



JOE NAVARRO'S NONVERBAL COMMUNICATIONS BIBLIOGRAPHY

April 2024 (Rev.)

JOE NAVARRO
The Nonverbal Expert

Adam, H. & Galinsky, A. D. (In Press). Enclothed Cognition. *Journal of Experimental Social Psychology*.

Adler, Ronald B. and George Rodman. 1988. *Understanding Human Communication*. New York: Holt, Rinehart and Winston.

Alcock, D., et. al., 1998. "How individuals' responses and attractiveness influence aggression." *Psychological Reports* 82 (3): 1435-8.

Alford, Richard. 1996. "Adornment." In David Levinson and Melvin Ember, eds. *Encyclopedia of Cultural Anthropology* (New York: Henry Holt), pp.7-9.

Amato, Ivan. 1992. "In Search of the Human Touch," *Science* 258:27, November: 1436-37.

Ambady, Nalini and Robert Rosenthal. 1992. Thin slices of expressive behavior as predictors of interpersonal consequences: a meta-analysis. *Psychological Bulletin*, Vol. 111, No. 2: 431-441.

Ambady, Nalini and Robert Rosenthal. 1993. Half a minute: Predicting teacher evaluations from the thin slices of nonverbal behavior and physical attractiveness," *Journal of Personality and Social Psychology* 64, No. 3: 256-274.

Ambady, Nalini et. al., 2002. Surgeon' tone of voice: a clue to malpractice history," *Surgery* 132, No. 1: 5-9.

Anderson, D. E., DePaulo, B. M., Ansfield, M. E., Tickle, J. J., & Green, E. 1999. Beliefs about cues to deception: Mindless stereotypes or untapped wisdom? *Journal of Nonverbal Behavior*, 23, 67-89.

Andrew, R. J. 1963. The origin and evolution of the calls and facial expressions of the primates. *Behaviour* 20:1–109. Andrews, K., and Beck, J. 2018. The Routledge Handbook of Philosophy of Animal Minds. Oxford: Routledge.

Anthony, T. et. al.,1992. "Cross-racial facial identification: A social cognitive integration." *Personality and Social Psychology Bulletin* 18: 296-301.

Apiella, C. I., et. al., 2007. "Voice pitch predicts reproductive success in male hunter gatherers," *Biology Letters* 3: 682-684.

Apple, William, et. al., 1979. "Effects of speech rate on personal attributions," *Journal of Personality and Social Psychology* 37, no. 5: 715-727.

- Atonakis, J. and Dalgas, O.** "Predicting elections; child's play!" *Science* 323 (2009):1183
- Axtell, Roger E.** 1991. *Gestures: the Do's and Taboos of Body Language Around the World*. New York: John Wiley & Sons, Inc.
- Backbier, E., Hoogstraten, J., & Meerum Terwogt-Kouweehove, K.** 1997. Situational determinants of the acceptability of telling lies. *Journal of Applied Social Psychology*, 27, 1048-1062.
- Bargh, John. A.** 2007. *Social Psychology And The Unconscious: The Automaticity Of Higher Mental Processes*. New York: Psychology Press.
- Bates, Brian with John Cleese.** 2001. *The Human Face*. London: Dorling Kindersley Publishing, Inc.
- Benthall, Jonathan and Ted Polhemus, ed.** 1975. *The body as a medium of expression*. New York: E. P. Dutton and Company, Inc.
- Birdwhistell, Ray L.** 1971. *Kinesics and Context: essays on body-motion communication*. Philadelphia: The Penguin Press.
- Birren, F.** 1978. *Color & Human Response*. New York: Van Nostrand Reinhold.
- Bond, C.F., & DePaulo, B.M.** 2006. Accuracy of deception judgments. *Personality and Social Psychology Review*, 10, 214-234.
- Bond, C. F., Jr., & DePaulo, B. M.** 2008. Individual differences in judging deception: Accuracy and bias. *Psychological Bulletin*, 134, 477-492.
- Bond CF Jr., Levine TR, Hartwig M.** 2015. New findings in non-verbal lie detection. In *Detecting Deception: Current Challenges and Cognitive Approaches*, ed. PA Granhag, A Vrij, B Verschuere, pp. 37–58. Chichester, UK: Wiley
- Bond, C. F., Omar, A., Mahmoud, A., & Bonser, R.N.** 1990. Lie Detection across cultures. *Journal of Nonverbal Behavior*, 14, 189-204.
- Boyatzis, C. et. al.**, 1998. "Effects of perceived attractiveness and academic success on early adolescent peer popularity." *Journal of Genetic Psychology* 159 (3): 337-44.
- Bruce, V. and A.W. Young.** 1998. *In The Eye of the Beholder: The Science of Face Perception*. Oxford: Oxford University Press.
- Brugel, S., Postma-Nilsenová, M., & Tates, K.** (2015). The link between perception of clinical empathy and nonverbal behavior: The effect of a doctor's gaze and body orientation. *Patient Education And Counseling*, 98(10), 1260-1265.
- Buck, R.** 1984. *The communication of emotion*. New York: The Guilford Press.
- Bull, R. and N. Rumsey.** 1988. *The Social Psychology of Facial Appearance*. New York: Springer-Verlag.

