



WARNING!

The techniques contained in this book are used by lie detection professionals, including law enforcement officials and lawyers, all over the world. They are also backed up by decades of research. When applied correctly, the techniques will give you a statistical advantage in determining whether or not someone is lying. No technique or machine, however, can conclusively determine whether deception is present. You should therefore always proceed with caution before reaching the conclusion that someone is lying.

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1. We all want to be lie detectors

“There are lies, damned lies and statistics” - Mark Twain

The ability to detect when someone is lying is a skill that fascinates us all. On the quiet, many of us like to think of ourselves as amateur lie detectors. And there is good reason for our desire to want to know when lies are being told. Truth and lies are at the core of all our relationships: parents and children, wives and husbands, employers and employees and law enforcement officials and criminals.

A lot may ride on being able to detect whether or not someone is telling the truth. Relationships end because of suspicion of infidelity. Innocent people go to prison because a police officer, prosecutor and jury thought the suspect was lying. Children are abducted because parents did not detect that a pedophile was talking to their child through an online chat room. And innocent people die in terrorist attacks because intelligence officers did not pick up on the fact that the guy they interviewed six months ago, was lying when he denied being involved with a terrorist group.



This e-book will dispel the myths and misunderstandings that surround lie detection. Contrary to misinformation spread across the internet by professional liars, lie detection is not easy nor is it full proof. Professionals get it wrong all the time. Polygraph tests are not infallible but are in fact at best only 60-80% reliable.

Through the consistent application of the techniques contained in this e-book, you can however, give yourself a significant statistical advantage in detecting whether or not someone is telling the truth. You will learn effective lie detection techniques used by law enforcement agencies, attorneys and other truth seeking professionals. Sometimes this can be useful and dare I say it, even fun!

You will learn how to check yourself before you begin to question someone you think maybe lying. You will learn why how you approach your `suspect' is critical. Why first building rapport is essential and what body language and facial expression cues mean and whether or not the eyes really are windows to the truth.

2. Types of liars and degrees of lying

“Beware: some liars tell the truth” – Arab Proverb

Have you ever lied? Was it a big lie? Did it make you a bad person? Do you feel guilty when you do it? Truth is, most of us lie some of the time. Sometimes we lie to protect the feelings of someone we care about e.g. not telling your best friend she looks really rough when she is about to go out on a date. Sometimes we tell `white lies' because it's easier to do so rather than telling truth and there's no harm done. James Patterson, author of *The DayAmerica Told*

the Truth interviewed more than 2000 Americans and found that 91% regularly lied at work and home.

It matters why someone lies. We will nearly always forgive the person who lied out of kindness. We will sometimes forgive the person who lied where there are no negative consequences. We will even forgive a President who lied about an affair to the nation on camera. But we will rarely forgive the person who lied for self gain at the expense of others.

Motive also matters to the liar. A person who believes they have a moral justification for their lie, will find it easier to deceive a truth seeker. A person who stands to lose much if their lie is exposed, has a greater incentive to successfully lie, but will experience greater pressure at the same time which may `leak' out in their verbal or nonverbal communication.

We start lying when we are children. It sometimes helps us get what we want. Sometimes it gets us in trouble. Most of us learn that generally speaking, lying is not a good thing and we tell the truth most of the time. But some people develop the belief that lying helps us get more of what we want. So they do it all of the time. Lying becomes something done naturally.

And then when we become adults, some of us graduate from being natural liars to professional liars. Professional liars lie for a specific purpose; usually self gain. Otherwise known as con artists, professional liars often prey on the vulnerable in our society.

When you are trying to detect whether someone is lying, it matters greatly what type of liar you are dealing with. As with all things, practice makes perfect. Generally, the more experienced the liar, the harder their lies are to detect.



I did not have sexual relations



Burglary?



Trust us, Iraq has WMD s



It wasn't me!

3. You need to be cautious!

“A single lie destroys a whole reputation for integrity”- Baltasar Gracian

Because it is so difficult to read deception, it is very easy to make mistakes when trying to work out whether or not someone is lying. Although Polygraphs are only accurate in detecting lies 60-80% of the time (dependant on the skill of the operator), people are mostly only accurate 50% of the time. And this statistic applies to many `experts' including law enforcement officials.

