Mind Reading Mastery Volume I
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Introduction

When people hear the term “mind reading” the most common association would be with stuff like magic and psychics. Well, Mind Reading Mastery Volume I can teach you about mind reading, but we are *not* going to use magic of any kind.

I’m going to share with you the secrets of influence masters from around the world that would enable you to read minds faster than any psychic. How is this even possible?

Truth be told, not many people paid attention to the art of mind reading some decades ago. Many people believed it was just a bunch of nonsense because people believed that unless a person was saying something, it’s *impossible* to determine what’s going on in his mind.
I’m here to tell you that you that those people are completely wrong because you can read minds just by looking at people. Don’t worry – you don’t need any special magic skills to do this. In fact, my approach to mind reading is actually scientific. Its roots can actually be traced to anthropology which is the study of human culture, history, etc.

If you want to read other people’s minds, you need to equip yourself with special knowledge. This special knowledge focuses on what is unsaid and what is held back by some.

This special knowledge also sheds light on what people really mean even if they are using verbal language to express themselves. Let me share with you an important fact that you should always keep in mind when
dealing with other people: 70% of all human communication is nonverbal or unspoken.

That’s right – so when you hear someone say “I agree with you completely!” you are not getting the entire message unless you know how to read body language or nonverbal language.

Some of you might be wondering: if something is unsaid, then it doesn’t matter right? Wrong. We must all remember that the human body and the human mind are never separate entities. The mind is completely dependent on the body and vice versa.

When you are thinking about something, your thoughts will have an immediate impact on your gestures and expressions. When you receive sensory input from the environment, the mind reacts almost instantaneously.
It’s wrong to assume that the only way that people can express themselves is through verbal language.

The *oldest* form of human communication is body language. It has been around since the beginning of our species. Vocal language and verbal language are fairly new innovations if we were to trace the development of human communication.

And here’s another interesting fact: a person may not learn to speak at all if no one teaches him how to do it, but he will still have access to an instinctual, nonverbal language that would be universally recognized.

Body language is *not* a recent invention nor is it something that people craft as they grow up. It’s part of the human survival package,
given to us by our ancestors thousands of years ago.

Body language is an intrinsic part of human communication and let me tell you this: it’s very hard to lie through body language.

People can be as deceptive as they want to be when they use verbal language but when it comes to nonverbal language, there are some things that we cannot control which is why you should pay close attention to even the smallest gestures when interacting with other people.
Why Body Language Matters

Few pay *conscious attention* to body language for the simple reason that we as humans *don’t* need to spend a lot of cognitive resources to pick up and decipher simple body language signals.

The human brain doesn’t need a lot of cognitive resources to determine what is being said on the nonverbal level because the decoding process itself is done through the peripheral or subconscious level.

And you know what happens when the subconscious is involved – people can immediately tell if there is a cognitive dissonance occurring right in front of them.
Cognitive dissonance occurs when a person is *not* expressing the same ideas through the three different language channels. Ever had an experience where you simply disliked another person even before he has spoken his first word?

That’s probably because your brain picked up the cognitive dissonance, which immediately brought up your internal defenses. Yes, there are actually three language channels that we all use, everyday even if we’re not aware of them all.

The first language channel is *nonverbal language*. Nonverbal language is comprised of facial expressions, gestures, posture and other bodily movements that often express a person’s emotions and state of mind at any given time.
The second channel is *vocal language*. This channel is comprised of our tone of voice, speech rate, etc. Although older than verbal language, vocal language is actually *young* compared to body language.

And then we have verbal language, which is used to express thoughts and sentiments through a formal language like English or Chinese. If you look at it carefully, you can easily see that verbal language is just *one part* of the whole picture.

So if you don’t really pay attention to what people are expressing through their body language, you may not get the *whole message* (which is often the case when people interact with one another).

Consciously reading body language requires a little practice, but I can assure you, in a short period of time you will be able to learn
a ton of new information about people just by paying attention to their body language.

Why do you need to learn about body language, anyway?

Well, think about it this way: if you want to have smooth and problem-free social interactions, you need to understand people better. Often, conflicts arise because of a lack of perceptiveness.