- Buller, D. B., Stiff, J. B., & Burgoon, J. K.** 1996. Behavioral adaptation in deceptive transactions: Fact or fiction? *Human Communication Research*, 22, 589-603.
- Bulwer, John W.** 1974. *Chiroplogia: the natural language of the hand*. Illinois: Southern Illinois University Press.
- Burgoon, J. K.** 1983. Spatial relationships in small groups. In R. Cathcart & L. Samovar (Eds.), Small group communication (4th ed.) (pp. 276-292). Dubuque, IA: William C. Brown. Reprinted in 5th ed.
- Burgoon, Judee K., David B. Buller and W. Gill Woodall.** 1994. *Nonverbal Communication: The Unspoken Dialogue*. Columbus, Ohio: Greyden Press.
- Burkhardt, Jr., Richard. 2005. Patterns of Behavior: Konrad Lorrenz, Niko Tinbergen, and the founding of Ethology. Chicago: The University of Chicago Press.
- Calero, Henry H.** 2005. The Power of Nonverbal Communication: How You Act is More Important Than What You Say. Los Angeles, CA: Silver Lake Publishers.
- Carr, L. et. al.,** 2003. "Neural mechanisms of empathy in humans: A relay from neural systems for imitation to Limbic Areas." *Proceedings of the National Academy of Sciences USA* 100: 5497-5502.
- Carlson, Neil R.** 1986. *Physiology of Behavior*, 3rd ed. Boston: Allyn & Bacon.
- Chartrand, T. L., & Bargh, J. A.** (1999). The chameleon effect: The perception–behavior link and social interaction. *Journal of Personality and Social Psychology*, 76(6), 893–910.
- Chiroro, P. and T. Valentine.** 1995. "An investigation of the constant hypothesis of the own-race bias in face recognition." *Quarterly Journal of Experimental Psychology* 48a: 879-94.
- Cialdini, Robert B.** 1993. *Influence: The Psychology of Persuasion*. New York: William Morrow and Company, Inc.
- Clifford, M. and E. Walster.** 1973. "Research note: The effects of physical attractiveness on teacher expectations." *Sociology of Education* 46: 248-58.
- Coan, J. A., H. S. Schaefer, and R. J. Davidson.** 2006. Lending a hand: Social regulation of the neural response to threat. *Psychological Science* 17:1032–39.
- Cole, P. M., Jenkins, P. A., & Shott, C. T.** (1989). Spontaneous expressive control in blind and sighted children. *Child Development*, 60(3), 683-688.
- Collett, Peter.** 2003. *The book of tells: from the bedroom to the boardroom – how to read other people*. Ontario: HarperCollins Ltd.
- Cornelius, Randolph R.** 1996. *The Science of Emotion: Research and Tradition in the Psychology of Emotion*. New Jersey: Prentice Hall.

- Damasio, Antonio R.** 1994. *Descartes's Error: emotion, reason, and the human brain*. London: Penguin Books, Ltd.
- Darwin, Charles.** 1872. *The Expression of Emotion in Man and Animals*. New York: Appleton-Century Crofts.
- De Becker, Gavin.** 1997. *The Gift of Fear*. New York: Dell Publishing.
- DeGroot, T. and S. Motowidlo** 1999. "Why visual and vocal interview clues can affect interviewer's judgments and predict job performance." *Journal of Applied Psychology* 84 (6): 986-93.
- DePaulo, B.M. et. al.** 2003. Cues to Deception. *Psychological Bulletin*, 129 (1), 74-118.
- DePaulo, B. M.** (1992). Nonverbal behavior and self-presentation. *Psychological Bulletin*, 111(2), 203–243. <https://doi.org/10.1037/0033-2909.111.2.203>
- de Waal, F. B. M.** (2003). Darwin's legacy and the study of primate visual communication. In P. Ekman, J. Campos, R. J. Davidson & F. B. M. De Waal (Eds.), *Emotions inside out: 130 years after Darwin's The Expression of Emotion in Man and Animals* (pp. 7-31). New York: New York Academy of Sciences.
- de Waal, F. B. M.** (2003). *Mama's Last Hug: Animal Emotions and What They Tell Us about Ourselves*. New York: W. W. Norton & Company.
- Delmar, Ken.** 1984. *Winning Moves: The Body Language of Selling*. New York: Warner Books.
- Dimberg, U.** 1982. "Facial reactions to facial expressions." *Psychophysiology* 19: 643-47.
- Dimitrius, Jo-Ellan and Mark Mozzarella.** 2002. *Put your best foot forward: make a great impression by taking control of how others see you*. New York: Fireside.
- Dimitrius, Jo-Ellan and Mark Mazzarella.** 1998. *Reading People*. New York: Ballantine Books.
- Dion, K.K., et. al.,** 1972. "What is beautiful is good." *Journal of Personality and Social Psychology* 24: 285-90.
- Dovidio, John F. and Steven L. Ellyson.** 1982. "Decoding visual dominance: attributions of power based on relative percentages of looking well speaking and looking while listening," *Social Psychology Quarterly* 45, no. 2: 106-113.
- Dreeke, Robin.** 2017. *The code of trust; an American counterintelligence expert's five rules to lead and succeed*. New York: St. Martin's press
- Dreeke, Robin.** 2011. *It's not all about me: The top ten techniques for building quick rapport with anyone*. Amazon: Kindle.
- Dresser, Norine.** 2005. *Multicultural Manners: Essential rules of etiquette for the 21st century*. New York: Jon Wiley & Sons, Inc.

- Druckman, James N.** 2003. "The power of televised images: the first Kennedy-Nixon debate revisited," *Journal of Politics* 65, no. 2: 559-571.
- Eagly, A.H. et. al.,** 1991. "What is beautiful is good, but....: A meta-analytic review of research on the physical attractiveness stereotype." *Psychological Bulletin* 110: 109-28.
- Eakins, Barbara W. and R. Gene Eakins.** 1978. *Sex Differences in Human Communication.* New York: Haughton Mifflin Company.
- Ekman, Paul.** 1982. *Emotion in the human face.* Cambridge, UK: Cambridge University Press.
- Ekman, Paul.** 2003. *Emotions Revealed: recognizing faces and feelings to improve communication and emotional life.* New York: Times Books.
- Ekman, Paul and Wallace V. Friesen.** 1971. "Constants across cultures in the face and emotions," *Journal of Personality and Social Psychology*, no.17, 2: 124-129.
- Ekman, Paul and W.V. Friesen.** 1969. Nonverbal leakage and clues to deception. *Psychiatry* 32: 88-106.
- Ekman, P. et. al.,** 1988. "Smiles when lying." *Journal of Personality and Social, Psychology* 54:414-20.
- Ekman, Paul.** 1985. *Telling Lies: Clues to Deceit in the Marketplace, Politics, and Marriages.* New York: W.W. Norton & Co.
- Ekman, Paul.** 1975. *Unmasking the Face.* New Jersey: Prentice Hall.
- Ekman, Paul** 1972. Universal and cultural differences in facial expression of emotion. In J. R. Cole (Ed.), *Nebraska Symposium on Motivation*, 1971 (Vol. 19, pp. 207-283). Lincoln, NE: Nebraska University Press.
- Ekman, Paul & M. O'Sullivan.** 1991. Who can catch a liar? *American Psychologist*, 46 (9), 913-920.
- Elfenbein, H. A., & Ambady, N.** 2002. On the universality and cultural specificity of emotion recognition: A meta-analysis. *Psychological Bulletin*, 128(2), 205-235.
- Elfenbein, H. A., & Ambady, N.** 2002b. Predicting workplace outcomes from the ability to eavesdrop on feelings. *Journal of Applied Psychology*, 87(5), 963-971.
- Etcoff, Nancy.** 1999. *Survival of the Prettiest: The Science of Beauty.* New York: Anchor Books.
- Ewens, S.,** Vrij, A., Jang, M., & Jo, E. (2014). Drop the small talk when establishing baseline behaviour in interviews. *Journal of Investigative Psychology and Offender Profiling*, 11(3), 244–252. Retrieved from <https://doi.org/10.1002/jip.1414>.
- Exline, R. V. S. L. Ellyson and B. Long.** 1975. Visual behavior as an aspect of power role relationships. In *Nonverbal Communication of Aggression, Volume 2*, edited by P. Pliner, L. Drames, and T Alloway. New York: Plenum.

