

Body Language Analysis of Abbott Abbot & Turnbull Turnbull

Announcement of the Coalition's Broadband Policy

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by Sarajade

0:00 - Turnbull starts by confidently placing his hands flat on the podium. Abbott begins to speak. "We are here today to talk about the Coalition's plans to ensure that Australians get much faster, much better."

0:10 - Turnbull lowers his gaze and rubs under his eye. This could potentially indicate something Abbott said is not honest.

0:26 - Abbott continues. Turnbull starts looking through and shuffling his notes. This could indicate impatience with Abbott. His gaze not meeting his audience could indicate he is hiding something or doesn't believe what Abbott is saying. For the duration of the announcement, there is minimal real eye to eye contact between Abbott and Turnbull or with their audience of reporters. Research indicates people are more likely to trust someone when there is consistent eye contact.

0:44 - Abbott: "It's important that they are getting better broadband services than they are currently getting." Turnbull glances in Abbott's direction, gives a slight nod, seeming to support what is being said. He then looks straight past Abbott into the distance. A glance such as this can indicate looking for an escape.

0:52 - Abbott: "We will deliver a better National Broadband network." Turnbull drops his gaze briefly upon this statement. This could indicate he doesn't believe this statement.

1:12 - Abbott: "At the end of the first term of an incoming Coalition Government, there will be minimum download speeds of 25 megabits and up to 100. So we will deliver a minimum of 25 megabits, 5 times the average download speeds, by the end of our first term." Turnbull's eyes shift. He lifts the hand, which he has been self-massaging his other hand, off his podium. This could be due to feelings of anxiety. Turnbull appears barely able to contain his suppressed anger towards Abbott. This was present throughout the entire announcement.

Abbott appears to be oblivious to Turnbull's negative body language. He knows he needs Turnbull to lend the policy credibility. Abbott takes submissive approach towards Turnbull until he gets what he wants from him.

1:45 - Abbott: "We will be able to do this because we will build fibre to the node (FTTN). Turnbull lowers his gaze. His mouth appears to dry. He swallows, purses his lips and begins to paper shuffle. He again lowers his gaze. This may indicate an to cover up or hide something which the eyes may reveal. Turnbull straightens up and takes a clearly audible breath, expanding his chest. Turnbull's body is rigid throughout the entire announcement. This would make it difficult for him to breathe easily.

2:30 - Turnbull returns to his previous state of anxiety. As Abbott speaks, he continues to self-massage by stroking his hand. Abbott speaks: "Thirdly, there will be an independent study of our telecommunications needs in particular, our broadband needs for the future. There will be a commercial review completed in 60 days...how quickly a broadband network can reach our objectives. I am proud of this policy." Turnbull appears uncomfortable, glancing at Abbott, glaring at him momentarily. He quickly drops his gaze to hide the gesture and looks away with a quick flash of anger in his eyes. There is no mirroring of Abbott's apparent confidence and assurance in Turnbull. His body language suggests no confidence in the policy throughout the announcement .

2:48 - Abbott: "This will include a cost benefit analysis of the Coalition's national broadband." Turnbull, at the mention of "cost benefit analysis", immediately looks away from Abbott. There appears to be a disagreement on this aspect of the policy. The other option is Turnbull doesn't believe what Abbott is saying.

2:54 - Abbott: "I'm very proud of this policy and I am confident it gives Australians what we need." Turnbull's gaze drops.

3:01 - Turnbull quickly snaps his head to look at Abbott momentarily. He looks past him, perhaps in an attempt to disguise any anger. This is the second time he has done this.

3:40 - Turnbull gets his chance to speak. His eyes blink rapidly indicating potential lies. Blink rate is known to increase when somebody is under stress or lying. Normal blink rate is between 8 to 10 blinks per minute. Abbott mirrors Turnbull's rapid blinking. He is also well within Turnbull's personal space. He shows no awareness of the fact he is doing this. Turnbull continues, "As Abbott has said our commitment is to deliver very fast broadband to all Australians sooner, cheaper and more affordably Abbott lowers his gaze. When Turnbull says "Let's talk about sooner first" Abbott's reaction is strong. He drops his head and looks at the floor while shuffling his feet.