It is often said that women have keen intuition because they appear to have the ability to read people’s minds. I call this perceptiveness – because women are more perceptive to body language than men. Don’t worry – if you’re a guy, you can match or even exceed the level of perceptiveness of the average woman if you practice enough.
Three Simple Rules for a More Accurate Reading

If you really want to learn how to read people’s minds, you need to take note of these three simple rules for arriving at better readings of people’s body language.

I. The first rule is to *never rely on a single expression*. Sure, a smile or a frown can say a lot about a person’s mental state. But that’s just the tip of the iceberg during a conversation or any other social interaction.

If you want an accurate reading, you need to *read expressions in groups/clusters*. Individual expressions would only make sense if you read the nonverbal message in its entirety. It’s a bit like reading a whole sentence.
If you read only part of a written sentence, the sentence won’t make much sense. But if you read the whole thing, the sentence would make perfect sense.

You also need to read gestures and expressions in clusters to make sure that you are not misreading the other person. Like verbal language, individual gestures can mean a ton of different things.

Here’s a good example – let’s say you were talking to a very attractive member of the opposite sex. And then you see that person shiver right in front of you.

If you don’t read the other gestures and expressions, you would probably think that you said something quite
disturbing that you actually gave the other person goose bumps. So the risk for misunderstanding the other person can be quite high if you fail to pick up all of the expressions being given by the other party.

II. The second rule is to focus on finding incongruence between what is being said verbally and what is being expressed by the body.

The human mind was designed to analyze all three channels of communication and it pays special attention to the nonverbal channel because the bulk of what is being said is actually expressed through the nonverbal channel.

If you think the person is trying to deceive you even if his words sound
right, your brain has probably picked up several nonverbal signals that are incongruent with what the other person is expressing verbally.

**III.** Never forget to read body language within the proper context. If you don’t read the gestures and expressions within their proper contexts, you *will* end up getting a wrong reading and nothing could be more unproductive than this.

If you want to become a really good mind reader, you need to approach this with a curious but *logical* mind. Remember – you’re trying to determine the truth each and every time.
Reading Hand Gestures and Handshakes

The hands can be used to express openness, dominance, submission and a variety of other mindsets. You can gain instant insight by just watching how a person moves his hands during a conversation.

In this part of Mind Reading Master Volume I, I’m going to share with you some essential lessons that involve the hands. You might be surprised how essential these gestures and expressions are in conveying the true mindset of a person. Learn these by heart and don’t forget to practice ‘mind reading’!
Truthfulness

When a person wants to show that he has nothing to hide and he wishes to become completely truthful to you, he would most likely hold out his palms near his sides.

This gesture is thought to be the equivalent of an ancient peace gesture that showed that the approaching person has no concealed weapons in his hands. People who really want to tell the truth would have no problem showing their hands in this manner.

But when a person is trying to hide even a small bit of information, the tendency is for the hands to go behind the back. This type of gesture is more common in kids. When a child is trying to hide something, he would most likely tuck his hands behind his back.
If you are trying to influence someone and he rejects your proposal with his palms out, it is quite possible that he is really telling the truth. If this is the case, you have to deal with this obstacle because the other party is telling the truth and he is not rejecting your proposal just because he wants to reject it.

Now, some people habitually tell lies while trying to mask their deception with body language. Don’t worry – if someone was trying to deceive you with the open-palm gesture you would probably find incongruence in what he’s saying.

And here’s another important fact about deception and body language: it takes an incredible amount of energy to deceive someone by using natural body language. To do so, one must be able to counter automatic responses like the furrowing of the brows, sweating, etc.
The Four Types of Handshakes

Hand gestures are common when someone is trying to present ideas or when someone is simply trying to have a conversation with another person. Did you know that when someone is gesticulating using the hands, that person is actually trying to send a clear message to the other person?

When a speaker exposes his palms when he is trying to explain something to his audience, he is acting the part of an equalizing or at least neutral force.

The speaker does not wish to threaten anyone because he is showing that he is being honest and he has no intention of harming anyone.

Now, when a person uses a palm-down gesture when he’s trying to explain
something, he is making it clear that he wishes to be treated as an authority and that his message should be respected by those around him.

If you want to be influential and persuasive, don’t use the palm-down gesture because people around you will probably become infuriated with the idea that you are giving them orders – because that is what authority likes to do, give orders.