- Falk-Ytter, T.** et. al., 2006. "Infants predict other people's action goals." *Nature Neuroscience* 9: 878-879.
- Fast, Julius.** 1970. *Body Language*. New York: MFJ Books.
- Fisher, Helen.** 2004. *Why we love: the nature and chemistry of love*. New York: Henry Holt
- Feeley, T. H., & Young, M. J.** 2000. The effects of cognitive capacity on beliefs about deceptive communication. *Communication Quarterly*, 48, 101-119.
- Ford, Charles V.** 1996. *Lies!, Lies!, Lies!: the Psychology of Deceit*. Washington, D.C.: American Psychiatric Press. Inc.
- Fouts, Roger with Stephen T. Mills.** 1997 *Next of Kin: My Conversations with Chimpanzees*. New York: Avon Books.
- Frank, M. G.** 1988. The dark side of self and social perception: black uniforms and aggression in professional sports. *Journal of Personality and Social Psychology* 54: 74-85.
- Frank, M. G.** 2009. Thoughts, feelings, and deception. In B. Harrington (Ed.), *Deception Methods, Motives, Context and Consequences* (pp. 55-73). Palo Alto, CA: Stanford University Press.
- Frank, M. G. & Ekman, P.** 1997. The ability to detect deceit generalizes across different types of high-stakes lies. *Journal of Personality and Social Psychology*, 72, 1429-1439.
- Frick-Horbury, Donna and Robert E. Guttentag.** 1998. The effects of restricting hand gesture production on lexical retrieval and free recall. *American Journal of Psychology*, Spring, v111 n1 p43(20).
- Galati, D., Miceli, R., & Sini, B.** 2001. Judging and coding facial expression of emotions in congenitally blind children. *International Journal of Behavioral Development*, 25(3), 268-278.
- Galati, D., Sini, B., Schmidt, S., & Tinti, C.** 2003. Spontaneous facial expressions in congenitally blind and sighted children aged 8-11. *Journal of Visual Impairment & Blindness*, July, 418-428.
- Garrido, E., Masip, J., & Herrero, C.** 2004. Police officers' credibility judgments: Accuracy and estimated ability. *International Journal of Psychology*, 39, 254-275.
- Gigerenzer, Gerd and Peter M. Todd, et. al.**, 2002. *Simple heuristics that make us smart*. New York: Oxford University Press.
- Givens, David G.** 2007. *Crime signals: how to spot a criminal before you become a victim*. New York: St. Martin's Press.
- Givens, David G.** 2005. *Love signals: a practical guide to the body language of courtship*. New York: St. Martin's Press.

- Givens, David G.** 2013. *The Nonverbal Dictionary of Gestures, Signs & Body Language Cues*. Spokane: Center for Nonverbal Studies (<http://www.center-for-nonverbal-studies.org/6101.html>)
- Givens, David G.** 2010. *Your body at work: A guide to sight-reading the body language of business, bosses, and boardrooms*. New York: St. Martin's Press.
- Goffman, Erving.** 1959. *The Presentation of Self in Everyday Life*. New York: Double Day.
- Goleman, Daniel.** 1995. *Emotional Intelligence*. New York: Bantam Books.
- The Global Deception Research Team.** 2006. A world of lies. *Journal of Cross-Cultural Psychology*, 37, 60-74.
- Gordon, Hews.** 1973. "Primate Communication And The Gestural Origin Of Language," *Current Anthropology*, 14, #1 to 2.
- Granhag, Pär Anders and Leif A. Strömwall, Eds.** 2004. *The Detection of Deception in Forensic Contexts*. Cambridge, UK: Cambridge University Press.
- Greene, Robert.** 2003. *The Art of Seduction*. London: Profile Books.
- Gross, Ruth.** 1991. *You don't need words*. New York: Scholastic.
- Guerrero, Laura K. And Joseph A DeVito, Michael L. Hecht, eds.** 1999. *The Nonverbal Communication Reader: Classic and Contemporary Readings*, 2nd Ed. Illinois: Waveland Press.
- Gunnery, S., Hall, J., and Ruben, M.** 2012. The Deliberate Duchenne Smile: Individual Differences in Expressive Control *Journal of Nonverbal Behavior* DOI: 10.1007/s10919-012-0139-4
- Hall, Edward T.** 1971. *Beyond Culture*. New York: Anchor/Doubleday.
- Hall, Edward T.** 1983. *The Dance of Life: The Other Dimension of Time*. New York: Doubleday.
- Hall, Edward T.** 1969. *The Hidden Dimension*. Garden City, NY: Anchor.
- Hall, Edward T.** 1959. *The Silent Language*. New York: Doubleday.
- Harper, Robert G., et. al.** 1978. *Non Verbal Communications: the State of the Art*. New York: Wiley & Sons, Pub.
- Harrigan, J. et. al. Eds.** 2005. *The new handbook of methods in nonverbal behavior research*. Oxford, UK. Oxford University Press.
- Harrison, Randall P.** 1974. *Beyond words: an introduction to nonverbal communication*. New Jersey: Prentice-Hall, Inc.
- Hartwig, M., & Bond, C. F.** (2014). Lie detection from multiple cues: A meta-analysis. *Applied Cognitive Psychology*, 28(5), 661–676. <https://doi.org/10.1002/acp.3052>

