

# COMPLICATING THE NARRATIVES

WHEN LOOPING BE ON THE LOOKOUT FOR:

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## **"SIGNPOSTS"**

"Signposts" are clues that come up in conversations that indicate there's a deeper meaning behind the person's statement. Signposts include words such as "never" or "always." In addition, metaphors, signs of strong emotion, repetition of specific words, and an appearance of confusion or uncertainty are all clues to ask for more information. Source: Resetting the Table

## **"GAP WORDS"**

"Gap words" include content that your source chooses not to say. A long pause, hesitation before a response, or a phrase such as "we can skip over that" suggest there is more you may want/need to know.

## **"RED FLAG WORDS"**

When you hear "red flag words" in an interview, they can reveal personal emotions and may impact your source's willingness to share more information or listen to other viewpoints. Examples of "red flag words" include: unethical, troubled, incompetent, sneaky.