5:07 - Turnbull's mouth appears dry. This is another side effect of lying. Other signs include lip licking, frequent swallowing or regular small sipping of a drink. He swallows to moisten his mouth. Turnbull: "We've made a number of very conservative, very reasonable, assumptions about what this project is more likely to take in terms of dollars and ah in terms of time."

5:10 - Turnbull criticises the Gillard Government's costs for the NBN which he says will be a huge amount of money, upon which he swallows. He is exhibiting a textbook stress reaction and

appears to not believe his own statement.

8:21 - Turnbull: "...the Government's will take longer and cost more." Immediately following this he swipes his nose. The bigger the swipe the bigger the lie or disbelief in the preceding statement is believed to be.

9:16 - Turnbull explains a graph. Abbott shows signs of impatience with subtle finger tapping on the desk. A micro expression, indicating lack of interest. Turnbull points his finger at his audience. This is an attempt to assert authority.

9:16 - Turnbull, pointing to the graph, says: "If you combine a more realistic approach to pricing and a less expensive network to service." This is followed by another nose rub.



9:48 - Turnbull: "If you believe in everyone having internet access. You've got to make it affordable." He performs another nose swipe.

13:11 - Turnbull: "Steven Conroy said (our NBN) is not as good as the government's plan. He rubs his nose once again upon making this statement.

15:34 - Turnbull answers an awaiting reporter following Abbott's response. Turnbull places his hands in his pockets. This indicates reluctance or mistrust. Abbott edges closer into Turnbull's personal space, until the toe of his right shoe is touching Turnbull's left shoe. Abbott appears to have no awareness this has occurred. Turnbull moves his foot away slightly. He continues to edge into Turnbull's personal space. Abbott's arm is so close it touches and overlaps Turnbull's arm. Turnbull appears uncomfortable about this. In a close relationship, an intimate physical distance is considered to be 15 to 45 centimetres. This often occurs during intimate contact such as hugging, whispering, or touching.

15:52 - Abbott speaks and appears completely unaware he's hitting Turnbull when he gesticulates. Turnbull does his best to hide his annoyance. A micro expression, a furtive glance in Abbott's direction and a glance to the left.

15:38 - A reporter asks: "How many years can we expect this investment in the copper infrastructure or this reinvestment in the copper infrastructure to last?" Turnbull grabs his nose. This can be seen as a defensive action.

16:07 - Abbott, talks about the life of copper and fibre. Turnbull takes the opportunity to move away from Abbott. He drops his head in a submissive head bow gazing at the floor. His hands are still in pockets his pockets.

16:09 - Turnbull straightens up and makes a clearly audible sound. There is momentary micro expression in which he appears to sneer. Abbott, unaware of this, continues, "There's no reason why most of the copper that's in place can't continue to be used." Turnbull's appears unsupportive of this position.

16:21 - "We want to deliver a much faster broadband as quickly as we can ,as affordably as we can." Turnbull blinks rapidly.

16:47 - Abbott invites Turnbull to contribute. Turnbull responds with a straight face and again rubs his nose. He talks about the options of "going fibre to the premise down the track.....putting the additional fibre capacity, up to the fibre distribution point, is very cheap to do that. So that's how you provision fibre on demand and that's how your provision upgrades. We've set this out in the background paper." He rubs his nose throughout.

16:53 - Abbott appears anxious and again strokes his hand with his thumb to comfort himself.

17:25 - Abbott's anxiety increases following Turnbull's mention of the background paper. He swaps hands clasping and stroking his hand with four fingers.

18:55 - Reporter: "You say you have done a lot of analysis for this policy. Why don't you know how long the useable life span of copper is? Isn't that something you would want to know?" Turnbull lowers his gaze. He doesn't seem to want to answer this question.

22:38 - Abbott answers a reporter's question "Well what we are going to do is we are going to invest the money, the money up to the 29.5 billion dollars." Turnbull swipes the side of his nose as Abbott says "invest the money."

24:39 - Abbott: "Our argument on this point has been, it's so plainly obvious that the amount of money the government is investing in this project is so far in excess of the value of what the project will be when completed." Turnbull holds his hands in front of himself, like a barrier. This is seen as a protective defence mechanism.

