

READING INTO IT



FROM
CONFUSED TO
CONVINCED IN
5 EASY STEPS

Learn how to
READ PEOPLE

Easy to learn
5 STEP PROCESS

Includes a bonus
CHECKLIST GUIDE

THEOBSERVANTMAN.COM

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WARNING

THE INFORMATION PROVIDED
WITHIN THIS BOOKLET IS FOR
ENTERTAINMENT PURPOSES ONLY.
THE TOPICS COVERED ARE OF A
GENERAL NATURE AND MAY NOT BE
SUITABLE FOR YOU AND MAY NOT
RELATE TO YOUR LIFESTYLE. IF YOU
WISH TO USE THE INFORMATION
PRESENTED IN THIS BOOKLET FOR
YOUR PERSONAL IMPROVEMENT
THEN I SUGGEST YOU
USE AT YOUR OWN RISK.

7 SECRET STEPS TO READING PEOPLE



AN INTRODUCTION

The following is my method on how I systematically analyse people who I find interesting and worth reading. This is achieved via my 5 step process! The 5 step process is to help you form a logical overview of a person's true intentions. This can be executed while in gatherings and as well as being face to face with an individual.

WHY IS THIS SKILL NECESSARY?

These 5 steps will assist you in figuring out if the person you're talking with has a hidden agenda or maybe finding out if that crush of yours has a crush on you too. These are just a few of many examples.

Now, although there's a lot more involved when reading someone, this is just a guide and it's a great start for anyone wanting to learn the process and to familiarize themselves with the overall strategy to gain more certainty on someone's hidden intentions.

Enjoy!



STEP 1:

IDENTIFY THE SUBJECT & ASSUME THEIR GOALS

FIRST THINGS FIRST, FIND YOUR SUBJECT.

When identifying your subject (the person you want to analyze), it comes down to one of two likely scenarios. Either you're an insider and the subject is interacting with you directly or you're an outsider observing others as they engage with each other or by themselves.

In either case, your first goal is to simply identify the person you wish to read. This may be a colleague, partner, friend or stranger etc. If you're uncertain at this point on whom to focus your attention on then you just need to find a reason as to why that person would be an interesting subject to analyze.

FOR EXAMPLE,

if you're at a party and find yourself swooning over one person in particular, then you would focus your attention on reading them. The purpose, in this case, would be to see if they are interested in you too. On the other hand, if you're at work and you feel a coworker is lying in order to overthrow you in an upcoming promotion then you would focus your attention on that person.

TIP:

IF YOU PRACTICE THIS SKILL ON FRIENDS AND FAMILY, YOU MAY EVENTUALLY SEE MORE HARM COME FROM THEM THEN GOOD. THEY MAY BEGIN TO FEEL UNEASY WITH YOU "STUDYING" THEM. ESPECIALLY IF YOU'RE JUST STARTING OUT.

ON TOP OF THAT, YOU COULD ALSO PUT THESE RELATIONSHIPS AT RISK IF YOU ARE LOOKING FOR SOMETHING THAT JUST ISN'T THERE TO START WITH.

SUCH AS ASSUMING YOUR PARTNER IS CHEATING ON YOU TO ONLY FIND OUT THAT THEY'RE NOT OR THAT YOU BELIEVE THAT YOUR BEST FRIEND IS STEALING YOUR THINGS FROM YOU WHEN IN REALITY THEY HAVEN'T BEEN.

STEP ONE: CONTINUED

Reading verbal and nonverbal cues point you in the right direction, however, in most cases (especially when starting out) body language should never be solely used to accuse anyone of any wrongdoing without them first confessing to the accusation via influence and persuasion rather than finger pointing and insinuation.

**ONCE YOU HAVE
YOUR SUBJECT
SIGHTED YOU CAN
THEN PROCEED TO
LOOSELY ASSUME
THEIR GOALS**

When assuming your subjects outcome it's important to understand that this assumption is not 100% accurate, hell, it may not even be 40% accurate. This is basically a label you are temporarily placing on this person till we re-evaluate our assumption again in step 4. We do this so we can train ourselves on how much we need to develop our skill in observation as we progress



TIP:

IF YOU DON'T SUSPECT ANYTHING FROM THE PERSON TALKING WITH YOU, THEN DON'T GO OUT OF YOUR WAY TO ANALYSIS THEM. USUALLY, YOU WILL FIND WHAT YOUR LOOKING FOR REGARDLESS ON IF ITS TRUE OR NOT

ON THE CONTRARY, IF YOU STRONGLY BELIEVE THAT YOUR ASSUMPTION ON YOUR SUBJECT IS 100% CORRECT AND YOU WILL USE THIS AS A WAY TO REINFORCE YOUR BELIEFS THEN THIS CAN ALSO END UNFAVORABLY.

