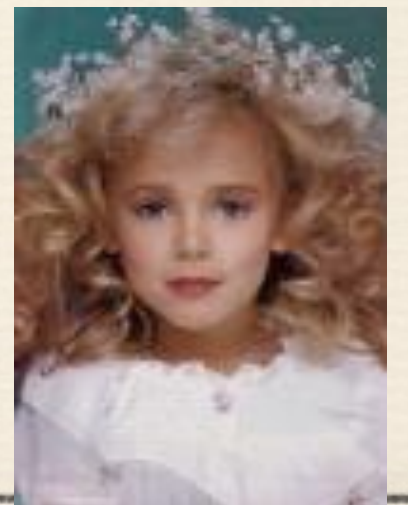
Katie Couric interview with the Ramseys, 3 / 20-24 / 2000



Case Study

- Patricia Ramsey: “They were kind of some long underwear pants around her-pajama drawer. She was sound asleep. Tucked her in bed, kissed her good night, said her prayers.”

Katie Couric interview with the Ramseys, 3/20-24/2000





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- Writing applications.



**Interesting
And unexpected**



Dialogue Tags

- Example: He said. She whispered. She asked.
- Describes who or how someone is speaking.
- Comes before or after dialogue.
- Punctuate with a comma inside the quotation marks: “Never look a gift horse in the mouth,” Sally said.

Dialogue Tags

“Said” comes second: Harvey said.

Not first: said Harvey.

Said and asked are not repetitive

-the eye passes over them.

CARRIE STUART PARKS



“Look, look,” said Dick.

Fun With Dick and Jane

Penguin Young Readers

Dialogue Tags

- Exclaimed.
- Growled.
- Shouted.
- Screamed.
- Directed.
- Explained.
- Repeated.
- Sniffed.
- Interrupted.

Generally considered

Weak writing.

Dialog or beat

should provide the context.

“Sam!” I exclaim.

“You dirty rat,” he growled.

“Get back here!” Larry shouted.

“He’s got a gun!” she screamed.

“Go sit over there,” Mr. Jones directed.

“Let me go over this again,” I repeated.

“His mother is trailer trash,” she sniffed.

“I’m sorry—“

“So am I,” he interrupted.

Dialogue Tags

Don't use a tag on every line
if there are only two people
talking.

“Okay, so let's talk about school,” Jan's mom says.

“Yeah, let's talk about it,” Jan says.

“Can you bring me the reply slip?” ~~Jan's mom~~ asks.

“Okay, sure, it's right here,” ~~Jan~~ says.

“Oh, okay. Are you sure there's only the one slip?” ~~Jan's~~
mom asks.

“I guess,” ~~Jan~~ says.

Descriptive Beat

- A beat is those small actions, gestures, internal thoughts, or sensory details woven into dialogue
- The action performed by the character before, after, or breaking up dialogue.

Descriptive Beat

- Example: “Could I have a Coke?” Diane smiled at the waitress.
 - Let’s the reader know who’s speaking.
 - Enriches the scene.
 - Vary the pace of the dialogue.
 - Allows reader to visualize events.

Descriptive Beat

Don't overuse

“I'm not sure.” Tom shrugged.

“You need to make up your mind.” Betty touched his arm.

“What would you do?” Tom glanced out the window.

“Go now.” Betty picked up her suitcase.

Descriptive Beat

Punctuate with a period inside the quotation marks: “I think this dress makes me look fat.”

Dolores turned around in front of the mirror.

Descriptive Beat

- Can vividly enhance a scene.
- Advanced the plot.
- Move the story.
- Add to the character.

Descriptive Beat

- Offer motivation.
- Control pacing.
- Ground the reader in the moment without overt exposition.
- Add to setting.

Descriptive Beat

Think of them as the "stage directions" of prose, showing what characters are doing or feeling while they speak, without relying solely on dialogue tags like "said" or "asked."

Use either a tag or a beat.
Strongest expression.

Reader Abuse



Ron pointed his folded up newspaper at Connie.

“You did this. All my friends got along great until you came along.” he said accusingly.

Steve nodded in agreement.

CARRIE STUART PARKS

Tag

Reader Abuse

Beat

Ron pointed his folded up newspaper at Connie.
“You did this! All my friends got along great until
you came along.”

Steve nodded.

“What do you mean?” Pete said, as he reached for his clipboard. “I thought you liked it here.”

“See, things don’t change around here. Sure, faces, maybe even places do, but things don’t. And when something is said that someone else don’t like, forget it,” Sam said, as he waved his hand. He went back to sweeping, though a bit more vigorously.

Tag

Beat

as

Types of Beats

- Action Beats: Physical movements or gestures.
 - Internal Beats: Thoughts, feelings, or sensory observations.
 - Environmental Beats: Descriptions of the setting or objects to anchor the scene.
 - Reaction Beats: Showing how a character responds to what's said.
-

Tips for Using Beats Effectively

- Balance with Dialogue:
 - Keep beats concise to avoid slowing the pace, especially in action-heavy scenes.
-

Tips for Using Beats Effectively

- Match the Mood: Use sharp, abrupt beats for tension, softer ones for emotional moments.
-

Tips for Using Beats Effectively

- Show Character Traits.
 - Incorporate the Setting.
-

Tips for Using Beats Effectively

- Vary the Type: Mix physical actions, sensory details, and emotional tells for variety.
-

Common Pitfalls

- Overusing Beats: Use them sparingly, only where they add value.
 - Clichéd Beats: Avoid overused actions unless they truly fit the character and moment. Aim for specific, unique gestures.
 - Redundant Beats: Don't use a beat to repeat what the dialogue already conveys.
-

Common Pitfalls

- **Disrupting Flow:** Placing a beat in the middle of a spoken sentence can break the reader's rhythm unless it's intentional for effect.
 - **Ignoring Speaker Clarity:** Beats should make it clear who's speaking.
-

Tips for Using Beats Effectively

- Genre Shapes Beats: Each genre uses beats to reinforce its unique tone—romance leans on emotional and sensory intimacy, thrillers amplify tension and danger, and sci-fi integrates speculative elements to build the world.
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Questions?