25:11 - Turnbull: "We are not proposing to change the budget treatment of this." This is followed again by a nose rub.

25:40 - Reporter: "Is there a timeline or plan for selling the NBN down the track?" Upon hearing the question Turnbull shake his head. Abbott lowers his gaze and coughs. A cough is often used to cover a lie. Abbott goes to cough, covering his mouth. The cough doesn't appear to eventuate. "Just as the government has said it's NBN will be returned to the private sector, ours certainly will be going back into the private sector in the future." Turnbull, who appeared barely able to look at Abbott throughout the announcement to this point, swings his head around to face Abbott in a noticeable reaction to this statement.



26:02 - Abbott doesn't seem to react to Turnbull's response. Turnbull adds: "But it won't go into the private sector until it's ready for sale."

26:13 - Abbott: "We've got to produce an NBN which is saleable if we are going to have the sort of respect for taxpayers that we need, we are going to have to produce something saleable." He feigns a cough.

28:29 - Reporter asks Turnbull: "Will you require Telstra and Optus to open up their HFC networks to wholesale?" Turnbull turns to Abbott "Do you mind if I.....," the question hangs in the air, Abbott responds "Sure mate."

30:23 - Turnbull: "This government owned telecom monopoly and prohibiting anyone from competing with it.....So this approach of a great, big, new government owned telecom monopoly is going back to the economics of truthfully." He lowers his gaze yet again. He continues, "Paul Keating and Bob Hawke would never have done this." Turnbull immediately rubs his nose. He fiddles with his jacket showing further signs of anxiety.

31:35 - Reporter: "Will you do a cost benefit analysis of Labor's NBN because Mr Turnbull you hinted at itearlier this year?" Turnbull's pointed finger is crooked. This can indicate a lack of conviction in what is being said.

34:32 - Abbott coughs yet again and says "If I may add something?" "At 25 megs you can have four people in four different parts of the standard house, watching the sport, a movie, whatever you might be doing. We are absolutely confident that 25 megs is going to be enough , more than enough for the average household."

34:50 - Abbott is speaking. Turnbull with his hands in pockets indicates mistrust, reluctance or disinterest. He glances at Abbott, looks away with what appears to be a bemused smile. Turnbull gives Abbott a shake of his head.

Reporter: "Will there be a cost benefit analysis of Labor's NBN? Turnbull's body movements become exaggerated and he moves his arms around. One hand remains in pocket. He eventually answers "yes."

36:26 - Turnbull: "To give you an example in terms of speed, British Telecom will pass 19 million households...." Abbott holds his stomach with one hand and puts his fist to his mouth and coughs.

This may be indicate stress and lack of honesty in this particular area of the policy.

A reporter interjects. Turnbull becomes defensive. Turnbull tries to deflect the question by becoming defensive and offensive. “Just if you could model your civility on the rest of the journalists present...”

Reporter: “No, but British Telecom is running.....”

Turnbull: “We will take someone else. Can I just correct that gentleman? What you said is completely wrong...”

38:08 - Reporter: “Won’t the Coalition be the only government rolling out FTTN?” Turnbull lowers his gaze yet again. He enters into a random Irish analogy. At the mention of the Irishman, the pub and the barman Abbott smiles and laughs in what can be seen as a release of nervous energy. Abbott's grin fades rapidly when he realises no one else is laughing. He shifts from laughing to deep interest and concentration on Turnbull’s words.

40:03 - Abbott: “You’ve heard today from a shadow minister for communications who is obviously on top of this subject in a way that the minister for communications clearly isn’t.” Turnbull seems unwilling to accepting the compliment. He swallows hard. His hands reflect what could be anxiety and hostility for Abbott.

40:10 - Abbott flatters Turnbull saying he was one of Australia’s internet pioneers as one of the founders of Ozemail. Abbott clears his throat during this statement in a potential sign of disingenuous. Turnbull massages one hand with his thumb, much like Abbott has done throughout the announcement.

Abbott says Turnbull he will be “Mr. Broadband” in years to come. This sparks a positive response from Turnbull.

The policy announcement ends. Abbott thanks Turnbull, giving him a wrist hold handshake.