THE MAJORITY OF THE TIME YOU WILL FIND YOURSELF BLINDED TO THE POSSIBILITY THAT THEY ARE COMPLETELY INNOCENT TO YOUR ALLEGATIONS.

BECAUSE YOU MAY ENLARGE THE ONE OR TWO SMALL DETAILS THAT MAKE YOU BELIEVE OTHERWISE RATHER THEN SEE THE 10 CLUES THAT SHOW THEIR INNOCENTS



STEP ONE: CONCLUDED

Let's say you have the suspicion that your coworker has been talking negatively and has been putting you down to others behind your back. So your assumption could be based upon the fact that you believe your colleague is possible angry or jealous of you.

BE CAUTIOUS WHEN READING FRIENDS AND FAMILY

After recollecting past encounters you've experienced with the subject as to why they could be acting out behind your back, you can narrow it down to the suspicion that they may be jealous of the way other team members treat you as well as how they act around you.

So, now we have our subject which is "your colleague" and your assumption which is the belief that they're "Jealous of you" we can now move on to step 2 in the 5 steps.



SUMMARY OF:

STEP 1

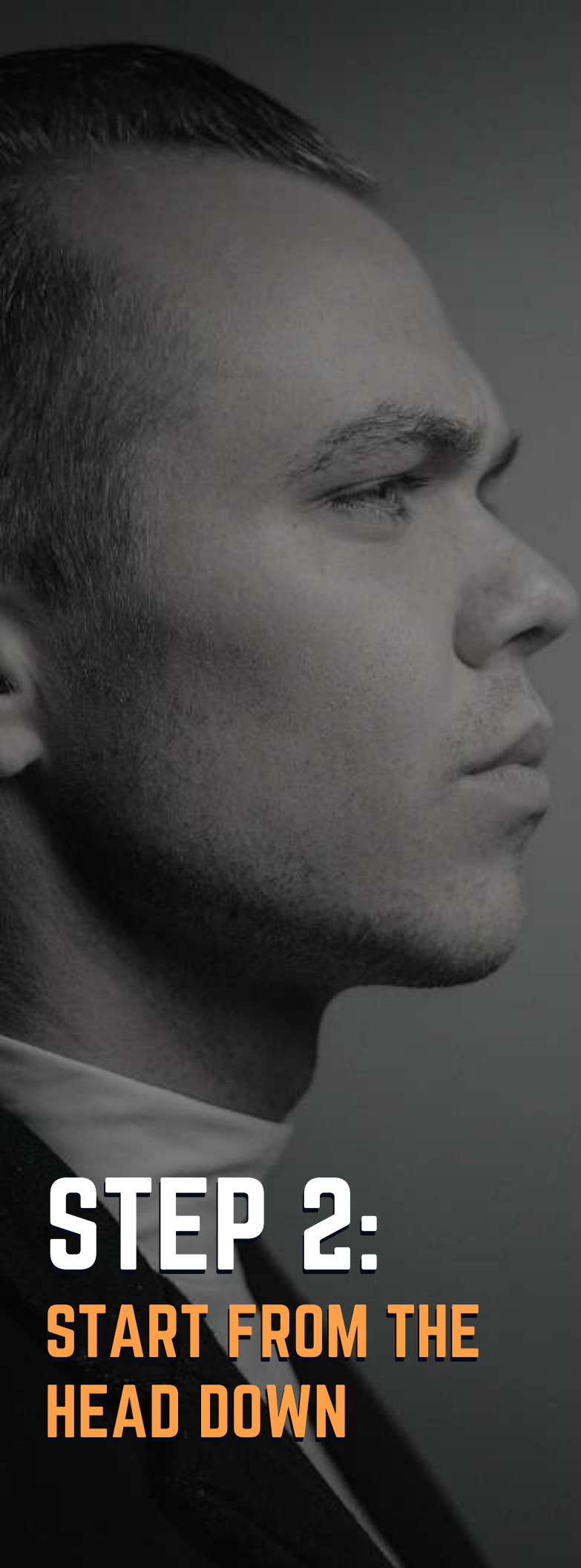
A. IDENTIFY YOUR SUBJECT

B. FIND A REASON TO WANT TO READ THEM

C. BE CAUTIOUS WHEN READING LOVED ONES

D. DON'T RELY 100% ON BODY LANGUAGE
(A CONFESSION IS ALWAYS THE GOAL)

E. TEMPORARILY ASSUME THEIR GOAL OR OUTCOME



STEP 2: **START FROM THE** **HEAD DOWN**

WHEN CASTING THIS ASSUMPTION ON SOMEONE

it's more often than not achieved by a process called "Cold Reading" and that is to take all the information we can see such as the person's expressions, attitude, posture and clothing and then we associate the combined information to a generalized stereotype. This information will then allow us to fulfill our beliefs on the individual via our past personal experience with other individuals like them.

So for the above example, we are classifying your coworker as having the outward impression of someone that is jealous and more importantly, jealous of you. So because it's not a common stereotype we have to finetune our observation skills in this area.

While we are assuming that your coworker is jealous, we must understand the types of congruent and conflicting behavior patterns that we'd expect to see from a person experiencing jealousy in order to analyze them. For starters, if this person was to talk directly to you, we would assume that they would talk to you with subtle expressions of contempt and/or disgust.

STEP TWO: CONTINUED

They could also try to “oversell” any praise towards you in an attempt to come across as more sincere. You could also notice that their body language is closed off and that they may boast about their own personal accomplishments in order to sound more impressive than you.

**ONCE YOU HAVE
YOUR SUBJECT
SIGHTED YOU CAN
THEN PROCEED TO
LOOSELY ASSUME
THEIR GOALS**

At this point, we have our subject, we have our assumption and now we have just made clear on what behavior patterns we need to look for, so all we need to do now is to interact and observe.

In the instance that the subject is talking to you face to face, we would look for patterns that would most likely differ between how this person would interact between someone else that doesn't arouse their jealousy.





STEP TWO: CONCLUDED

For example, if the person is indeed jealous of you then the way this person will act around you will be different from the way they act around someone else that could agree with them. So we need to distinguish if they conceal themselves with you and come across as more open towards others.

