

handbag at full arm's length as if ready to hit someone with it if needs be!

Jo-Ellan Dimitrius has made her living by selecting jurors for legal trials in the USA. Lawyers for the defence can challenge potential jurors and, through questioning, demonstrate that they are unsuitable for the trial. In reality of course the defence lawyers are seeking to find jurors who they most expect to be sympathetic to their client. To do this they need to find those with values and experiences that lead them to feel some empathy either with accused people in general or with the particular situation that their client is in. Perhaps most famously, if not notoriously, Jo-Ellan Dimitrius helped to select the jury that acquitted O. J. Simpson. She works by studying a whole series of factors of both verbal and non-verbal behaviour, which over the years she has associated with certain personality types, political sympathies and social attitudes. Her book *Reading People* shows just how advanced and reliable this science of non-verbal behaviour is, and how much we reveal about ourselves unwittingly simply by dressing and by moving about in and occupying space (Dimitrius and Marzzarella 1998).

Spatially defined roles

Our concern here is not so much with dress or the minor facial expression end of body language, but more to do with those aspects of non-verbal behaviour such as the way we arrange ourselves in space in relation to others. The populist student of human behaviour, Desmond Morris, suggests that we can change the result of conflicts by using the right spatial behavioural signals (Morris 1969). He advises the driver caught by the police for a minor motoring offence to behave submissively rather than aggressively. According to Morris, our response to appeasement behaviour is deep seated. He believes there is a strong biological predisposition to be appeased by submissive behaviour. Certainly this can be observed through the animal kingdom. On this basis Morris advises the motorist stopped by police not to respond by arguing his or her innocence, a natural intellectual approach but one that then forces the police into confrontation and counterattack, but rather to use the more biological strategy of submission:

If abject submission is adopted, it will become increasingly difficult for the police officer to avoid a sensation of appeasement. A total admission of guilt based on sheer stupidity and inferiority puts the policeman into a position of immediate dominance from which it is difficult for him to attack ... But words are not enough. The appropriate postures and gestures must be added. Fear and submission in both body posture and facial expression must be clearly demonstrated.

As we shall see in the next chapter on territorial behaviour, dominance and social hierarchy are not only extraordinarily widespread across