- Hartwig, M., Granhag, P. A., Strömwall, L. A., & Kronqvist, O.** 2006. Strategic use of evidence during police interviews: When training to detect deception works. *Law and Human Behavior*, 30, 603-619.
- Hartwig, M., Granhag, P. A., Strömwall, L. A., & Vrij, A.** 2005. Deception detection via strategic disclosure of evidence. *Law and Human Behavior*, 29, 469-484.
- Hatz, J. L., & Bourgeois, M. J.** 2010. Anger as a cue to truthfulness. *Journal of Experimental Social Psychology*, 46, 680-683.
- Henley, Nancy M.** 1977. *Body Politics: Power, Sex, and Nonverbal Communication*. New Jersey: Prentice-Hall, Inc.
- Hertenstein, Matthew.** 2013. *The Tell: The little clues that reveal big truths about who we are*. New York: Basic Books.
- Hickson III, Mark L. and Don W. Stacks.** 1993. *Nonverbal Communication: Studies and Application*, 3rd ed. Dubuque, Iowa: Wm. C. Brown Communications, Inc.
- Hildebrandt, K.A. and H.E. Fitzgerald.** 1983. "The infant's physical attractiveness: Its effect on bonding and attachment." *Infant Mental Health Journal* 4: 3-12.
- Hirsch, Alan R. and Charles J. Wolf.** 2001. Practical Methods for Detecting Mendacity: A Case Study. *The Journal of the American Academy of Psychiatry and the Law*, Vol. 29: 438-444.
- Horvath, T.** 1979. "Correlates of Physical Beauty in Men and Women," *Social Behavior and Personality* 7: 145-151.
- Houston, Y. and R. Bull.** 1994. "Do people avoid sitting next to someone who is facially disfigured?" *European Journal of Social Psychology* 24: 279-84.
- Iacoboni, Marco.** 2009. *Mirroring People: The science of empathy and how we connect with others*. New York: Picador.
- Inbau, Fred E. et. al.** 2001. *Criminal Interrogation and Confessions*, 4th. Ed. Gaithesburg, MD: Aspen Publishers, Inc.
- Jackson, C and Lulow, K.** 1984. *Colour for Men*. London: Piatkus.
- Karpinski, K. J. and Trupp, P. Z.** 1987. *The Winner's Style*. Washington: Acropolis Books.
- Kassin, Saul.** 2004. "True or false: 'I'd know a false confession if I saw one.'" In Granhag, P. A., & Stromwall, L. A. 2004. *The detection of deception in forensic contexts*. New York, NY: Cambridge University Press: 172-193).
- Kendler, K. S., Halberstadt, L. J., Butera, F., Myers, J., Bouchard, T. J., & Ekman, P.** 2008. The similarity of facial expressions in response to emotion-inducing films in reared apart twins. *Psychological Medicine*, 38(10), 1475-1483.

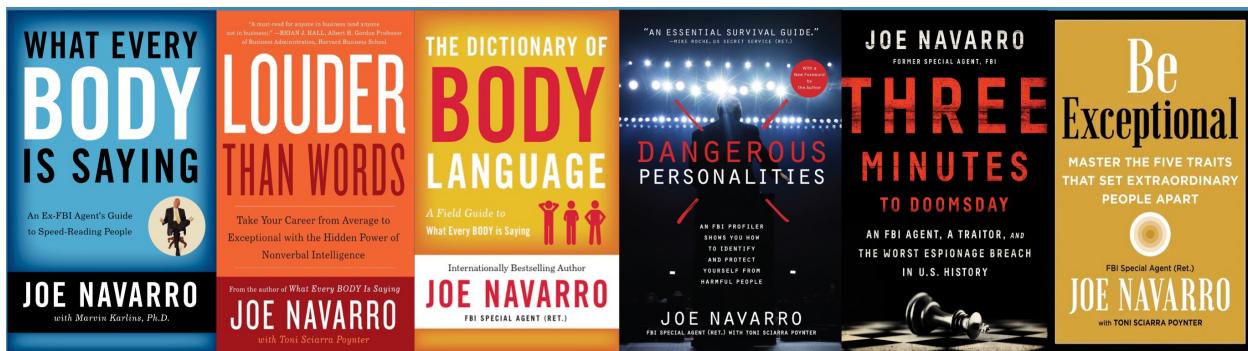
Knapp, Mark L. 1978. *Nonverbal communication in human interaction*, 2nd. Ed. New York: Holt, Rinehart and Winston.

Knapp, Mark L. and Judith A. Hall. 2002. *Nonverbal Communication in Human Interaction*, 5th. Ed. New York: Harcourt Brace Jovanovich.

Körner, R., Röseler, L., Schütz, A., & Bushman, B. J. (2022). Dominance and prestige: Meta-analytic review of experimentally induced body position effects on behavioral, self-report, and physiological dependent variables. *Psychological Bulletin*, 148(1-2), 67–85.
<https://doi.org/10.1037/bul0000356> (/doi/10.1037/bul0000356)

Kraus, Michael and Wendy Berry Mendes, “Sartorial symbols of social class elicit class-consistent behavioral and physiological responses: A dyadic approach,” *Journal of Experimental Psychology* 143, no. 6, (2014): 2330-2340.

Kupcová, M. (2017). Ocular-Motor Methods for Detecting Deception: Effect of Countermeasures. Retrieved from https://is.muni.cz/th/fqvxb/DP_Ocular-Motor_Methods_for_Detecting_Deception_Kupcova.pdf.



<https://www.jnforensics.com/books>

LeBaron, Michelle. 2003. *Bridging Cultural Conflicts: New Approaches for a Changing World* San Francisco: Jossey Bass.

LeDoux, Joseph E. 1996. *The Emotional Brain: The Mysterious Underpinnings of Emotional Life*. New York: Touchstone.

LeDoux, Joseph E. 2002. *Synaptic Self: How Our Brains Become Who We Are*. New York: Penguin Group.

LaFrance, M. And C. Mayo. 1978. *Moving bodies: nonverbal communications in social relationships*. Monterey, CA: Brooks/Cole.