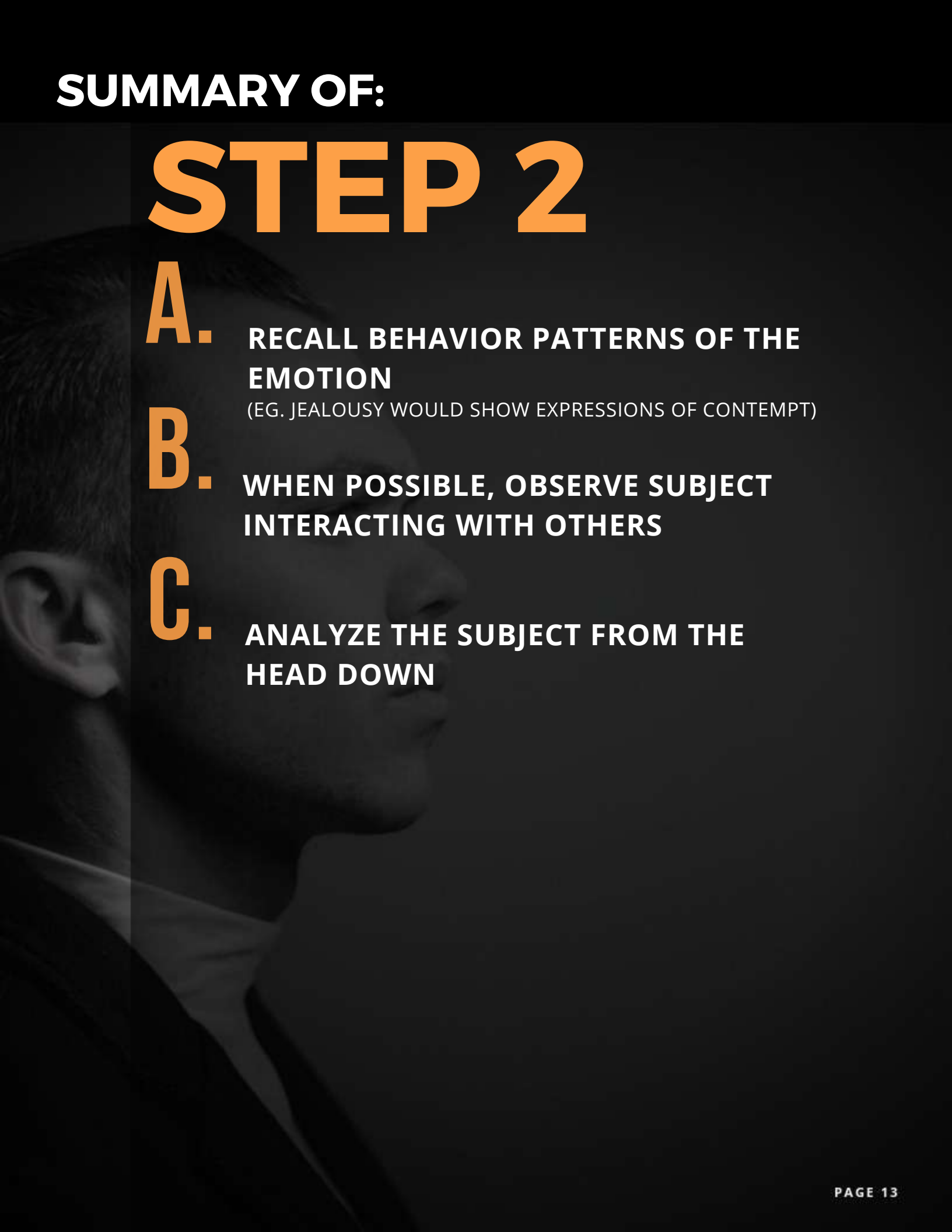
RECALL RELATED BEHAVIOR PATTERNS


To perform an accurate reading we must observe our subject within the insider and outsider scenarios when possible. When they are interacting with others I suggest starting your analysis from the top of their head down to their feet. You need to read the expressions on the face, the gestures of the arm and hand, the angle of the torso, the legs, and feet and along with much more. You may work backward if you feel this works better (this works well in reading signs of interest in attraction), however, I feel reading in this order works well in this scenario.



SUMMARY OF:

STEP 2

- 
- A.** RECALL BEHAVIOR PATTERNS OF THE EMOTION
(EG. JEALOUSY WOULD SHOW EXPRESSIONS OF CONTEMPT)
 - B.** WHEN POSSIBLE, OBSERVE SUBJECT INTERACTING WITH OTHERS
 - C.** ANALYZE THE SUBJECT FROM THE HEAD DOWN



STEP 3:

INTERACT, OBSERVE AND STRUCTURE THE PRESENTED INFORMATION WITHIN CONTEXT

AT THIS POINT, IT'S WISE TO HAVE AN UNDERSTANDING OF BODY LANGUAGE

and its meaning due to this being a strong skill set needed to base your final assumption on, however, if you're new to this then it's just still as important knowing how to strategically read someone! So don't turn away just yet

YOU CAN ALSO VISIT MY YOUTUBE CHANNEL AND WEBSITE FOR MORE TECHNIQUES AND HOW TO USE THEM! CHECK IT OUT HERE AT "THE OBSERVANT MAN"

With that in mind, we will go over a few of the gestures here in order for you to understand the example given.

As previously mentioned at the end of step 2 let's continue with the subject in a conversation with someone else from across the room. We have a clear view without obstruction, and from here we can see the body language of both people.

STEP THREE: CONTINUED

Starting at the head we notice that the subject turns to look your way frequently following with a slight lean-in when speaking to the other person they're talking to. You would then see them follow with laughter or the other person glancing over as well.

READING THE AREAS OF THE BODY IS CALLED READING CLUSTERS, YOU MUST THINK OF EACH GESTURE AS A WORD THAT EVENTUALLY FORMS A SENTENCE.

So let's say, when reading your subject you see them glancing towards you frequently so you can assume that you're the topic of either the conversation they are having or you are the main focus in the mind of your subject) arms are gesturing slowly and freely (which indicates that they are relaxed)





STEP THREE: CONTINUED

They point their torso directly towards the other person (this is a closed and intimate conversation) they have both feet pointing towards each other (reinforcing the previous observation of it being a closed and intimate conversation) which summarises to the sentence reading like this “they feel comfortable talking about what possibly could be me to each other”

In a perfect situation, your subject comes over and starts talking to you directly. At this point, you have a fair judgment of what to expect from this person when they talk to you.