The same principle applies when someone points down at someone when giving instructions. This gesture is extremely dominant and the person using the gesture is openly communicating that he is the dominant person.

Within competitive environments like a corporate office, such gestures can easily ignite resentment and ill will in other people.
Pointing up can also cause a negative response in people because it appears bossy and authoritarian, too.

Let’s move on to handshakes. There are essentially three types of handshakes: the equalizing handshake, the dominant handshake the submissive handshake. Each handshake creates a different reaction in people. When you use the equalizing handshake, you make the other feel as if he is an equal and that you are not a threat. This type of handshake fosters trust and communication during social interactions.

If you use a dominant handshake, you are communicating that you want to dominate or take control of the situations. People might react negatively to a dominant handshake especially if it’s just the first meeting.
Using the submissive handshake can create a negative effect as well – people might think that the person in front of them has a weak character and that he can easily be dominated and controlled.

Women in business settings should practice the equalizing handshake (not the dominant handshake) to avoid attracting power players who may want to show that they are in charge.

How can you tell which handshake is being used by another person? When a person reaches *first* and his hand seems to be on top of yours, he’s using a dominant handshake. You can counter this by reciprocating with a handshake that is equally strong so your hand isn’t turned to the side and dominated by the other hand.
A submissive handshake is a little weak because it will allow the other person to grip and stay on top. With an equalizing handshake, the two hands are completely vertical no one is visibly dominating or being submissive. Again, this handshake is the best handshake because it fosters trust which is the first step in establishing rapport with other people.

Some people might try to dominate your first encounter by using a dominant handshake. What you can do is a take step to the right and reach for the other person’s hand first. Do not allow the other person to slightly twist your hand because your hand will end up on the bottom.

If you allow your handshake to become a submissive one, the other person will think that he can dominate you fairly easily because you were unable to equalize the
handshake. Sometimes people want the other person to return a powerful handshake because they want to see if the other person has an equally strong character.

There are also handshakes that imply control. It’s easy to spot these handshakes. When the other person reaches for your shoulder, wrist, forearm or your wrist that usually means the other person is dominant and he likes taking control of social encounters. Of course, if it’s a friend that did it your friend was probably only trying to be nice and warm. But if a client did it just before a meeting, he’s probably sending a message that he’s a dominant figure and you should know that.
The Magic of Smiles

Smiling is another primordial gesture that humans use to express relief and happiness. When a person smiles, people around him will automatically copy the expression.

Researchers believe that there is a mirroring neuron in the human brain that allows people to fire back an identical facial expression whenever a smile is detected.

The brain is also capable of detecting a smile even if it’s upside down. When you see a person smile, he is actually expressing that he is a submissive fellow and he means no harm.

Smiling is not a sign of weakness – it is a way of telling people that you are not there to dominate or harm anyone. It is the easiest way to express this message. The smile is
also used to disarm people who might be experiencing heightened negative emotions such as anger or sadness.

The disarming power of smiles can be seen most clearly when powerful world leaders take the center stage on world media. The most strategic ones always use smiles to appear non-threatening and sincere to other people.

How can you tell if a smile is genuine or not? The first criterion is not the appearance of the mouth but the eyes. When people smile, they do it because they’re truly happy and this is easily expressed by the facial muscles.

The eyes crinkle a little and sometimes the eyelids even drop a little to accommodate the real smile. All of these facial movements happen within milliseconds of each other.
But when someone is trying to pretend that he’s happy about something, the eyes are usually unaffected by the smile.

The smile will be limited to the mouth and the upper half of the face will not be ‘smiling’ like the mouth region. There is also an added strain to the smile because a deceptive smile is not natural. Because it’s not genuine, often, liars’ faces are more pronounced on the left side when they smile.

Some people feel so negative all the time that they sport an almost permanent down mouth facial expression. The down mouth facial expression is the direct opposite of the smile.

If you think you’re actually using this sour and dour expression yourself, I highly recommend that you start practicing smiling more often to counter this bad, habitual
expression. Yes, it’s a bad expression because studies have shown that people generally avoid other people who sport the down mouth facial expression.

The Arms Say It All

The arms are often used to create a barrier against the environment. When a person is feeling somewhat vulnerable, the arms can be used to cover specific regions of the body like the groin and the chest.