- Levinston, Wendy, et. al.** 1997. "Physician-patient communications: the relationship with malpractice claims among primary care physicians and surgeons." *Journal of the American Medical Association* 277, no. 7: 553-559.
- Lewis, David.** 1989. *The Secret Language of Success: Using Body Language to Get What You Want*. New York: Galahad Books.
- Lieberman, David J.** 1998. *Never Be Lied to Again*. New York: St. Martin's Press.
- Lloyd-Elliot, Martin.** 1994. *Secrets of Sexual Body Language*. London: Ulysses Press.
- Lurie, Alison.** 1981. *The Language of clothes*. New York: Random House.
- Lustig, Myron and Jolene Koester.** 1998. *Intercultural Competence: Interpersonal Communication Across Cultures* (3rd Ed.). New York: Addison-Wesley Publishing.
- Mann S, et. al.,** 2013. Lying eyes: why liars seek deliberate eye contact. *Psychiatry Psychol. Law* 20:452–61
- Mann, S., Vrij, A., & Bull, R.** 2004. Detecting true lies: Police officers' ability to detect suspects' lies. *Journal of Applied Psychology*, 89, 137-149.
- Marler, Hollyanna, and Annabel Ditton.** 2020. "'I'm Smiling Back at You': Exploring the Impact of Mask Wearing on Communication in Healthcare." *International Journal of Language & Communication Disorders*, October. doi:10.1111/1460-6984.12578.
- Marono, Abbie.** (2022). The role of closeness in the relationship between nonverbal mimicry and cooperation (Doctoral dissertation, Lancaster University, UK).
- Marono, Abbie, Clarke, David D., Navarro, J., & Keatley, D. A.** (2018). A sequence analysis of nonverbal behaviour and deception. *Journal of Police and Criminal Psychology*, 33(2), 109-117. <https://link.springer.com/article/10.1007/s11896-017-9238-9>
- Marono, Abbie, Clarke, David D., Navarro, Joe., & Keatley, David A.** (2017). A behaviour sequence analysis of nonverbal communication and deceit in different personality clusters. *Psychiatry, Psychology and Law*, 24(5), 730-744. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC6818308/>
- Matsumoto, David & Hwang, Hyisung C.** (2020): Clusters of nonverbal behavior differentiate truths and lies about future malicious intent in checkpoint screening interviews, *Psychiatry, Psychology and Law*, DOI:10.1080/13218719.2020.1794999
- Matsumoto, D., & Hwang, H. S., Frank, M. G.** 2016. *APA Handbook of Nonverbal Communications*. Washington, DC: American Psychological Association.
- Matsumoto, D., & Juang, L.** 2008. Culture and Psychology, 4th Ed. Belmont, CA: Wadsworth.
- Matsumoto, D., & Hwang, H. S., et. al.,** 2011. Evaluating truthfulness and Deception: New tools to aid investigators. *FBI Law Enforcement Bulletin*, (June): 1-4.

- Matsumoto, D., & Hwang, H. S.** (in press). Training the ability to read microexpressions of emotion improves emotional competence on the job. *Motivation & Emotion*.
- Matsumoto, D., Keltner, D., Shiota, M. N., Frank, M. G., & O'Sullivan, M.** 2008. What's in a face? Facial expressions as signals of discrete emotions. In M. Lewis, J. M. Haviland & L. Feldman Barrett (Eds.), *Handbook of emotions* (pp. 211-234). New York: Guilford Press.
- Matsumoto, D., & Willingham, B.** 2009. Spontaneous facial expressions of emotion of congenitally and non-congenitally blind individuals. *Journal of Personality and Social Psychology*, 96(1), 1-10.
- Matsumoto, David.** 1996. *Unmasking Japan: Myths and Realities About the Emotions of the Japanese*. Stanford, California: Stanford University Press.
- Marono, A., Clarke, D. D., Navarro, J., & Keatley, D. A.** (2017). "A sequence analysis of nonverbal behaviour and deception." *Journal of Police and Criminal Psychology*. DOI 10.1007/s11896-017-9238-9
- McClave, Evelyn Z.** (2000). "Linguistic Functions of Head Movements in the Context of Speech." In *Journal of Pragmatics* (Vol. 32), pp. 855-78.
- MacLean, Paul D.** 1990. *The Triune Brain in Evolution*. New York: Plenum Press.
- McNeill, Daniel.** 1998. *The Face*. New York: Little, Brown & Company.
- McNeill, David.** 1992. *The Face A Guided Tour*. London: Hamish Hamilton.
- McNeill, David. Ed.** 2000. *Language and gesture*. Cambridge: Cambridge University Press.
- McNeill, David.** 2005. *Gesture and thought*. Chicago: University of Chicago Press.
- Mehrabian, Albert.** 1972. *Nonverbal Communication*. Chicago: Aldine Publishing Company.
- Mehrabian, Albert.** 1981. *Silent Languages: Implicit Communications of Emotions and Attitudes*. Belmont, Ca: Wadsworth.
- Mikula, G., Scherer, K. R., & Athenstaedt, U.** 1998. The role of injustice in the elicitation of differential emotional reactions. *Personality and Social Psychology Bulletin*, 24, 769-783.
- Milgram, S.** 1974. *Obedience to Authority*. New York: Harper & Row Publishers.
- Miller, Gerald R. And James B. Stiff.** 1993. *Deceptive Communication*. Newbury Park, California: Sage Publications.
- Mlodinow, Leonard.** 2013. *Subliminal: How your unconscious mind rules your behavior*. New York: Random House.
- Molloy, John T.** 1975. *Dress for Success*. New York: Warner Books.
- Molloy, John T.** 1988. *John T. Molloy's New Dress for Success*. New York: Warner Books.