However, you notice they are not as happy as they just were speaking to the other person, you can see that the smile is only in the mouth and not relayed in the eyes (forced smile) their arms are folded (closed body language) their body is facing you (interest) and one foot is pointing back to the other person (wants to talk/include the other person) in summary it states





STEP THREE: CONCLUDED

“This person does not enjoy talking to you but perhaps is looking for more gossip to talk about behind your back before heading back over to the other person”

You have concluded that they feel comfortable talking about what possibly could be about you to each other. But when talking to you directly, you have concluded that this person does not enjoy it and is possibly looking for more gossip to share with the other person.

Now, this next part may sound counterproductive but it's wise to find a reason as to why your assumption may be false. I realize this is second-guessing yourself however it allows you to filter the situation for a more pure reading, let me explain.

If you already suspected that the subject was spreading rumors about you when you started your reading

then you are only looking for the signs that “prove” your theory correct. You may overlook the signs that prove them innocent towards your assumption.

Perhaps when they came over to talk to you, they simply crossed their arms because they happened to be standing under the air conditioner or beside an opened window and this was their way of shielding themselves from the cold breeze.

Also, maybe they didn't have a foot pointing towards the other person but it just happened to be pointing beyond the other person, because directly behind them was the restroom. Therefore having the forced smile was a sign of discomfort from the need to urinate amplified by standing in the cold.

SUMMARY OF:

STEP 3


A. HAVE AN UNDERSTANDING OF BODY LANGUAGE

B. BREAKDOWN EACH GESTURE STARTING FROM THE HEAD DOWN

C. GENERALIZE AN EMOTION OR FEELING FOR EACH GESTURE

D. FORM A SENTENCE WITH THE COLLABORATED INFORMATION

E. CHALLENGE YOUR READING AND FIND HOW IT MAY BE WRONG



STEP 4:
**RE-EVALUATE YOUR
SUBJECTS GOAL
AND SUMMARISE
POSSIBLE
OUTCOMES**

**NOW WE HAVE
SOMETHING
TO WORK WITH,**

We can start to picture there is more to this one scenario than what we previously suspected.

We can see that the subject is either cold and uncomfortable in the situation due to their positioning and their need to go to the toilet or that they are simply uncomfortable with you and intentional have a hidden agenda to seek out information to fulfill the need to gossip and laugh about you behind your back.

**THERE IS MORE
TO THIS ONE
SCENARIO THEN
WHAT WE
PREVIOUSLY
SUSPECTED.**

In real-world scenarios, we could definitely have more than 2 outcomes such as adding the possibility that the person likes you and is just nervous to talk to you hence why they look at you from across the room. Just due to interest etc, however, to keep it simple we will just keep it at these 2 possible outcomes.

STEP FOUR: **CONTINUED**

So now we have 2 opposing outcomes which is fantastic! All we need now is a simple gesture or action to help lead us to the correct scenario out of our current 2. Here we can use foresight to predict a conclusion of either outcome!

WE COULD DEFINITELY HAVE MORE THAN 2 OUTCOMES IN ANY UNCERTAIN SCENARIO

The next and final clue we have in this situation is to observe what the subject does next when they walk away. If the subject goes to the restroom we can conclude that the subject needed to use the facilities and acted out the way they did due to discomfort (In this case, a follow up reading may be needed)

However, if they walk back to the other person instead, then we can strongly believe that our first assumption was correct.





STEP FOUR: **CONTINUED**

in terms of "the reading being correct," it requires a lot more experience in regards to analyzing people other than this one reading alone. You must take into consideration the other persons non-verbal responses to your subjects interactions, your subjects statement analysis and other things of that nature. However, this 5 step process will help support your case in the long run and get you quicker to your outcome

USE FORESIGHT TO PREDICT A CONCLUSION OF EITHER OUTCOME

Having this analysis is one thing but until the fact of the issue is presented you can never fully point the finger. All you have at this point is a logical thought out analysis. It's the proof or confession that is needed to bring in a full conclusion and bring closure. Which is why step 5 is without a doubt the most important step.



SUMMARY OF:

STEP 4

- A.** TRY TO COLLECT EVIDENCE FOR MULTIPLE OUTCOMES
- B.** CREATE OTHER POSSIBLE AND LIKELY REASONS FOR THE BEHAVIOR OF THE SUBJECT
- C.** NARROW YOUR ASSUMPTION DOWN TO 2-3 OPPOSING SENTENCES
- D.** LOOK FOR PATTERNS THAT WOULD FOLLOW NATURALLY TO BACK UP YOUR READING
- E.** LOOK INTO OTHER AREAS IN THE SUBJECT'S BEHAVIOR, NOT JUST BODY LANGUAGE



STEP 5: **WAIT FOR A CONCLUSION WHEN POSSIBLE**

SEE YOUR PREDICTION THROUGH TO THE END!

