

Don't **LIE** to Me!

Carrie Stuart Parks

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Signs of Deception and Lies

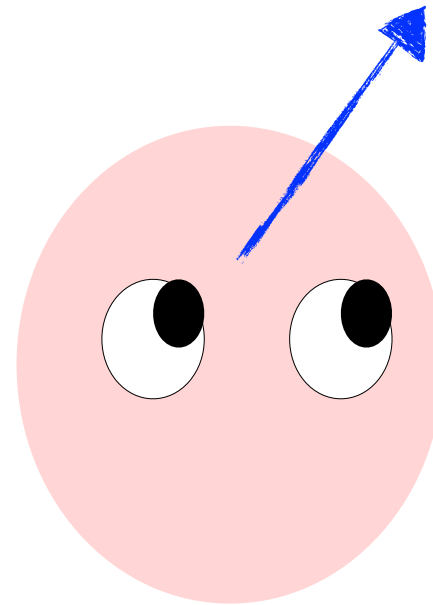
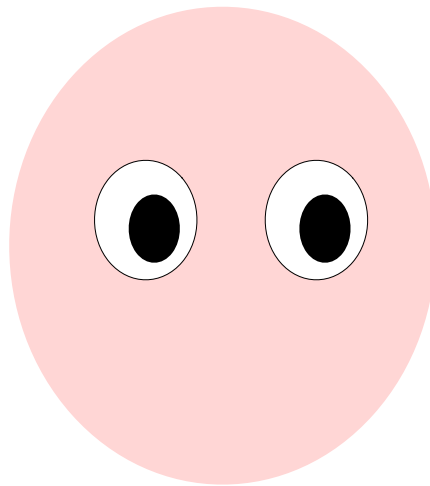
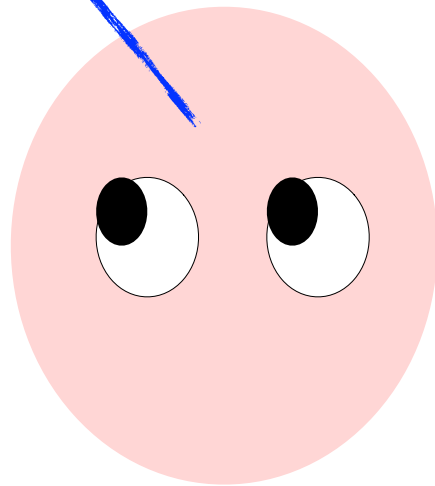
- Personal
- Deception
- Lies
- Concealed information
- Writing
- What does law enforcement look for?
- How do you write it?

Signs of Deception and Lies

- **Neurolinguistic Programming**
- **Micro expressions**
- **Physical clues**
- **Written clues**
- **Verbal clues**