- Montagu, Ashley.** 1986. *Touching*. New York: Harper & Row, Publishers.
- Morris, Desmond.** 1985. *Bodywatching: a field guide to the human species*. New York: Crown Publishers.
- Morris, Desmond.** 1994. *Bodytalk: the Meaning of Human Gestures*. New York: Crown Trade Paperbacks.
- Morris, Desmond, et. al.,** 1994. *Gestures*. New York: Scarborough Book.
- Morris, Desmond.** 1971. *Intimate behavior*. New York: Random House.
- Morris, Desmond.** 1980. *Manwatching: A field guide to human behavior*. New York: Crown Publishers.
- Morris, Desmond.** 2000. *The Naked Eye: Travels in search of the human species*. London: Ebury Press.
- Morris, Desmond.** 2004. *The Naked Woman: A study of the female body*. New York: St.Martin's Press.
- Morris, Desmond.** 2002. *Peoplewatching: The Desmond Morris Guide to Body Language*. London: Vintage Books.
- Morrison, Terri, Wayne A. Conaway, and George A. Borden.** 1994. *Kiss Bow, or Shake Hands: How to do Business in Sixty Countries*. Holbrook, Massachusetts: Adams Media Corporation.
- Navarro, Joe.** 2011. *200 Poker Tells*. Amazon Kindle
- Navarro, Joe.** 2003. A Four Domain Model of Detecting Deception. *FBI Law Enforcement Bulletin*, (June): 19-24.
- Navarro, Joe.** 1984. *An Ethologist's Codex: Observations On human Behavior*. Unpublished Manuscript (Navarro Collection).
- Navarro, Joe.** 2021. *Be Exceptional: Master The Five Traits That Set Extraordinary People Apart*. New York: Harper Collins.
- Navarro, Joe.** 2021. Blogs *Psychology Today*: <https://www.jnforensics.com/books>
- Navarro, Joe.** 2010. *Body Language Essentials*. Amazon Kindle.
- Navarro, Joe.** 2016. "Chirality: A Look At Emotional Asymmetry Of The Face." *Psychology Today Blog*. May 21. <https://www.psychologytoday.com/us/blog/spycatcher/201605/chirality-look-emotional-asymmetry-the-face>

- Navarro, Joe.** 2011. *Clues to Deceit: A Practical List*. Amazon Kindle.
- Navarro, Joe.** 2014. *Dangerous Personalities*. New York: Rodale.
- Navarro, Joe.** 2012. *Detecting Deception*. *FBI Law Enforcement Bulletin*, (August): 7-11.
- Navarro, Joe.** 2010. "Detecting Lies vs. Detecting Truth: Serious Implications." *Psychology Today, Spycatcher Blog Post*. Accessed: January 2023:
<https://www.psychologytoday.com/us/blog/spycatcher/201010/detecting-lies-vs-detecting-truth-serious-implications>
- Navarro, Joe.** 2018. *The Dictionary of Body Language: A Field Guide to Human Behavior*. New York: Harper Collins.
- Navarro, Joe.** 2023. "Discerning Friend from Foe," *Psychology Today*, Vol. 56, No. 4, (July August): 27-29.
- Navarro, Joe.** 2008. *El Cuerpo Habla*. Madrid, Spain: Editorial Sirio.
- Navarro, Joe.** 2004. *El interrogatorio: frente a frente*. *Revista General Santander, Escuela Nacional de Policía*, #105, Octubre: 38-41.
- Navarro, Joe.** 2024. *Every Body's Talking*. In Dorothy Seyler and Allen Brizee, *Read, Reason, Write: An Argument Text Reader*, Thirteenth Ed., New York: McGraw Hill.
- Navarro, Joe.** 2015. Four Opportunities To Detect Deception, in Flavio Romerio and Claudio Bazzani Eds., *Interne und regulatorische Untersuchungen*, *EuropaInstitute*, Basil, Switzerland, 171-179.
- Navarro, Joe.** 2002. Interacting with Arabs and Muslims. *FBI Law Enforcement Bulletin*, (September): 20-23.
- Navarro, Joe.** 2010. *Louder than words: take your career from average to exceptional with the hidden power of nonverbal intelligence*. New York: Harper Collins.
- Navarro, Joe.** 2015. Micro-expressions and Body Language: What Really Matters, in Flavio Romerio and Claudio Bazzani Eds., *Interne und regulatorische Untersuchungen*, *EuropaInstitute*, Basil, Switzerland, 163-170.
- Navarro, Joe.** 2019. "Reserved Behaviors of the Hands." *Psychology Today Blog*. June 24.
<https://www.psychologytoday.com/us/blog/spycatcher/201906/reserved-behaviors-the-hands>
- Navarro, Joe.** 2017. *Three Minutes to Doomsday: an FBI Agent, a Traitor, and the Worst Espionage Breach in U.S History*. New York: Scribner. <http://amzn.to/2cxyMAU>
- Navarro, Joe.** 2009. *The Psychology of Body Language*. Amazon Kindle.
- Navarro, Joe.** 2007. "Psychologie de la communication non verbale," in "Psychologie de l'enquête criminelle: La recherche de la vérité," Cowansville (Québec): Les Éditions Yvon Blais: 141-163.

- Navarro, Joe.** 2004. Testifying in the theater of the courtroom. *FBI Law Enforcement Bulletin*, (September): 26-30.
- Navarro, Joe.** 2008. *What Every BODY Is Saying*. New York: Harper Collins.
- Navarro, Joe.** 2005. "Your stage presence: nonverbal communication." In *Successful Trial Strategies for Prosecutors*. Candace M. Mosley ed., Columbia, South Carolina: National College of District Attorneys: 13-19.
- Navarro, Joe and John R. Schafer.** 2001. *Detecting Deception*. *FBI Law Enforcement Bulletin*, (July): 9-13.
- Navarro, Joe and John R. Schafer.** 2003. Universal principles of criminal behavior: a tool for analyzing criminal intent. *FBI Law Enforcement Bulletin*, (January): 22-24.
- Niedenthal, Paul M.** 2007. "Embodying Emotion." In *Science* (May 18, Vol. 316), pp. 1002-005.
- Nelissen, Rob and Marijn Meijers**, "Social benefits of luxury brands as costly signals of wealth and status," *Evolution and Human Behavior* 32 (2011): 343-355.
- Newman, R., Furnham, A., et.al.** (2016). Non-verbal presence: How changing your behaviour can increase your ratings for persuasion, leadership and confidence. *Psychology*, 7(4), 488-499.
- Nierenberg, Gerald I. and Henry H. Calero.** 1971. *How to Read a Person like a Book*. New York: Pocket Books.
- Nisbett R.E. and T.D. Wilson.** 1977. "Are the good beautiful or the beautiful good?" *Social Psychology Quarterly* 42: 386-92.
- O'Connor, Joseph and John Seymour.** 1995. *Introducing Neuro Linguistic Programming: Psychological Skills for Understanding and Influencing People*. London: Thorndon.
- Onodera, T. and M. Miura.** 1998. "Interactive effects of physical attractiveness in advertisements." *Psychological Reports* 83 (3): 1403-10.
- Oppenheim, Annie.** 1907. *The face and how to read it*. London: Fisher Unwin.
- Pease, Allan.** 1981. *Signals: How to Use Body Language for Power, Success, and Love*. New York: Bantam Books, Inc.
- Pease, Allan and Barbara.** 2004. *The definitive book of body language*. New York: Bantam Dell.
- Porter, S., & ten Brinke, L.** 2008. Reading between the lies: Identifying concealed and falsified emotions in universal facial expressions. *Psychological Science*, 19(5), 508-514.
- Quilliam, Susan.** 1994. *Childwatching: A Parent's Guide to Children's Body Language*. London: Ward Lock Book.

