



Deception
More Art than Science

- Types of Deception
1. Misinformation
 2. Overstating
 3. Sanitizing
 4. Manipulation
 5. Denials
 6. Fabrication
 7. Disinformation

Nature's Examples

- Angler Fish
- Walking Stick



1. Misinformation

- Reporting false information believed to be true by the reporter
 - No *evil* intent

2. Overstating

- Reporting accurate information, but exaggerating, being inaccurately specific or adding *expert* opinion in such a way that the details or meaning of the message is altered
 - Ego Driven
 - Well Intentioned Enthusiasm

3. Sanitizing

- Reporting accurate information but leaving out details that incriminate the reporter or cast him/her in a negative light
 - Saving Face
 - Hiding Involvement (Not Guilty)
 - Hiding Involvement (Guilty)

4. Manipulation

- Reporting a selection of accurate details in a way that changes the meaning of a set of facts
 - Advertising
 - Cons

5. Denials

- Refuting an accusation, contradicting a statement
 - Honest
 - Dishonest

6. Fabrication

- Generating descriptions of persons, places or events either spontaneously or in response to inquiry
 - Mental Disease or Defect
 - Playing Games
 - Save Face
 - Guilt

7. Disinformation

- Making intentionally false statements with an intent to mislead another
 - Protect Identity
 - Save Face
 - Avoid Non-Criminal Trouble
 - Guilt

Traits of Good Liars

1. Well prepared and original
2. Well spoken
3. Able to think quickly
4. Able to call up memories
5. Devoid of fear, guilt or delight
6. Good acting skills

The Anatomy of a Lie

- Devise and deliver a convincing story
- Avoid self contradictions
- Be creative “on the fly”
- Control tone of voice
- Control body language
- Control emotions

Detection of Lies

- “Lie Detection” Machines
- Verbal Cues
- Non-Verbal Cues
- Story Details

Uncovering Lies

- Acting on suspicion (probing) uncovers lies
 - Tactic One – The Open Question
 - Tactic Two – Closed Questions
 - The challenge is to be persistent while keeping the subject interested in talking
- Be well informed
 - Know the case
 - Know the suspect

Hallmarks of Lies

- Negative statements
- Implausible answers
- Shorter answers
- Few self-references
- Indirect replies

Articles

- The Science of Lying
<http://www.accessexcellence.org/WN/SU/lying599.html>
- Find Law's Legal Commentary on Lie Detection
<http://writ.news.findlaw.com/dean/20020315.html>
