

2011

Graziella Pettinati

*Graphology in Executive Coaching
Analysis Presented to MR. W*



Iris Hatfield

*Practical Applications of Graphology
in Business*

*The Relationship Between Handwriting and
Academic Success*

Patricia Siegel

*Faces of Criminality and Dishonesty as
Seen in Handwriting*

Handwritten text: "Issues Challenges for M". The handwriting is cursive and somewhat slanted.

Lois Vaisman

Mental Disorders Seen in Handwriting



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2011 CONFERENCE PRESENTATION

March 5

Graziella Pettinati

Graphology
in Executive
Coaching

Analysis
Presented
to Mr. W.

Graziella Pettinati, a leading Canadian graphologist and handwriting identification expert, Graziella's many distinctions include her work as the former Executive Co-director of the International Graphological Colloquium and graphology instructor at Campus Notre-Dame-de Foy. She is also the author of three books, including *Le plaisir de bien écrire (The Pleasure of Writing Well)*, and currently lectures in schools on how to reintroduce cursive writing in first grade (interestingly, Canada stopped teaching cursive in the 1970s). Much of her work involves the examination of questioned documents, and she is, in addition, an expert in children's writings, graphological assessment, and the Wartegg, Umbrella, and Tree tests.

In this workshop, Graziella presented her work with executives and coaches, and offered many examples of writings submitted for job positions. Her results are based solely on the writing samples submitted, no interviews are involved. However, her "Consent to Analysis" form does ask the applicant to check off boxes for age, sex, and right or left handedness (featuring a diagram showing hand position when writing), along with their current job title. Participants split into small groups and chose the best candidate for each job by comparing handwritings to an evaluation form especially developed by Graziella. The form assesses the personality traits of potential candidates in four areas: intellect, relations, quality of activity, and obstacles/insecurities.

The traits listed in each area relate on five levels that range from very positive to neutral to very negative. Graziella writes up her analyses with a section on each of the above categories, and orders the paragraphs in her report based on the predominance of traits in each field. She notes that the drawings also requested of the applicants — the Wartegg, Umbrella, and Tree Tests — are very important since most Canadians use printscript, and the drawings are often more revealing. She also believes that health issues should only be analyzed using drawings.

Analysis Presented to Mr. W.

Mr. W, you are a shy and autonomous young man who has a high level of concentration that helps you to keep your focus on your work. You take your time to evaluate all the possibilities before making a decision. You have a natural ability to organize and plan your work to be more efficient.

Your natural inhibition limits your ability to communicate spontaneously with others. You don't act this way voluntarily. Even if you have the desire to make contact with your colleagues, the fear of intimacy is unfortunately stronger. That is why social contacts are difficult for you. This attitude is keeping you away from others and does not allow you to express your inner needs.

You have a good level of energy that allows you to function well. Responsible, you make sure that everything is set correctly before starting a new task. Your lack of self-confidence will improve as soon as you will experiment with success both in your personal and professional life. Seeking the help of someone you trust may be a good way to start to improve your communication skills. (See sample, next page)



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Graziella Pettinati *(continued)*

Explanation of Drawing with the Umbrella

The picture is well centered on the page, a little to the left. It indicates a good attitude with good protection. The umbrella (a mechanism of protection) is large and protects him, but is too big for such little rain. Big feet show he is well grounded. The open arms and fingers indicate an open attitude. The forced smile, presence of the nose, eyes and ears show his sensitivity.



Graziella Pettinati *(continued)*

Explanation of Drawing with the Handwriting

It is a small writing with wide spacing between words, line and paragraphs, left slant of letters reflecting inhibition, difficulty interacting with others, too much time reflecting before reacting (lack of confidence), fear of making mistakes, over control, and difficulty making decisions. He has good organization and concentration. Good left and right margins indicate autonomy and self-control.