This peculiar behavior can be traced back to when we were young – children often hid behind objects to protect themselves if they felt that there was something threatening in the environment. It was a simple reaction that would eventually evolve in adulthood.

Of course, as adults people can no longer hide behind chairs or tables when they feel
threatened (that would look very strange indeed) – and so they resort to other ways of protecting themselves when they feel vulnerable. A good example of this would be the arm-cross gesture.

You will often see the arm-cross gesture in public places where people are expected to hang around and wait for something – along with other members of the public.

You will see people folding their arms over their chest region, which houses the heart and the lungs. People may not know it, but that’s really the purpose of arm-crossing gestures – to protect the most important organs from possible injury.

When a person’s arms are crossed, he is also communicating that he is in a defensive state of mind and that something in the environment is threatening him.
Cross-armed gestures should be avoided because they communicate negativity and that’s never a good thing. Studies have also shown that when a person crosses his arms when he’s listening to someone, he actually limits his ability to absorb and understand what is being said.

This is probably due to the fact that when a person is in a defensive state of mind, he will reject most of the stimuli from his environment in the effort to preserve himself.

Open arm and hand gestures are much better when you are listening to someone because it enhances your own listening experience and at the same time, you encourage the speaker to do better because you are showing that you are open to his ideas.

Now, some people might defend their cross-armed gestures and say that they feel at ease when they do it. Yes, I won’t argue with the
fact that it sometimes comforting to do a cross-armed gesture *but* if we look at the root cause of such gestures, people still tend to do it because they feel that they are threatened by something.

So if you feel threatened by something, you will feel comfortable protecting yourself. See the big difference? There’s a big disparity between being comfortable at the moment and being defensive (and therefore, finding comfort in being in a defensive mindset).

When you see a woman or man fold his/her arms over the chest region during a conversation, it can also mean that the subject does not want to talk to the other person at that moment. Women particularly, like crossing their arms across their chest region if they feel that the other person (often males) is undesirable or unattractive.
If you need to persuade someone right now and that person continually crosses his arms when you speak, that means he is not being receptive to your ideas.

Don’t worry – if you want to break this defensive gesture, all you have to do is to give that person something to hold on to so he can’t cross his arms. Once the arm barrier is broken, you have to move fast so you can establish rapport quickly with the other person.
Other Hand & Arm Gestures

The basic arm barrier (folding the arms over the chest) is an almost instinctual response to perceived threats and dangerous situations.

There are other gestures that involve the hand and the arms that are enforced or consciously done by people, depending on their mindsets. This section will cover a myriad of gestures and their possible meanings. Again, you still have to put things in context when reading body language.

I. Arms are folded tightly over the chest region and the fists are clenched

This is a very hostile gesture that implies that the other person may be ready to react rather negatively to the other person. This gesture protects the chest region and at the
same time, it is a form of self-hugging that produces some degree of comfort.

If you have to convince someone who is using this gesture, it would be best to start asking a series of questions that will slowly reveal the hidden problems with your offer.

It’s easier to ask questions that will eventually lead to the actual objection, rather than asking directly “what’s wrong with my offer?” If you do this, you run the risk of sounding too frank and aggressive and once your audience detects this, the defensive mindset goes up again.
II. Arms are folded over the chest and the fingers are visibly touching the upper arms

This is a defensive gesture that implies that the person is not convinced with the argument and is not buying whatever is being offered to him.

III. Hands in the pocket

This is a neutral gesture that expresses the fact that the person is not nervous or anxious about anything. This gesture is most commonly used by administrators, managers and other top brass individuals who have nothing to fear if they attend company functions, etc.
IV. Hands are near the back or the sides of the body; the front of the body is completely open

This is another gesture that shows that the person is not apprehensive or anxious about the situation. When a person keeps his chest and abdominal regions exposed, he is essentially saying “come get me”. He is showing that he is not afraid at all and that he is also a power player in his own right.

V. Arms are crossed but there is a thumbs up gesture

If you see this gesture while you are presenting your idea or offer to someone, this simply means that the other person is in complete agreement with what you are saying and you can safely assume that he wants to cash in on the offer.
VI. Two hands are loosely holding each other in front

This gesture protects the groin, which houses the reproductive organs. This gesture is done by both men and women and the hands will always rest right on top of the groin.