Get your answer! It's all well and good to pass judgment on to someone but if there's no actual conclusion to back up your claims such as the person coming forward and stating that they did, in fact, spread rumors about you in a destructive manner to make themselves feel good, then all you really have and all it ever will be is a hunch or conspiracy.

If you've been reading body language for many years and witnessed all types of situations through to the end, then you have enough references to be confidently able to predict outcomes. You would also have a much higher success rate as well. You would not need to view all scenarios through to the end due to you seeing the situation unfold time and time again.

So use this guide as exactly that, a guide and not a rule. Let's look at the president Clinton incident. If you're unaware of what I'm talking about it's how at the time president Bill Clinton had an affair with Monica Lewinsky.

STEP FOUR: CONCLUDED

Although many examples of deceit were present during his TV interviews, it wasn't concluded as true until he came out with the truth. Then the truth backed up the claims to those that studied his body language and statement leaks.

**IF THERE'S NO
ACTUAL
CONCLUSION TO
BACK UP YOUR
CLAIMS THEN ALL
YOU REALLY HAVE
AND ALL IT EVER
WILL BE IS A HUNCH
OR CONSPIRACY.**

With each gesture backed with a confession or conclusion, it will help you to understand the importance of every single gesture and patterns in a person's behavior. Eventually, you will start to recognize patterns and then be able to predict outcomes with a lot more confidence and accuracy!



SUMMARY OF:

STEP 5

- A.** SEE YOUR ANALYSIS THROUGH TO THE END
- B.** BASE ALL OF YOUR OBSERVATION ON CONFESSIONS FOR RELIABLE FEEDBACK
- C.** LEARN FROM EXPERIENCE

A QUICK RUN THROUGH

My Thought Process

So, I suspect Michael from work is talking trash, spreading rumors behind my back. I've placed myself in a situation that puts me with Michael and a few other colleagues in the same room, such as, after work drinks or lunch room.

I notice Michael talking suspiciously to someone while looking at me every now and then. He seems relaxed enough and seems to be having fun but I can't help thinking it's at my expense. At this point, I start my reading.

I think about what I'd usually see in people experiencing this emotion and begin looking for those patterns within Michael's current behavior.

I start at his head, looking for movement, I look for the expressions (flashes of contempt and disgust when looking at me. Looks of sympathy, happiness, and authority when talking to the other person)

Next, shoulders, arms, and hands. I look at how animated is he. I move down to the angel of the torso and hips. From here I look at his legs and feet positioning.

While I've been doing this I look at the person Michaels interacting with to see if he gives anything away too

I make a summary of the information I've compiled and I form a sentence. I now reflect on how I can disprove myself and find other reasons as to why Michael would act this way.

I now find myself with more than one assumption in mind. I try to predict other actions or outcomes that will prove one way or another to form my final outcome.

I reflect on past experiences that relate to this current scenario in order to strengthen my accuracy. I re-evaluate my new assumption to my first assumption and see if I was mistaken anywhere or if I've arrived at a completely new belief or it was totally spot on from the beginning.

I finally wait for the scenario to play out while expecting my accuracy to be at most 60-70% correct because I know if I watch it play out I'll be proven right or wrong soon enough.

I always wait for a confession unless the patterns of behavior are extremely common. I then can predict an outcome based on statistics of my own personal experiences.

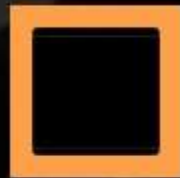
Michael then acts out and does something to prove my assumption correct.

Meanwhile, I could use the information from others to find out if they've noticed that Michael has said anything to them or try to overhear Michael talk to the other person to help strengthen my case.

WHERE TO PRACTICE READING PEOPLE



TV, MEDIA, ETC



SHOPPING MALLS



EATERY'S & CAFES



SCHOOLS & UNIVERSITYS



YOUR WORKPLACE



BARS, PUBS & CLUBS



PUBLIC TRANSPORT

A MESSAGE FROM THE OBSERVANT MAN

My name is James and I truly hope you were able to find value from within this eBook! and I can't thank you enough for checking it out!

If you're interested in finding out more on relatable content, then you can find me via the social media displayed below! Also, don't forget to check out my website at theobservantman.com