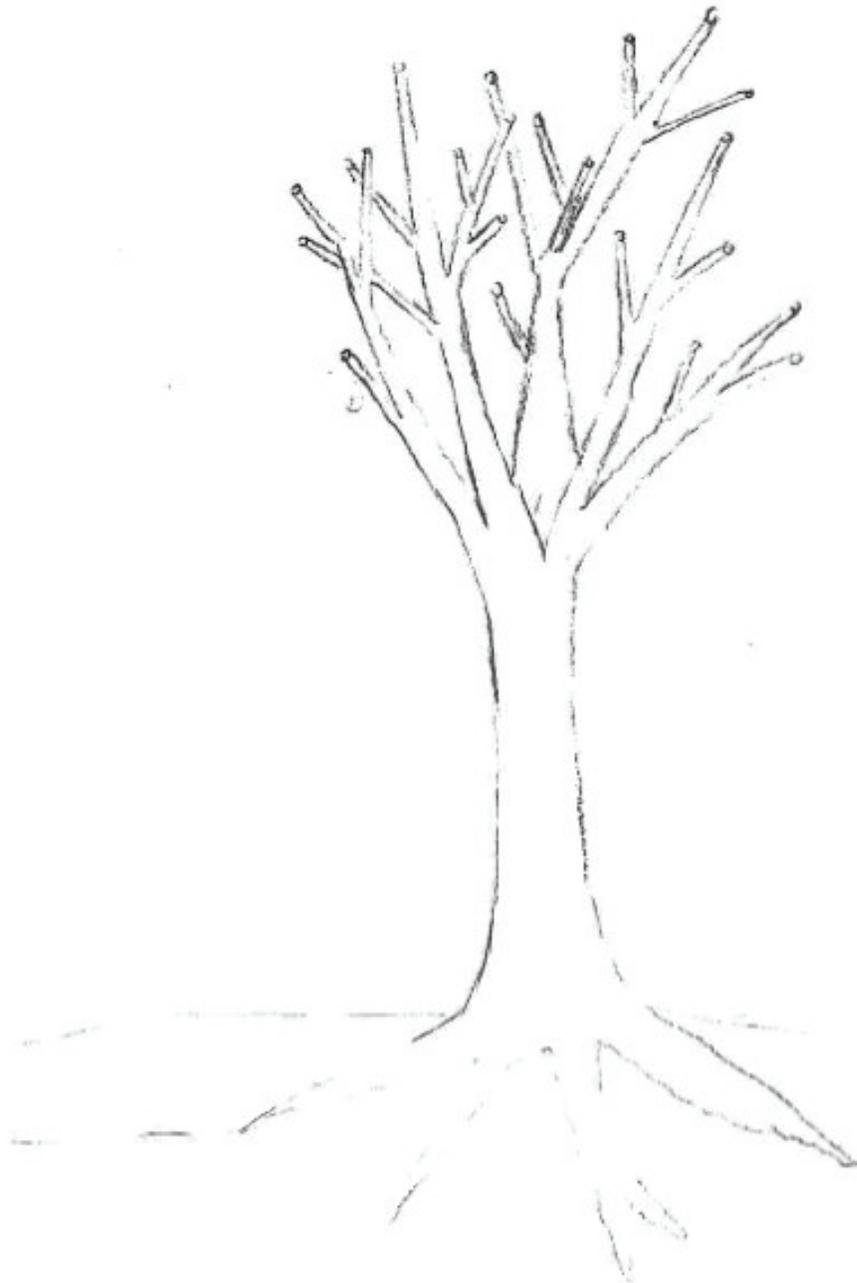
As I was young when this happened, I would not do anything differently. However, a parent should have been supervising us to make sure we ~~were~~ weren't playing too roughly

We should have been punished for playing too roughly before the accident because it was not the first time we had done so.

