

Graphology



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Graphology

Agenda

- What is Graphology?
- Importance of writing and signature
- Is it an art or science?
- Writing approach
- Technique - How is it done?
- Essentials of a Graphologist
- Graphology and Questioned Document Examiner
- Usefulness of Graphology

Graphology

What is Graphology?

- The interpretation of an individual's personality (characteristics, traits, thinking approach, social approach etc..) based on the individual's handwriting is called Graphology.
- It is done by detailed observation and interpretation of observed signs or features (for e.g. form, pressure, organization and layout, continuity, speed, slant etc.. in the handwriting).
- It is also called Handwriting Analysis.

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Importance of writing and signature

- Since past few centuries individuals have tried to write in an understandable manner. Writing may be from left to right, right to left, top to bottom, pictorial form etc..
- The individuals signature is very important in any document viz. Will, cheque, official documents etc.
- A signed document is a valid legal document in any country.

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Is it an art or science?

- Attempts made by humans to understand and interpret personality and/or predict future in various ways. For e.g. Astrology, Numerology, Tarot cards, Body language, Graphology etc..
- Graphology is a science because it relies on empirical data, however not enough documented evidence may be available in all areas. Research is in progress in various areas.
- Graphology is also an art because the Graphologist has to assess and judge the writing correctly. This is an art to decipher the signs correctly. A wrong assessment and thereby it's interpretation can only lead to incorrect interpretations.

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Writing approach -1

- An individual learns to write in a manner taught to him/her.
- The individual gradually develops his/her own style of writing as he/she grows up.
- Gradually the individual thinks “What to write” and not “How to write”. Writing becomes an unconscious activity.
- The brain thinks, passes the instructions to the hand and the hand writes. Hence, it may be called a human motor skill which involves control and coordination of complex movement sequences.
- Hence writing reflects the brain and thereby the thinking process, the emotions, the controls of the brain etc..
- Look at the different ways an individual can write the different alphabets, form letters, write numerals etc. The possibilities are countless.

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Writing approach - 2

■ Facts

- An individual can write in any manner, have different variations,
 - Thoughts are initiated by the brain and the hand is only the medium
 - Obviously it is like a brain print on paper.
- So if it is assessed correctly and correct interpretations are drawn the personality of a person can be analysed based on the person's handwriting.

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Writing by an individual in different methods

- An individual may write with his/her hand.
- A writing by another (non-writing hand) will be slow, different but will still be the same type.
- A writing by any other manner for e.g. by holding a pen in the mouth will be slow and different but will still be the same type.

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Writing approach - example

- Individual writing cover letter and resume for job
 - Very careful, organized, systematic, meticulous, precise, must look neat etc..
- Individual writing a letter to a person in authority
 - Very careful, organized, systematic, meticulous, precise, must look neat etc..
- Individual writing to a friend
 - Can be careless, try to economize so use up all the available space

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Technique - How is it done?

- Look at the whole picture
 - General layout, Margins, Legibility, Pressure, Slant, Regularity and rhythm, Connectivity, Direction of baselines, Zones, Size, and Signature etc..
- Look at the details of above
- Look at finer points
 - Beginning of alphabets in a word, continuity of word, end of alphabet in a word, connections, absolute size and relative size, the way all the alphabets are written, any embellishments, any curtailments, beginning of line, ending of line, direction of lines, writing style of text and signature, placement of signature etc..

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Essential attributes of a Graphologist

- Understand human behavior
- Knowledge of Graphology, Psychology, etc..
- Excellent observation skills,
- Organized, systematic, patient...
- Ability to assess and judge correctly
- Must Not have pre-conceived notions
- Look at How it is written and Not at what is written
- Don't get influenced by What is written
- Have common sense and use common sense for some inferences
- Must bear in mind the circumstances of the written sample
- Must bear in mind the language of writing and the language of education of the individual
- Helps to be aware of the teaching style of the region

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Sample assessment possibilities

- Intelligence
- General inclinations
- Artificial influences on writer's personality
- Social tendencies
- Emotional state of mind
- Thinking approach
- Optimistic or pessimistic
- Introvert or Extrovert
- Criminal tendencies
- Adaptable
- Procrastinator
- Lazy
- Commercial sense
- Tendency to be careless in certain matters
- Commence work, continue work, complete work

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Graphology and Questioned Document Examiner

- Graphologist will interpret personality based on the hand writing
- Questioned Document Examiner will only compare the questioned documents with the original and authenticate which is original. For e.g. Will of a person, forgery cases
- A QDE will not interpret personality based on the writing.
- QDE comes under Forensic sciences
- Some Graphologist also become QDE's and some QDE's also are Graphologists.

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Usefulness of Graphology for organisations

- Selection of personnel for jobs, guidance for interviews
- Promotion, transfer I.e. internal mobility of existing personnel,
- Team building, coaching of personnel
- Identifying difficult personnel in office
- Identifying Credit worthiness (sincerity and willingness to pay)

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Usefulness of Graphology for individuals

- Personality profiling (know the real person)
- Compatibility with other individuals
- Occupational suitability

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General usefulness of Graphology for all

- Company Logos (company logos present an unsaid and unwritten image about the company, hence selection of the correct log is extremely important)
- To identify medical problems (research in progress, very few can do this)
- Graphotherapy - Changing the personality of an individual by changing the handwriting of the individual (very few can do this, only a competent Graphologist with very good knowledge of psychology should attempt this)
- Vocational guidance for children
- Domestic counselling
- Legal work (for e.g. questioned documents)
- Advertisements (where handwriting is used)
- Historical research

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Usage of Graphology

- Extensively used in Israel, France
- Used for select positions in England, Switzerland and to some extent in USA.
- In it's infancy in Asia.
- Is it possible to analyse handwritings in any language? Yes.

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Requirements of a Graphologist

- A handwriting sample
 - Longer sample preferred. However, 10-12 lines with a signature is also acceptable.
 - Written by the individual unknowingly I.e. not for the specific purpose of analysis
 - Best sample - job application cover letter, or a letter written to another person (fax copies or scanned images not recommended)
 - Ideal to know the age and name of the individual and the writing hand (writer uses right hand or left hand to write)
- Magnifying glass
- Other utility items like protractor (to measure angles if required), ruler etc..

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Time for an analysis

- Detailed analysis with personality charts (done only on request), very useful for Employee selection, team building, internal mobility of personnel.
 - # Average time 5 to 6 hrs
- Detailed analysis without charts
 - # Average time 3 hours
- Short analysis (quick response on selective traits, not recommended for selection of employees, compatibility, etc.. Or any areas where action will be taken based on this short feedback)
 - # Average time 30 min.

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Thank you

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