People often mistake physical manifestations of stress as being indicators of lies being told. This sometimes happens to innocent people standing trial in a criminal case for a crime they didn't commit. The irony is the guilty defendant will have had plenty of time, sometimes years, to rehearse their lie. The innocent person will not have rehearsed because they are telling the truth and are scared because they have a lot to lose.

No single behavior is a reliable indicator of deception. So don't assume that because the person looks away when you are talking to them, they are lying about something. You need to look for clusters or groupings of deception indicators.

Cultural context is particularly important. While there are some universal behaviors that cross culture, ethnicity and nationality, there are some gestures that have a positive meaning within one society and a negative meaning in another. Your chances of accurately determining whether or not someone is lying, increase if you are from the same cultural and social group

And then there is you. What biases and prejudices do you have? What preconceptions do you harbor and myths do you believe? There is much statistical evidence which demonstrates that police officers are more likely to question and arrest a person who has an ethnic minority background because of preconceptions and prejudices they have about the particular ethnic group.

Checklist

- What is the true basis for your suspicion?
- What biases, prejudices and preconceptions do you harbor towards the suspect?
- What motive might the suspect have for lying?
- Is the suspect an experienced liar?
- How skilled and experienced are you at detecting lies?

"People do not believe lies because they have to, but because they want to"
Malcolm Muggeridge

4. Factors influencing detection accuracy

“A half-truth is a whole lie” – Yiddish Proverb

It will be easier for you to detect whether or not your `suspect is lying if one or more of the following factors are present:

1. The lie is concerned with an issue that the suspect has strong emotions about.

2. The suspect has not anticipated they will be questioned about lying and has not had time to prepare.
3. You have a close relationship with the suspect.
4. The suspect trusts you.
5. There will be an amnesty for the suspect if they confess.
6. The suspect has to invent a fictitious account rather than simply withhold information. Commission rather than omission.
7. You and your suspect come from similar cultural and national backgrounds.

"The naked truth is always better than the best dressed lie" Ann Landers

If you want to increase your chances of getting to the truth, then you need to use all of your senses. In his landmark research, Professor Albert Mehrabian established that 55% of our messages are communicated through our physical behavior and appearance, 38% from the sound of our voice, while only 7% of what we actually say, has any impact.

So if you want to accurately interpret the veracity of what your suspect is telling you, you need to adopt a holistic approach to lie detection. This means closely observing your suspect's body language and facial expressions. Listening carefully to how they are speaking, focusing on their pitch and tone. And looking for inconsistencies and discrepancies in the account they are giving.

Because no single behavior can be relied on as an accurate indicator of deception, experienced lie detectors look for 'clusters' of signals. A change in a person's physical behavior, coupled with a raising in the pitch of their voice may indicate stress, which may indicate deception. The more you develop your observation skills the better a lie detector you will become. The best lie detectors are always those with the highest levels of sensory acuity.

There are many steps you can take to develop your lie detection skills. Once you have read this book and learned how to interpret the signals, start people-watching. Do it in a restaurant or public place where you can hear what people are saying. Look at how they use gestures and their body to support what they are saying. Observe their facial expressions.

Watch video clips on YouTube of politicians and celebrities that are believed to be lying. Listen for the vocal indicators and look for the physical signals. And if you are watching a clip where it is widely believed that the person lied, watch with volume turned off. And then reverse things and listen to the liar without looking at the picture.

Arm yourself with as much information about your suspect and alleged deception before you talk to them. Their personality and reputation, history and track record, the context at the time they are alleged to lie, possible motivations. Lawyers and investigators often try to avoid questioning a witness or suspect without knowing the suspect's background first. The more you know, the more accurate you are likely to be in detecting lies.

5. Setting the scene

“No man has a good enough memory to be a successful liar.”

Abraham Lincoln

In addition to taking the steps outlined in the previous chapter, your lie detection efforts will be more successful if you apply the following rules each time you suspect someone of lying and want to establish the truth:

1. Where possible and practical, try to avoid alerting the person that you suspect them of lying. Innocent people become defensive when accused of lying and will exhibit stress signs through their nonverbal and vocal cues, which can be mistaken for lie cues.
2. Try to get your suspect to relax at the outset. Avoid going straight to the deception issue and try to encourage them to lower their guard.
3. Establishing rapport will cause your suspect to relax and trust you. Salespeople and other influence professionals understand the importance of establishing rapport and frequently use it in their communication. In short, you establish rapport by subtly matching the other person's body language, pace, pitch and tone of voice. Talk to them about something they are interested in and that you know something about.
4. Rapport is so effective because of a fundamental principle of human nature, which is that people like people like themselves. We easily fall into rapport with people we like and are close to. When people have rapport you will notice that they are sitting or standing in virtually identical positions. If you want to learn more about building rapport you may want to download The Black Book of Persuasion which covers this subject and many other effective persuasion and influence techniques.
5. Taking the above steps will make it easier for you to establish a baseline for the suspect's behavior i.e. how they normally behave when they are not undergoing questioning about an alleged deception. When you start to ask difficult, probing questions you will be able to more accurately measure and monitor behavioral changes.