**Graziella
Pettinati**
(continued)

Explanation of the Tree

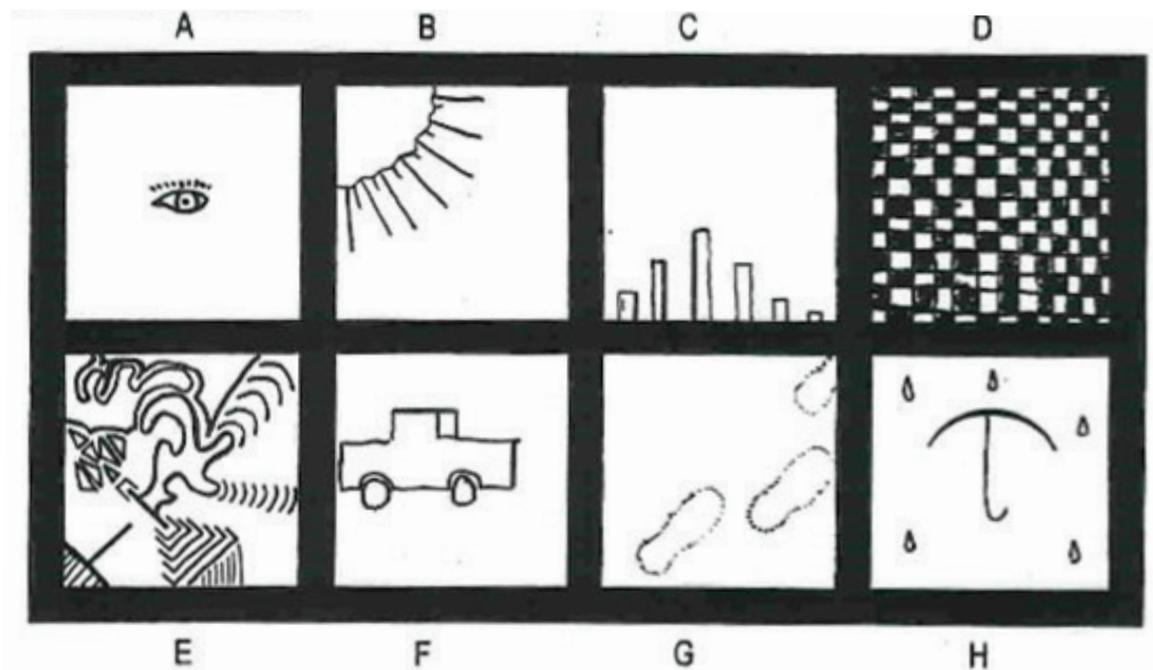
The tree is well centered and slightly to the left, like the other drawing. All the branches are cut abruptly indicating difficulties. Strong and big roots are seen underneath the soil, similar to the feet in the other drawing.



**Graziella
Pettinati**
(continued)

Explanation of the Wartegg

The last figure drawn (the more difficult for him) was box A, reflecting the self. He draws an eye, which implies either that he is always looking around to make sure everything is okay, or that he thinks others are looking at him in case he does something wrong (culpability). The first figure drawn (the easiest) is box C, reflecting degree of ambition. The histogram that is going down to the right confirms low self-confidence. The drawing in box D, which reflects difficulties, confirms the importance of his problem, compulsion. ■



2011 SUMMARY OF PRESENTATION

May 14

Iris Hatfield

*Practical
Applications
of Graphology
in Business*

*The
Relationship
between
Handwriting
and Academic
Success*

Iris Hatfield, is president of *HuVista International Inc.*, a full-service handwriting analysis firm for personnel selection, and founder and curator of *Human Graphic Sample Library*, a non-profit organization that collects samples of handwriting, drawings, and doodles for researchers. Also concerned about the consequences of poor penmanship in today's student population, she is currently promoting the *New American Cursive Penmanship Program*.

In her morning lecture, Iris described her use of graphology in personnel selection for her clients. In preparation for analysis, she first gets to know the company, understand its culture, and pinpoint exactly what the client is looking for. In order to build a "success profile" and determine what has historically worked for the client, Iris tries to collect the writings of successful people within the company. These will be compared to new applicants for compatibility. Iris notes that the final report must be simple and easily understandable, and for any individual who is a potential hire, the report should include three strong personality traits uncovered by graphological analysis that the employer needs to know. All candidates must sign a consent and release form for analysis.

In the afternoon, Iris discussed her championship of re-instating cursive writing lessons in first grade classrooms—as it was before the 1940s—instead of teaching it in third grade, the way it's done today. She believes this is important because cursive is easier to learn than printscript, without the slower stop and start movements of many separate downstrokes; and cursive is faster, thereby improving the ability to focus on content and perform academically. The *New American Cursive (NAC)* alphabet Iris uses in her *NAC Penmanship Program* has 26 fewer strikes than current cursive styles, which also improves speed. First grade teachers who have implemented her program were surprised to discover that their students were actually able to complete their lessons faster. Contrary to current thinking, classroom surveys have shown that first graders do have the fine motor skills to learn the system, and MRI studies show that cursive writing increases the interplay of the left and right hemispheres of the brain. The session culminated with an enthusiastic presentation from a teacher who has tracked significant academic improvement for the 6th grade students who have used Iris' program. You can visit Iris's website at www.newamericancursive.com ■