This gesture signifies vulnerability and some level of anxiety. People who have to appear in front of a lot of people often use this gesture. Some think it’s just a sign of being relaxed but in reality, it is a sign that the person is not completely confident being in front of other people.

VII. One hand is holding the other arm

This is a self-comforting gesture usually used by women. This gesture imitates the way a mother would hold the arm of her
child. Again, women who use this gesture a lot would just say that they are being relaxed and comfortable but in reality, there are deeply self-confidence issues involved.

If you happen to talk to someone who does this gesture while talking to you, it is possible that the other party feels a little unsure and intimidated.

In such situations, it would be best if you showed the other person that you are open to the conversation and you mean no harm. If you can make the other person as comfortable as possible, you can be sure that such gestures will go away.

**VIII. Small arm and hand barriers**

A person doesn’t have to fully cross his arm and hands to show reveal his insecurities. In fact, small gestures that partially hide the
chest, such as adjusting a watch or checking the bills inside a wallet are actually arm barrier gestures.

These small arm barrier gestures are commonly used by top brass individuals who cannot show that they are anxious – but still fail to control the small gestures when they feel a little vulnerable.

As long as the arms find their way to the front of the body (which is not really the arms’ natural resting place), there is a chance that he person in front of you is feeling anxious.

Women can also hide their arm barriers under the guise of holding a bag, glass of water, etc. The self-hugging arm barrier gestures are common especially in tense situations where a woman would have to make quick decisions.
So far we have been discussing hand and arm gestures that are commonly performed when standing up. People can still do arm barriers even when they are seated.

The next time you eat out with a friend or colleague, watch where he/she places his cup or mug. If the other party places the glass or mug on the left side and he reaches for the glass/mug his right hand he is doing an arm barrier.

This gesture effectively closes off communication – it means your friend is not yet that open to listening to your ideas. You have to get your friend to open the barrier before you can lay your ideas on the table. Do this and you will be able to get better results.
TIP: Human touch can be quite powerful – in fact, studies show that if you touch someone in the arm or hand (if it is appropriate to do so), that person will become more open to your ideas.

Hand Gestures Revealed

The hands can also become quite expressive – which is why you should also pay attention to what the hands are saying when you talk to someone.

I have decided to create a separate section for hand gestures because not every gesture requires the use of the arms. Sometimes, it would be best to look at the hands for clues as to what the other person is thinking.
I. Hands are being rubbed together

This gesture signifies excitement and expectancy. It is a positive sign because if someone uses this gesture when talking to you, that means the other person agrees with what you are saying and he is expecting something really good to come his way.

You can use this excitement or expectancy as a foundation for other offers and ideas. Once the impulse is ignited, people become less defensive and therefore, easier to convince.

II. Fingers are interlocked in front of the face

This gesture signifies some level of anxiety and frustration at what is happening at the moment. Don’t worry – oftentimes people
just use this gesture because they feel impatient.

But if the person in front of you has been clenching his fingers for the past half hour or so, there might be something seriously wrong with what you’re saying.

The interlocking gesture can also be used when a person is seated (the hands will rest on the table). When a person is standing up, the clenched fingers are usually placed near the groin area.

Again, the easiest way to break a negative gesture is by giving the other person something to hold on to. This might sound a little extreme but you have to remember that the mind influences body language and vice versa.
If you allow your audience to use a negative gesture for a prolonged period of time, that can be disastrous for you because they will dwell in a negative *state of mind* as well.

A person’s attitude towards an object can also be dictated by his own body language. If he feels angry and he feels his body reacting to the anger, he will continue to feed the emotion which starts the cycle anew.

**III. The tips of the fingers are touching each other**

This is called the steeple gesture. You will often see top brass individuals performing this gesture when listening to other people talk. It might look cool but it’s actually a *bad gesture* because if other people see you doing the steeple gesture, they would think
that you are being critical and a little aggressive.

The steeple gesture can be placed near the front of the face or it can be placed on the lap. It doesn’t matter where the steeple is – just pay attention to the hands. Once the fingers touch, that means the person is using the gesture.

Now, I have to clarify something because people get confused sometimes when it comes to reading the steeple gesture.