“We have ways of making you talk!”

6. Your body wants to confess

“I am not smart enough to lie.” – Ronald Regan

Whilst a person has a relatively high degree of control over what they say, their body language will tell an observer many things, without them realizing or intending this to happen. Very few people are conscious of the messages they continually send out through their body language and even fewer know how to control these messages.

Children will frequently use hand to face / hand to mouth gestures when they tell a lie. As they grow up the use of the hand gestures becomes less frequent and pronounced.

Body language gives away the emotions we are experiencing. The ability to read body language is therefore a powerful tool for detecting deception. When people are lying they usually feel some discomfort or stress which manifests itself through body cues.

The most important movements and gestures to watch are those given at the time of the critical questions being asked. Bear in mind that behaviors which manifest themselves during questioning, may simply be an innocent person's reaction to the stress of being questioned; particularly if they have a lot to lose if disbelieved.

Ultimately, you will have to make a judgment, looking at behavioral indicators along with eye cues, verbal cues and the consistency and credibility of the answers given. You will observe more nonverbal deception cues if you and the suspect talk whilst standing. The more clusters of deception indicators you are able to observe, the more likely it is that your suspect is lying.

The following behaviors when demonstrated in response to lie probing questions are consistent, but not by themselves, determinative of deception.

1. The suspect nods or shakes their head in a manner inconsistent with the answer they have given i.e. when asked whether they stole the handbag the suspect says 'no' but shakes his head up and down in an affirmative manner. As remarkable as this may seem, it is not uncommon for people to give a physical indication that is the complete opposite to their verbal answer. The physical indication is usually the truthful answer.
2. The suspect rubs their forehead or strokes the back of their neck with their hand.
3. Delayed nodding in support of an answer they have just given. When people are telling the truth they will nod their head simultaneously with the statement they are making. When they are lying, there is often a delay between the statement and their head nodding in support.
4. Perspiring, trembling and blushing.
5. Gulping or finding it difficult to swallow.
6. Touching their nose. Hirsch and Wolfe analyzed Bill Clinton's testimony to the Grand Jury over the Monica Lewinsky affair. They observed that when he was believed to be lying, he touched his nose once every 4 minutes reaching a total of 26 times. However, during the straight forward parts of his evidence, he rarely touched his nose.



7. Placing of the hand near or over their mouth.
8. Rubbing the eye. This trait appears more in men than women.
9. Fidgeting, drumming fingers or rearranging themselves.
10. The suspect uses less emphasis when speaking. When people are speaking the truth, they naturally use physical gestures to support their verbal statements. Their eyes wide, they lean forward towards you, raise their eyebrows, wave their arms and gesture with their hands. If you notice that your suspect is using less emphasis than normal when answering key questions, this is indicative that they do not believe what they are saying.
11. Increased shuffling or moving of feet. This is more noticeable if you are both standing. When feeling emotional discomfort as a result of questioning, people tend to move their feet about.
12. Avoiding physical contact. When people lie, they will try to avoid physical contact with the person they are lying to. This will be more apparent if the two parties are in a close relationship and normally engage in physical contact when talking.
13. Placing objects between you and them when being questioned. When lying, people will often place objects between you and themselves in an attempt to create a barrier. They are usually not even conscious that they are doing this. If you are sitting at a table across from each other, you may be onto something if the suspect starts to place pens, books, cups and bags between you both.

7. Eye think you are lying to me

“No one can lie, no one can hide anything, when he looks directly into someone’s eyes.” – Paulo Coelho

Whist Coelho is a great author, his expression of the above popular myth is wrong. Practiced liars not only have the ability to look directly into someone's eyes whilst successfully telling a lie, many actually do it deliberately so as to prove they are telling the truth.