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2011 CONFERENCE PRESENTATION

October 29

Patricia Siegel

The Faces of Criminality and Dishonesty as Seen in Handwriting

Patricia Siegel, is an executive coach, handwriting analyst, and certified forensic document examiner. She is President of the American Society of Professional Graphologists (ASPG) and was a faculty member teaching accredited Psychology of Handwriting courses at the New School for Social Research. She received an M.A. in Industrial and Organizational Psychology from New York University and a B.A. from Cornell University. She has a Professional Coaching Certificate from Zicklin School of Business, Baruch College; an Enneagram in Business Coaching Certificate, and a Brain Based Coaching Certificate by the Neuroleadership Institute. Her website is SiegelCoaching.com

Pat analyzes handwriting with a gestalt approach but recognizes specific characteristics in handwriting have personal significance, and some features are frequently observed in criminals and dishonest people. However, writing characteristics should be viewed in the context of the writing as a whole, expressing the unique qualities of the individuals who wrote them.

This presentation attempts to describe a variety of approaches researched by graphologists over the decades to identify and/or explain criminality, dishonesty, lying or unreliability.

The following two tables are an explanation of Wittlich's method regarding reasons for lying as described in *Towards Scientific Graphology* by Dafna Yalon and Rudi Danor. "The graphic syndromes that may point to one of these types are those that signify strong tension (inhibition) or excessive release. Wittlich suggested a list of phenomena that often reflect the character traits of the four types."

The first table describes four categories of liars, while the second table identifies graphic elements related to each of the four categories.

The Four Categories of Reasons for Lying

	Tension (T)	Release (R)
Drive (D)	Type TD <ul style="list-style-type: none">• Distrust• Egoism• Arrogance• Conceit	Type RD <ul style="list-style-type: none">• Fantasies• Exaggeration• Boasting
No Drive (nD)	Type TnD <ul style="list-style-type: none">• Lack of Self-Confidence• Weakness of Character• Shyness• Fear• "Passive Lying"	Type RnD <ul style="list-style-type: none">• Pathological• Compulsive Liar• Lacks Strength to Stop Lying• Conscious Unnecessary Lies• Lies to Gain Advantage



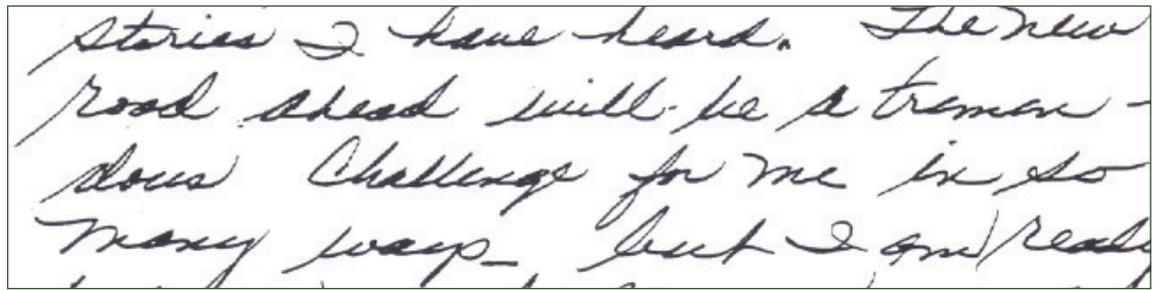
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Patricia Siegel
(continued)