- Rinn, W. E.** (1984). The neuropsychology of facial expression: A review of the neurological and psychological mechanisms for producing facial expressions. *Psychological Bulletin*, 95, 52-77.
- Roche, Mike.** 2011. *Face to Face: Observation, interviewing and rapport building skills – an ex Secret Service Agent's guide*. Amazon: Kindle.
- Rosenfeld, Lawrence B. and Jean M. Civikly.** 1976. *With Words Unspoken: The Nonverbal Experience*. New York: Holt, Rinehart and Winston.
- Ruben, Brent D.** 1988. *Communication and Human Behavior*. New York: Macmillan Publishing.
- Rubin, K.H. and M. Wilkinson.** 1995. "Peer rejection and social isolation in childhood: A conceptually inspired research agenda for children with craniofacial handicaps." In R.A. Eder ed., *Developmental Perspectives on Craniofacial Problems*, pp. 158-76. New York: Springer-Verlag.
- Rule, N. O, et. al.**, "Perceptions of dominance following glimpses of faces and bodies," *Perception* 41 (2012): 687
- Ruwet, Jean-Calude.1972. *Introduction to Ethology*. New York: International Universities Press, Inc.
- Samovar, Larry A., Richard E. Porter, Richard E., and Edwin R. McDaniel** (2007). *Communication Between Cultures* (Boston: Wadsworth).
- Saunders, Gabrielle H., Iain R. Jackson, and Anisa S. Visram.** 2020. "Impacts of Face Coverings on Communication: An Indirect Impact of Covid-19." *International Journal of Audiology*, November. doi:10.1080/14992027.2020.1851401.
- Schafer, John R. and Joe Navarro.** 2004. *Advanced Interviewing Techniques*. Springfield, IL.: Charles C. Thomas Publisher.
- Schlögl, Mathias, and Christopher A. Jones. 2020.** "Maintaining Our Humanity through the Mask: Mindful Communication during COVID-19." *Journal of the American Geriatrics Society* 68 (5): E12–13. doi:10.1111/jgs.16488.
- Shapiro, Lawrence E.** 2003. *The Secret Language of Children: How to Understand What Your Kids Are Really Saying*. Naperville, Ill: Sourcebooks, Inc.
- Scheflen, Albert E. and Alice Scheflen.** 1972. *Body language and social order: communication as behavioral control*. New Jersey: Prentice-Hall, Inc.
- Spence, S. H.** 1987. "The relationship between social-cognitive skills and peer sociometric status," *British Journal of Developmental Psychology*, 5): 347-356.
- Sporer, S. L., & Schwandt, B.** 2006. Para verbal indicators of deception: A meta-analytic synthesis. *Applied Cognitive Psychology*, 20, 421-446.

- Sporer, S. L., & Schwandt, B.** 2007. Moderators of nonverbal indicators of deception: A meta-analytic synthesis. *Psychology, Public Policy, and Law*, 13, 1-34.
- Steere, David A.** 1982. *Bodily expression in psychotherapy*. New York: Brunner/Mazel, Inc.
- Stern, P. C.** (Ed.), 2004. The polygraph and lie detection. Report of the national research council committee to review the scientific evidence on the polygraph. Washington, DC: The National Academies Press.
- St-Yves, M. et Navarro, J.** (2015). La détection du mensonge : l'effet Pinocchio existe-t-il? *Psychiatrie et violence*, volume 13, no. 1.
- St-Yves, M. & Navarro, J.** (2015). Lie detection: Does the Pinocchio effect exist? *Journal of Psychiatry and Violence*, 13 (1).
- St-Yves, M. et Tanguay, M. Eds.** 2007. Psychologie de l'enquête. La recherche de la vérité. Cowansville (Québec) : Les Éditions Yvon Blais.
- Szulewski, A.**, Fernando, S.M., Baylis, J., & Howes, D. (2014) Increasing Pupil Size Is Associated with Increasing Cognitive Processing Demands: A Pilot Study Using a Mobile Eye-Tracking Device. *Open Journal of Emergency Medicine*, 2, 8-11. Retrieved from <http://dx.doi.org/10.4236/ojem.2014.21002>.
- Tangney, J., and R. Dearing.** 2002. Shame and Guilt. New York: Guilford.
- Team, T. G. D. R.** 2006. A world of lies. *Journal of Cross-Cultural Psychology*, 37 (1), 60-74.
- Thomason, T.C., et al.** 1980. Test of the eye-movement hypothesis of neurolinguistic programming, *Perceptual and Motor Skills*, Vol. 51, p. 230.
- Thomssen, L. et al.**, "Big and mighty; per preverbal infants mentally represent social dominance," *Science* 331 (2011):477.
- Todorov, Alexander, et al.** 2005. "Inferences of confidence from faces predict election outcomes," *Science* 308 (June 10): 1623-1626.
- Tracy, J.** 2016. Take Pride: Why the Deadliest Sin Holds the Secret to Human Success. New York: Houghton.
- Tracy, J. L., and D. Matsumoto.** 2008. The spontaneous expression of pride and shame: Evidence for biologically innate nonverbal displays. *Proceedings of the National Academy of Sciences USA* 105:11655–60.

Tronick, Edward Z. 1989. "Emotions and emotional communication and infants," *American Psychologist*, 44, no. 2 (February): 112-119.

Universidad Complutense de Madrid. "First direct evidence for ultra-fast responses in human amygdala to fear." *ScienceDaily*, 15 June 2016.
www.sciencedaily.com/releases/2016/06/160615095132.htm

Vedantam, Shankar. 2010. *The Hidden Brian: How our unconscious mines elect president, control markets, wage wars, and save our lives*. New York: Spiegel and Grau.

Vrij, A. 2007. Criteria based content analysis: A qualitative review of the first 37 studies. *Psychology, Public Policy, and Law*, 11, 3-41.