Multilevel Communication Eye Patterns

The Visual Communicator

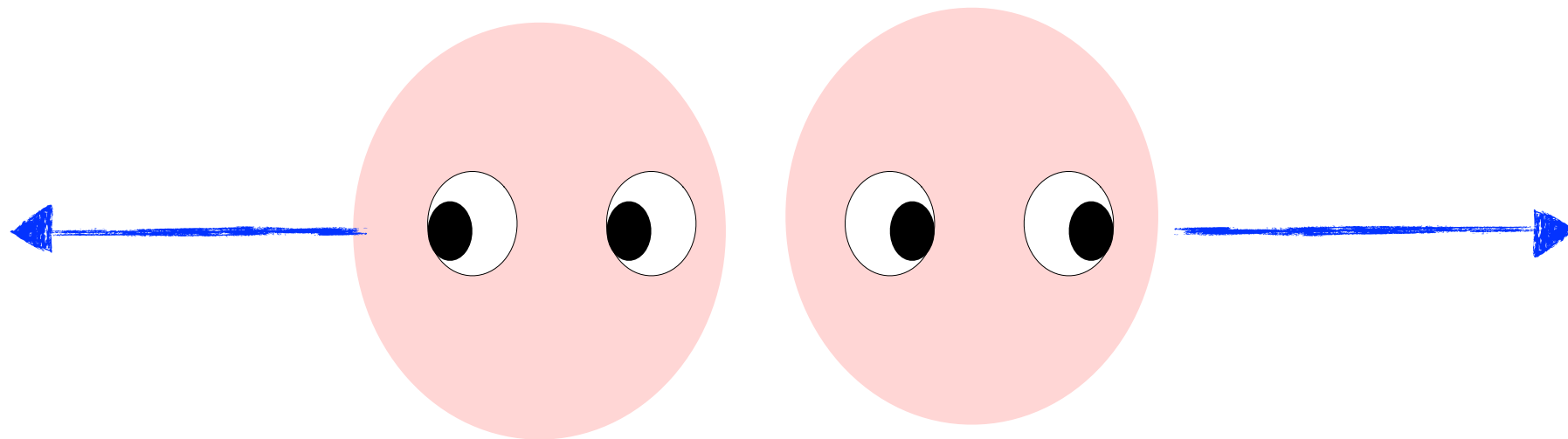


Construct

Remember

Multilevel Communication Eye Patterns

The Verbal/Auditory Communicator

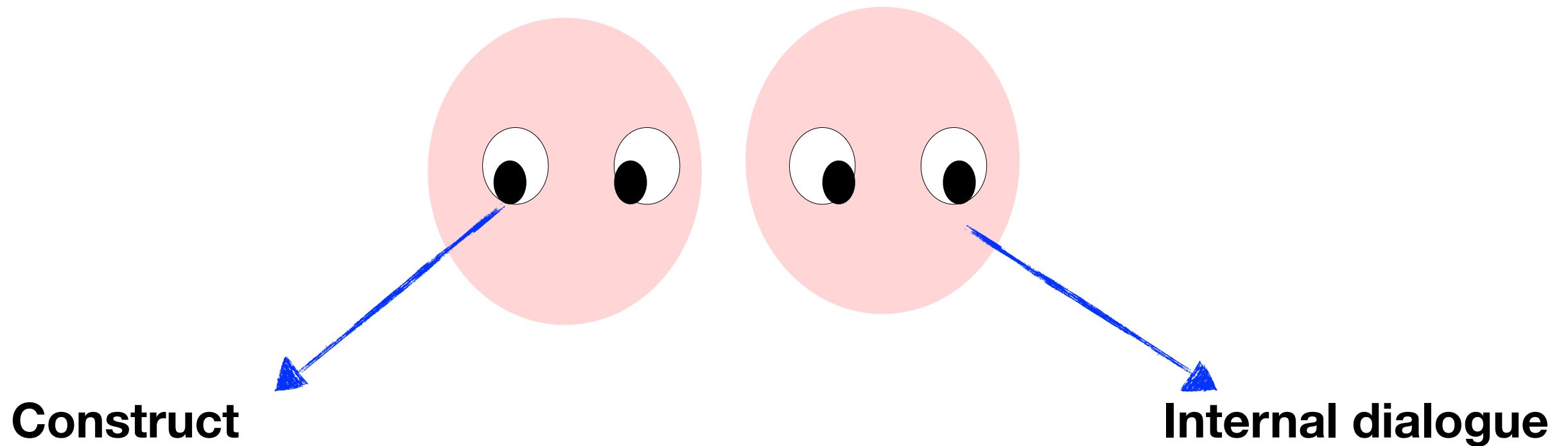


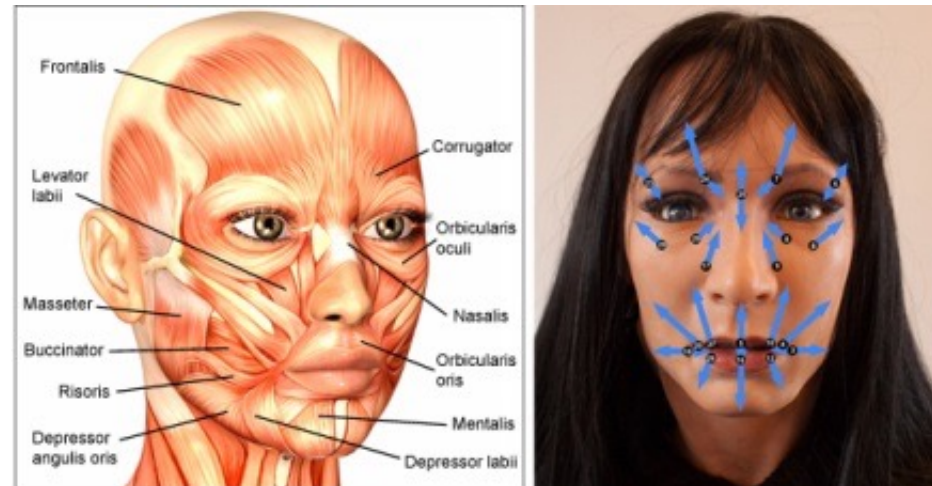
Construct

Remember

Multilevel Communication Eye Patterns

The Kinesthetic Communicator





Micro Expressions

Dr. Paul Ekman

Practice

Record and play back in slow motion

Physical Signs of Deception

Overview

It is estimated that as much as two-thirds of human communication comes from non-verbal behavior.

Cautions

- Expert
- Examples
- Baselines
- Cluster
- StimulusTimely
- Culture
- Good liars
- Stress and deception
- And most important caution of all.....
- Not applicable to spouses

Verbal clues

Lies 101

- ◆ Everyone wants to talk.
- ◆ People's words will betray them.
- ◆ People tell us more than they realize.
- ◆ People often reveal more than *we* realize. All lies are deception.
- Not all deception is a lie.
 - Lies are a distortion of the truth.
 - Lies are never by accident.
 - Most people don't lie, they often confess.