Identifying Motives for Lying					
	Graphic Elements	TD	TnD	RD	RnD
1	Left instead of rightward trend and vice-versa	+	+	+	+
2	Slow writing, resting points, soldered joints	+	+	+	+
3	Exchange of Letters	+	+	+	+
4	Missing Letters	+	+	-	+
5	Cover Strokes	+	+	-	-
6	Arcades	+	+	-	-
7	Lateral supported Strokes*	+	-	-	+
8	Compulsive, Forced Writing	+	-	-	+
9	Irregular Connective Forms	+	-	-	+
10	Neglect	+	-	-	+
11	Illegible Corrections, Additions	-	+	+	-
12	Smears	-	+	-	+
13	Fragmentation	-	+	-	+
14	Irregular Degree of Connectedness	-	+	-	+
15	Threads	-	+	-	+
16	Poorly Formed Letters	-	+	-	+
17	Increasing Letter Size	-	-	+	+
18	Misplaced i-dots and t-bars	-	-	+	+
19	Crooked Arcades	+	-	-	-
20	Spirals	+	-	-	-
21	Flourishes	-	-	+	-
22	Lack of Tension, Skillful Connections and "Ground Away" Letter Parts	-	-	-	+

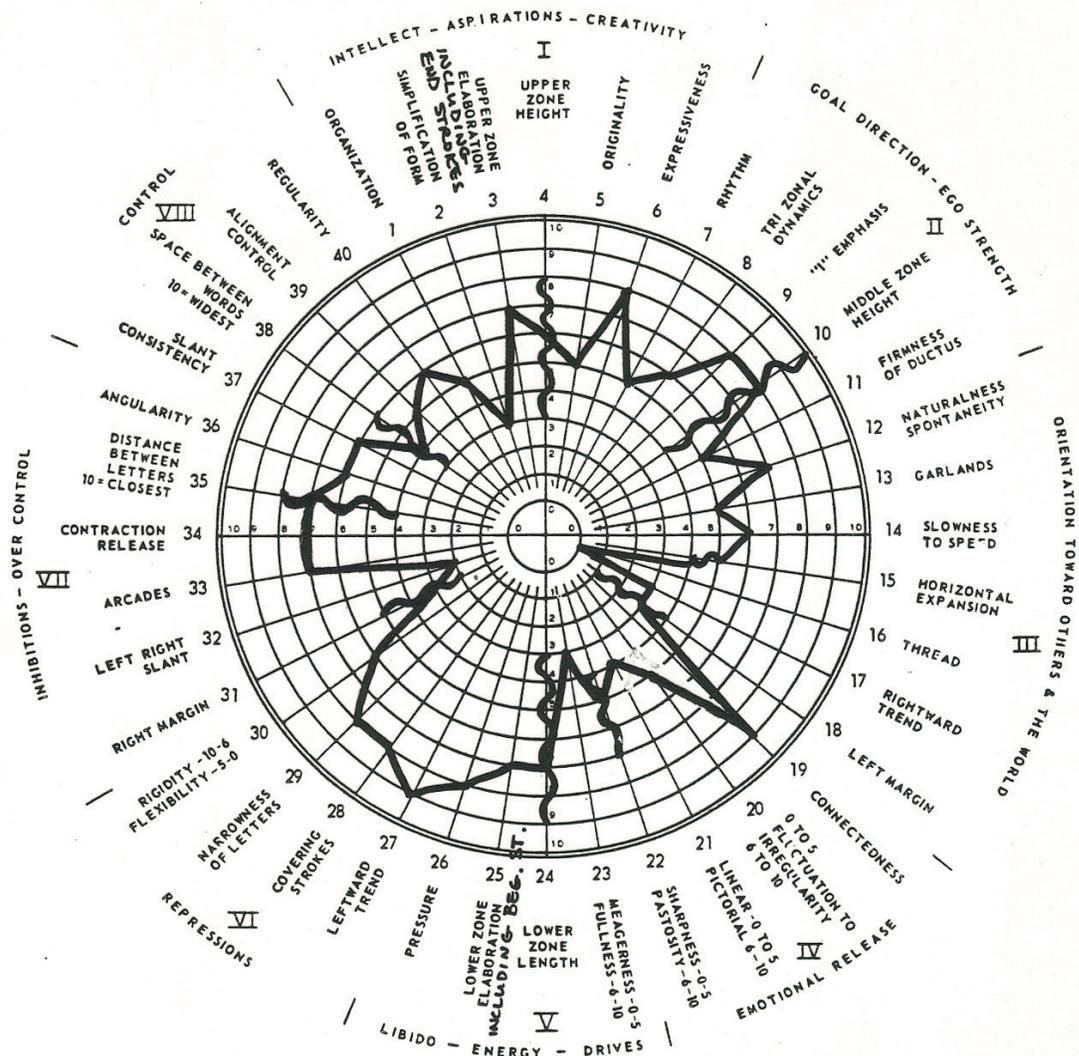
* Lateral supported strokes are unintentional cover strokes in the middle zone similar to the artificial Sacre Coeur writing.