Vrij, Aldert. 2008. *Detecting lies and deceit: Pitfalls and opportunities* (2nd ed.). New York, NY: John Wiley & Sons.

Vrij, Aldert, et al., 2000. Detecting Deception via Analysis of Verbal and Nonverbal Behavior. *Journal of Nonverbal Behavior* 24, (4), Winter 2000: 239-263.

Vrij, Aldert. 2000. *Detecting Lies and deceit: the psychology of lying and the implications for professional practice*. Chichester, England: John Wiley & Sons, Ltd.

Vrij, Aldert and G.R. Semin. 1996. Lie experts' beliefs about nonverbal indicators of deception. *Journal of Nonverbal Behavior* 20: 65-80.

Vrij, A., Granhag, P.A., & Porter, S. (2010). Pitfalls and Opportunities in Nonverbal and Verbal Lie Detection. *Psychological Science in the Public Interest*, 11(3), 89-121. Retrieved from <http://www.jstor.org/stable/41038740>.

Vrij, Aldert, Hartwig, Maria and Granhag, Pär Anders. (2019). Reading Lies: Nonverbal Communication and Deception. *Annu. Rev. Psychol.* 70:295–317.
<https://doi.org/10.1146/annurev-psych-010418-103135>

Vrij, Aldert and Lochun, S. 1997. Neuro-linguistic programming and the police: worthwhile or not? *Journal of Police and Criminal Psychology*, Vol 12, No.1, pp.25-31.

Vrij, A., Leal, S., Granhag, P. A., Fisher, R. P., Sperry, K., Hillman, J., & Mann, S. 2009. Outsmarting the liars: The benefit of asking unanticipated questions. *Law and Human Behavior*, 33, 159-166.

Vrij, A., & Mann, S. 2001. Telling and detecting lies in a high-stake situation: The case of a convicted murderer. *Applied Cognitive Psychology*, 15, 187-203.

Vrij, A., Mann, S., Leal, S., & Fisher, R. P. 2007. "Look into my eyes:" Can an instruction to maintain eye contact facilitate lie detection? *Psychology, Crime & Law*, 16, 327-348.

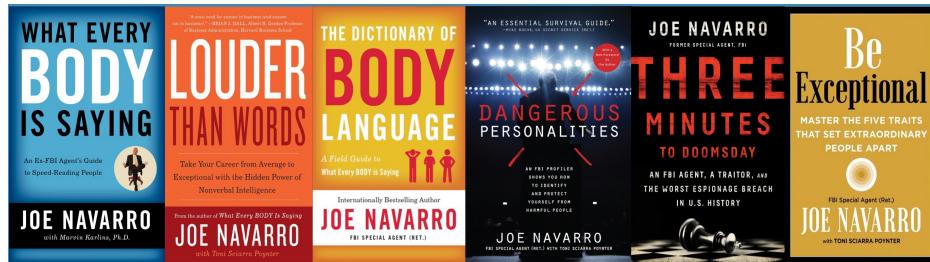
- Vrij, A., Mann, S., Fisher, R. P., Leal, S., Milne, R., & Bull, R.** 2008. Increasing cognitive load to facilitate lie detection: The benefit of recalling an event in reverse order. *Law and Human Behavior*, 32, 253-265.
- Vrij A, Lochun SK.** 1997. "Neuro-linguistic programming and the police: Worthwhile or not?" *Journal of Police and Criminal Psychology* 12: 25–31.
- Vrij, A., Fisher, R., Mann, S., & Leal, S.** (2008). A cognitive load approach to lie detection. *Journal of Investigative Psychology and Offender Profiling*, 5, 39-43.
- Walcyzk, J. J., Igou, F. P., Dixon, A. P., & Tcholakian, T.** (2013). Advancing lie detection by inducing cognitive load on liars: A review of relevant theories and techniques guided by lessons from polygraph-based approaches. *Frontiers in Psychology*, 4, 1-13
doi:10.3389/fpsyg.2013.00014.
- Walters, Stan B.** 2003. *Principles of kinesic interview and interrogation*, 2Pnd ed. Boca Raton, Florida: CRC Press, LLC.
- Warren, G., Schertler, E., & Bull, P.** 2009. Detecting deception from emotional and unemotional cues. *Journal of Nonverbal Behavior*, 33, 59-69.
- Weisfield, G. E. And J. M. Beresfor.** 1982. "Erectness of posture as an indicator of dominance or success in humans." *Motivation and Emotion* 6, no. 2:113-31.
- Wilson, R. K. & Eckel, C. C.** 2006. Judging a book by its cover: Beauty and expectations in the trust game. *Political Research Quarterly*, 59, 189-202.
- Wilson, Timothy D.** 2002. *Strangers to Ourselves: Discovering the Adaptive Unconscious*. Cambridge, Mass: Harvard University Press.
- Wirth, J. H., Sacco, D. F., Hugenberg, K., & Williams, K. D.** (2010). Eye gaze as relational evaluation: Averted eye gaze leads to feelings of ostracism and relational devaluation. *Personality and Social Psychology Bulletin*, 36(7), 869-882.
- Wiseman, Richard, Et. Al.** 2012. "The Eyes Don't Have It: Lie Detection and Neuro-Linguistic Programming," *PLOS ONE*. July 11.
<https://journals.plos.org/plosone/article?id=10.1371/journal.pone.0040259>
Retrieved March 11 2021.
- Wispé, L.** 1991. *The Psychology of Sympathy*. New York: Plenum.
- Young, L., and B. Alexander.** 2012. *The Chemistry Between Us: Love, Sex, and the Science of Attraction*. New York: Current.

Yeschke, Charles L. 1993. *Interviewing: a Forensic Guide to Interrogation*, 2nd. ed. Springfield, Illinois: Charles C. Thomas Publisher.

Zack, Paul J. 2012. *The Moral Molecule: How Trust Works*. New York: Penguin Group.

Zebrowitz, L.A. and J.M. Montepare. 1992. "Impressions of babyfaced males and females across the life span." *Developmental Psychology* 28: 1143-52.

Zunin, L. and Zunin, N. 1972. *Contact - The First Four Minutes*. New York: Ballantine Books.



www.jnforensics.com/books

www.jnbodylanguageacademy.com

<https://www.youtube.com/@joenavarrobehaviorexpert>