Most People Don't Lie

- We can't remember what we said.
- We don't know what the interviewer knows.



Principles of Memory

Did the statement come from memory?

Was it the actual memory of the witness?

Did it come from outside of memory?

- **book, newspaper**
- **other person**
- **television**
- **dream**
- **other source**

Getting around memory problems

- Similar name to real person.
- Answers may become shorter as the lie goes on.
- Use multiples of a number.
- Memory failure.

Written Signs of Deception

Statement Analysis

- You don't need to see, hear, or know anything about the person.
- We only believe what people tell us.

Verbal/Written Signs of Deception

Every word counts.

- What is said-content.
 - Don't add.
 - Don't ignore.
- We cannot believe a person did something if he has not told you that he did it.

Change of Language

- A change of language is always important.
- A change of language indicates a change of the circumstances, situation, or thinking.

Verbal/Written Signs of Deception

Every word counts.

Editing

- Important / unimportant information.

Shortest Sentence

- The shortest sentence is the best.
- Deceptive people may include qualifiers and modifiers in their sentences.
- Extra words = extra information.

Clues

With

- I went shopping with my husband.
- My husband and I went shopping.
- With = distance, not necessarily deception.

Underline words in statement

- “After” or “Afterword”
- “Later” or “Later on”
- "Then"

- "A short time later"
- "Shortly thereafter"
- "The next thing I know"
- "The next thing I remember"

Pronouns

- A pronoun indicates possession, responsibility and commitment

I, you, he, she, it, we, you, they, my, mine, yours, your, his, hers, him, our, ours, their, theirs, me, us, them, myself, ourselves

Pronouns

- Missing pronouns
- Change of pronouns
- Passive language (it was done)

The pronoun “we”

- “We” indicates togetherness.

“All the people like us are “we,” and everyone else is “they.””

-Rudyard Kipling

Nouns

- Order
- Social introductions
- Shortest way

Nouns

- Shortest way
 - Thinking is quicker than speaking, therefore we have a natural tendency to take short cuts.
 - Any deviation from the shortest way is meaningful.

Definite vs Indefinite Article

“The” is the only definite article in the English language.

It refers to a specific noun.

Indefinite articles refers to nouns more generally.

Definite vs Indefinite Article

The man has a gun.

The man has the gun.

The man picked up a gun and pointed the gun at me.

The man picked up the gun and pointed a gun at me.



Verbs

- Correct tense
- Verb “left” (leaving a place)
 - 70% means there is a time pressure or late
 - 30% means sensitivity
- Many deceptive statements begin or end with “left.”

Qualifiers and Modifiers

- ◆ Really
- ◆ Tried = failed
- ◆ “I have tried to tell the truth...”



- Actually = comparing two things.
- “Do you like swimming?”
- “I actually like golfing.”

Swimming - Golfing

- Actually = comparing two things.
- When the word "actually" is used without comparison, we have undisclosed information.

Actually

- A person may use the word "actually" because he is lying. In his mind, he is comparing what he did (the crime) with his lie.



Just

- Used to minimize time. “He just left.”
- When used to minimize actions, indicates concealed information.



Qualifiers and Modifiers

“This” and “that.”

“This” indicates closeness.

“This stranger told me to hand over all my money.”



- ◆ I didn't do it.
- ◆ Deny = refuse to accept.
- ◆ Not guilty or innocent = denying conclusion of others, not the act.

Summery

- ◆ I didn't do it. Strongest.
- ◆ Deny. Weak
- ◆ Not guilty. Weak
- ◆ Innocent. Weak
- ◆ Morally unable to have done it. Weak.

Morally unable

- Claim to be morally unable to have done it.
 - I'm not that kind of a person
 - I'm not like that
 - I wouldn't/couldn't have done it....(because...)
 - I was raised better than that.

- Caution on the number 3:
- Not the same as mentioning something three times.
- May also be a fall-back number when the actual number isn't known.

Thinkin' Time

Did they answer the question?

- Answer the question with a question
- Significant pause
- Repeat the question
- Difficulties with the question

Thinkin' Time

- Hard question
- Evade the question
- Don't answer the question
- Answer another question

Problems in revealing full information

- All I know... Limited in knowledge.
- All I can say... Limited because of something else.
- Both mean the person is limited in what they can share.

- I can't say (I can't really say)
- All I can say is...
- That's about all I can say
- That's about it
- That's all I can tell you

Problems in revealing full information

- I will tell you this...
- I will say this...
- I say to you now...
- I'd like to say...
- I'd like to tell you...

To tell the truth...

- To tell you the truth...
- I can honestly say this...
- Would I lie to you?
- I'm not lying about this...
- The truth is...
- Quite frankly...

Verbal Garbage

- ◆ Also known as rambling dissertation.
- ◆ Answer a simple question with an entire essay of words.
- ◆ Attempt to convince listener of truthfulness.