Patricia Siegel
(continued)



Dishonest car salesman

The Anthony/Roman Graphological Psychogram of this salesman indicates a number of graphic characteristics related to repression and more than average inconsistencies in other characteristics (wavy lines).



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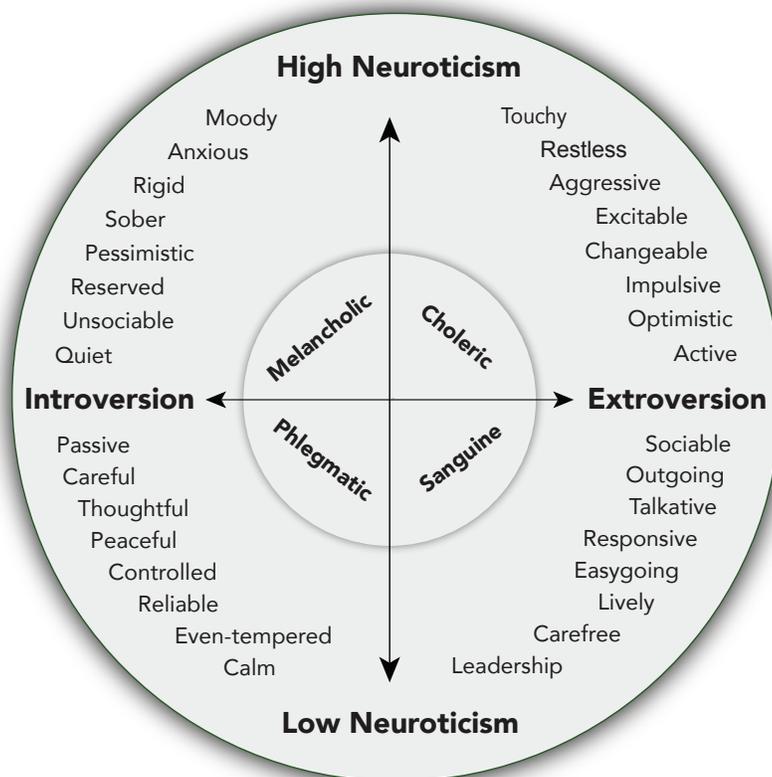
Patricia Siegel
(continued)

My head is crum
forget anything

P.O. Box 524
Lincoln MT 59639
December 10, 1995

Dear Tess,
Don't faint. I'm writing you only two weeks after receiving your welcome letter, but I want to respond and also make plans for our meeting soon in Salt Lake City. My head is crammed with ideas and I won't

Ted Kaczynski, the "Unibomber"



H.J. Eysenck's circle diagram illustrates two major dimensions which account for a good deal of individual differences among people: Introversion–Extroversion and High Neuroticism–Low Neuroticism. They are independent of each other and of intelligence as well. Criminals are found in the high Extrovert, Neurotic quadrant. Extraverts tend to be social and impulsive whereas neurotics tend to be anxious, worried and touchy. Extraverts have a greater susceptibility to temptation because of their low level of cortical arousal. Murderers are notoriously different from thieves, and in fact, are usually Introverted rather than Extraverted.

Patricia Siegel
(continued)

Feel I will be able to handle what's coming, but I have prayed to God that he give me the strength to survive each day and to face those times and situations in my life that will be extremely painful. I have put my total faith in God and He will take care of me.

Susan V. Smith
11/3/74

Susan Smith, murdered her children

Introverted: rigid, contracted, slow blunt writing. Mechanically executed, emphasis on regularity, tight, anxious. Deliberate, careful, closed, blocked off, repressing emotions.

Now all these times they
about me I want more than
any thing to really be clean
like like Doug when we bath him
fresh. no hidden feelings at all
to tell you straight right from the
start. Just how I feel. About
you. I need so much help
when it comes to this I ask
like a giant clam that just
won't open up and all you
really want me to do is #
on and on and on

Compulsive liar accused of white collar crime

Extraverted: impulsive, released movement, exaggerations, multiple writing styles, lacks control, uninhibited.