Conversely, looking away whilst talking to you does not mean your suspect is lying. Innocent people frequently look away when trying to clarify their thoughts. This is particularly so in circumstances where the suspect knows their interrogator.

The eyes can, however, still provide useful insights into whether or not your suspect is lying. An increased blink rate is often consistent with telling lies. On average people blink 6 - 8 times per minute when not lying. When blinking at this rate their eyes remain closed for approximately 1/10th of a second.

Pupil dilation is another reliable indicator of deception and is something that the liar will not be aware of or have the ability to control.

Neuro-Linguistic Programming (NLP) provides a useful technique for detecting when someone is recalling or creating a picture, sound or feeling. The technique involves paying close attention to a person's eye accessing cues. NLP research has established that generally speaking:

1. When a person (right handed) is remembering something, their eyes will go up and towards the left.
2. If a person is constructing / inventing an image in their mind they will tend to look up and to the right.
3. If a person eyes go straight across to the left, this indicates they are recalling something they heard.
4. If a person's eyes go across to the right, this indicates that they are imagining or constructing a sound or sounds e.g. conversation.

The above works in reverse if the person is left-handed. You can easily test this technique on someone by asking them to remember something recent that you know they saw or heard. Then ask them to imagine something they haven't seen or heard before. Observe closely and you should be able to spot their eye accessing cues. As with all of the techniques in this book, you should treat your observations as indicators that go into the scales to be weighed along with other indicators you will have observed.

8. Time to face the truth

I'm not upset that you lied to me, I'm upset that from now on, I can't believe you." – Friederich Nietzsche

Facial expressions are the number one indicator of emotions. Paul Ekman is the world's leading authority on the interpretation of facial expressions and the scientific advisor to the popular Fox TV drama Lie to Me. Ekman has established that whenever we experience an emotion, it is automatically expressed by the facial muscles. This will often only be for a fraction of a second but is detectable with training or watching a slowed down video. These expressions are termed 'micro expressions' and potentially provide us with the most reliable clues as to whether someone is lying.

As a result of decades of research, studying the facial expressions of people from all over the world including small tribes in remote lands, Ekman has identified the following factors, that when present, may be clues to deceit:

1. False smiles
2. Holding the smile too long
3. Mistakes in timing of expressions
4. Blushing
5. Asymmetry

Indeed, such is the level of interest in the ability to decode people's emotions by face reading that researchers at the University of Tokyo in Japan are developing a facial recognition system for robots and artificial intelligence agents that analyses basic eye, nose and mouth movements. It is claimed the system will be able to detect if a person is telling a lie. In trials in which people played poker, the system has already proved to be as reliable as humans trained to detect lies.

Recognizing micro expressions is perhaps the most difficult to learn of the lie detection skills contained in this book. Fortunately, Paul Ekman has developed an online facial expression recognition training tool that will help you develop your skills.

9. Listen like a lawyer

“Lying is done with words and also with silence” – Adrian Rich

Whilst it's important, that when you trying to detect whether someone is lying, you read their body language, eye cues and facial expressions; what the suspect says and how they say it may also provide you with valuable deception indicators.

The most effective interrogations are those where the interrogator approaches the questioning neutrally. Whilst you may have your suspicions, you will be more effective if the suspect believes you are open minded and not accusing them. If they feel accused, they will become defensive and more difficult to read.

Where possible, try to allude to the issue rather than directly confront it. If the suspect is not being accused and does not having guilty knowledge, they should not start firing off deception signals.

The following verbal behaviors are consistent with, but not determinative of, deceit:

1. Vocal pitch increasing.
2. Increased use of pauses.
3. Speech errors.
4. Inconsistencies in the account.

When questioning your suspect ask, pause and observe. You need to give yourself a chance to observe the deception signals they may be giving as well as carefully formulate your next question.

Rather than make a direct accusation when your suspect appears to be giving deception signals, you should probe deeper with further questions. Request more detail but do so in an 'interested' manner rather than accusatory. Lying about detail requires a lot of thought and concentration.

If the suspect has had little time to prepare, you will be more likely to uncover inconsistencies in their account. Ask your suspect to describe their account in reverse chronological order. It is much harder to describe a fabricated account in this way, than it is to recall and describe a truthful one.

One tactic used by professional lie detectors is to pretend they believe the suspect and get them to provide more information. With their guard down, the suspect is more likely to trip up and make a mistake.