The steeple gesture is often used right before a series of negative expressions and movements are carried out by a person. For example, a person who is disinterested in what is being said may steeple first and then he may continue with an arm barrier with clenched fists.
Obviously, this would be a bad thing for you since all the other person is using is negative gestures.

*However,* if the other person has been showing positive gestures throughout your presentations and he does a steeple gesture toward the end, that can only mean that he has silently agreed with what you have said and you are now free to make the final offer.

**IV. Face is placed on top of intertwined hands**

This gesture is almost never used in business settings because it’s informal and doesn’t really convey the right emotions.

This gesture is commonly used during *dates* and other romantic activities. In essence, the person doing this gesture is actually presenting his/her face to the other person so
that the other person would be able to admire his/her face more easily.

So again, this is a courtship gesture and people only use it if they like the other person. So if someone at work performs this gesture in front of you for no reason, it is possible that there is some degree of attraction there.

V. Hands are behind the back; one hand is gripping the arm, near the wrist

This gesture signifies self-restraint and frustration. If you see this gesture when you are talking to someone, the person in front of you does not agree with what you are saying at all. This gesture mimics restraining the other arm so that it won’t lash out at another person.
VI. Hands are behind the back; one hand is gripping the arm near the elbow

This gesture offers the same signification as the previous gesture but the frustration level is much higher here. If the other arm is almost vertical from the other hand’s grip, you can be sure that the other person is experiencing a lot of stress and frustration at that moment. Again, you need to break the gesture if you want to get positive feedback from that person.

VII. Hands are in the pockets but the thumbs are protruding outside like hooks

This gesture signifies complete confidence in oneself. Individuals like Prince Charles often use this gesture because it’s simple and it expresses a fact – he is an authority and he is confident about himself.
VIII. One hand is holding the suit near the chest, but the thumb is pointing upward

This gesture is actually a pretentious one because the person wishes to look humble but in reality, he really feels superior and dominant. **Detecting Deceit & Lies**

It’s no secret that people sometimes lie to get away with something. It’s a good thing that you are now a body language expert and mind reader because with your newfound knowledge, no lie will go undetected. It is a good thing that you can actually detect lies by just looking at someone’s body language.

In this part of the report we are going to delve into the different gestures and expressions that may hint that someone is trying to deceive you. Lies can be detected through body language because when a
person is not telling the truth, his mind is aware of it and the body reacts to the deceit faster than he can control it.

It’s actually impossible to control physiological reactions to lies and deceit because the conscious mind has little or no control over these bodily signals. A deceitful person can only hope that his conscious body language will make up for the smaller expressions and gestures that might give him away.

The most common gesture used by liars is the mouth cover. Ever seen a person covering his mouth partially with a finger or two when he’s talking? He might not be lying per se, but he might be holding back some information that you should know.

The gesture is actually a sign that the brain is trying to prevent the moth from speaking...
falsely. It’s a little strange, but it appears that the human mind is well aware of our activities and at some point, it will step in if it has to if a person was about to do something that wasn’t ethical.

The second most common sign of deceit is increased swallowing or gulping. It has been discovered that people who lied to other people tend to swallow their saliva more.

However, it should be noted that this peculiar behavior is easier to detect in men only because women have no Adam’s apple and the movement of the Adam’s apple is the most obvious indicator of swallowing or gulping.

If you have to talk to someone who is a known liar, pay attention to his or her face during the conversation. The other person may try to hide his or her deceit through
grandiose gestures and expressions like smiling, but his subconscious mind will most likely give away his real position.

You should look for micro gestures like twitching eyes, strange eyebrow movement, an itchy nose, twitching cheeks, etc. These small movements will not be congruent with the rest of the communication channels and you can be sure that they are connected to something that is being hidden from you by the other person.

A person who is trying to deceive you may also rub his eyes in the effort to prevent himself from seeing the lie (the same way that a liar would partially cover his mouth with his hand in the effort to prevent the lie from being expressed).

If someone nods politely at everything that you say *but* holds and rubs his ears
throughout the conversation, it might mean that he doesn’t really want to hear what you have to say. Another gesture that might spell disagreement is the neck scratch gesture. This gesture shows that the other person is not sure whether he agrees with what you are saying or not.