Patricia Siegel
(continued)

THEIR HAVE BEEN PEOPLE who have questioned
THE NEED for a DEALER to interact with BUYERS & SELLERS
I BELIEVE

Exchanges will lead you to believe that they
PROVIDE Pricing THAT IS NOT TRUE. ORDERS ESTABLISH THE PRICE
Next 50 results on m/L


BERNARD L. MADOFF

To help ease the
Pain of your injury &
your taskmaster brother.
Love

I executed for the partnership and
break up each transaction into the
proportionate amount for each
united partnership. clients will

Bernie Madoff, securities fraud amounting to billions of dollars

All three of Madoff's writing styles alternate between print and cursive but the expressive differences in letter slant, degree of control and form paint different faces and phases of the man. The top right-slanted uneven writing reveals his agitation and poor emotional control. The illegible, left-right movements of his signature cross out his self-image and hide his identity. The left-slanted writing in the middle, with long pressured terminal strokes and large upper zones reflect arrogance and a demanding ego. He doesn't engage and backs away. The bottom, written from prison, has bloated, aggrandizing upper zone "d"s. Yet the writing repeatedly sinks below the baseline, without the assurance and flair of the writing in the middle, just above.

Patricia Siegel
(continued)

Graphic Clusters Related to Dishonesty, Insincerity and Unreliability

Dishonesty: Robert Saudek	Insincerity: Max Pulver	Unreliability: Anita Muhl
<p>*1. Slow writing (sentence impulse reduced to letter impulse)</p> <p>2. Unnatural impression – stylistic, left-ward tending slant, lifeless, frequent arcades</p> <p>3. Instability and liability: loose without pressure, thread and waving lines</p> <p>4. Touch-ups without improving legibility</p> <p>5. Letter written like other letters with cover strokes, replacement, neglect of size ratios</p> <p>6. Interrupted writing: punctuated or blobbed, resting points, fitful speed</p> <p>7. Frequent lifts from paper</p> <p>8. Important parts of letters omitted (decisive only in slow, mature writing)</p> <p>9. Marked initial emphasis</p> <p>10. Letters o, a, d, g and q open at base, and written clockwise in two strokes, leftward tending half oval</p>	<p>In slow handwriting</p> <p>1. Phony, artificial, calligraphic</p> <p>2. Covering strokes</p> <p>3. Partial covering, supported forms, sharks teeth</p> <p>4. Arcade – internal and left tending final</p> <p>5. Elaborate circular forms, cross outs and tie ups</p> <p>6. Punctuation, dots where they shouldn't be</p> <p>7. Broken letters and broken off lower loops</p> <p>8. Omitting of letters</p> <p>9. Stumbling and repeated starts</p> <p>10. Retouching, corrections</p> <p>11. Counter strokes, open forms at bottom, increased left trend in capitals or end strokes</p>	<p>*1. Leftward tending half oval</p> <p>*2. Small, tight loops</p> <p>*3. Covering strokes</p> <p>*4. Abrupt stops above the line</p> <p>5. Breaks and mends</p> <p>6. Smeariness</p> <p>7. Slowness</p> <p>8. Combined form: leftward tending half oval to covering stroke to angle to rightward tending half oval</p> <p>9. Looped arcade</p> <p>10. Resting points</p> <p>11. Letters mistaken for each other in slow writing</p> <p>12. Neglected letters in slow writing</p> <p>13. Letters open at the bottom of the middle zone</p> <p>14. Breaks in large loops of upper zone</p> <p>15. Double curves</p> <p>16. Acute angle of 30 degrees in a right-slanted school model</p> <p>17. Too great difference in lengths of strokes</p> <p>18. Aggression strokes</p> <p>19. Clubbed end strokes</p> <p>20. Double t crossings</p> <p>21. Signs of exaggerated fantasy</p> <p>22. Too great secondary width</p> <p>23. Marked oscillations of the writing angle</p>
<p>* Determination of dishonesty is dependable only when 4 groups including slowness is present</p>	<p>Graphics not determined by speed</p> <p>12. Thread</p> <p>13. Smooth unclear connector strokes, neglect and illegible forms</p> <p>14. Substitution of letters, smooth errors</p> <p>15. Mixed writing systems</p> <p>16. Difference between handwriting and signature</p> <p>17. Exaggerations and inconsistent strong pressure</p>	<p>* To determine unreliability requires the first four starred graphics or any five recurring repeatedly</p>
	<p>* To determine insincerity requires a number of the graphics and experience in evaluating handwritings</p>	

Patricia Siegel
(continued)

Responsible of administering all functions of the ~~Administration~~
Property Tax Department. Duties included supervision
of personnel, correspondence with government officials, tax
lobbying in Tallahassee.

Potential dishonesty/unreliability

Perseveration, touchups without improving legibility, interrupted writing, frequent lifts, tight flooded loops, covering strokes, small middle zone with a bloated upper and lower zones (overcompensation for what feels missing).

that we could see. We would agree
is talking about many things which
in detail - but they included details,
love us, and how much we love each

Accused: Well respected. Could this man be aggressive?

High degree of contraction within and between letters with wide spaces between words. Prominent angularity with retracing, rigid, acute right slant, no margins.

to let me know and I will
be more than happy to do so.
I wanted to thank you very
much for the photo and
everything. I also wanted to ask
you a question? I would ask

Christine Falling, nanny, convicted of child murder

Distorted self-image and egocentricity. Exaggerated, twisted and distorted letters (colored arrows). Bloated ovals, accentuated arcades, slow left-trending movement, immature form level.

Patricia Siegel
(continued)

I was driving an
over but radar said
the police got out of
each window. as soon
shooting of the cops.
the driver the radar

Mr. Lee Woods

Handwriting #1

I'll call you and hopeful
not 2 much 2 ask because #
2 you face 2 face on some die
well, that's all I now to
soon. So stay sweet and that

Handwriting #2

is and oex had the other one. r
nted at me. i put my head down
pped and ~~stoped~~ the the car and
car and i met them at the tan
house. i got home like 6.00 a.m

**Lee Woods:
convicted of
murdering a
police officer**

*.i.w. Lee woods

Handwriting #3

Lee Woods has three printing styles. Top and middle handwritings, #s 1 and 2, are two different stylized, large print scripts, executed with bold artistry and firm stroke quality. Emphasized artistry of top two writings reflect compensation for the injured ego and insecurity seen in the bottom lower case print script, handwriting #3, executed with weak stroke quality and undeveloped letter forms. Note the difference between his two signatures, one bold and the other hesitantly written. Neglected and mistreated as a child, the immature, insecure writing at bottom may be exposing child-like fears that could have been triggered by a beating he received in police custody, shattering his macho façade. ■

2011 SUMMARY OF PRESENTATION

October 29

**Lois
Vaisman**

*Mental
Disorders
Seen in
Handwriting*

Lois Vaisman (M.A., M.S.W., L.C.S.W.) is Vice President of ASPG, as well as a professional graphologist, licensed psychotherapist, and certified life coach. She uses her numerous disciplines for personnel selection, contested custody/visitation disputes, and coaching. She has worked at Columbia Presbyterian Psychiatric Institute and Bronx Children and Adolescent Hospital and is now in private practice. Lois was also a faculty member of accredited courses on the *Psychology of Handwriting Program* at the New School for Social Research.

Lois stated that a key difference between criminals and the mentally ill is that the mentally ill mostly victimize themselves, while criminals victimize others. Criminals are often—but not necessarily—mentally ill. They may have personality disorders affecting their interaction with others and how they see the world, a condition which can result in an inability to recognize their behavior as being “not right.” Lois emphasized that the mentally ill have separate personalities that are affected by their illness, and their handwriting may change when that illness is either active or being treated. She believes that the efforts of a skilled graphologist working with a mental health practitioner can together reach a clearer diagnosis of mental illness. A wide range of graphics are seen in the writings of the mentally ill, from those indicating emotional instability and flights of fantasy to the dense, monozonal writings of intense self-involvement. Lois said that one of the first things she looks for in determining whether a patient will be receptive to therapy are signs of release in the signature. Samples were circulated and an animated discussion followed. ■



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