



## **Dr. Kenneth J. Manges & ASSOCIATES INC.**

EVALUATION, TREATMENT & CONSULTATION SERVICES

### **Myths about lying**

There are lies of Commission and Omission

There are lies that are told verbally (psycholinguistics) and physically (body language)

Telling the truth from a lie is not always about what they say but how they say it.

Telling the truth is a matter of careful watching and listening, but you must know the person to tell if what they are doing is out of the ordinary for them.

#### **Eyes:**

True or false: A person who does not look you in the eye is lying.

Some persons are auditory, others are visual still others are kinesthetic.

When you meet someone and you introduce yourself, watch their eyes. IF they avert their eyes it doesn't mean they are lying about their name, it may mean they are nervous or they don't like you. It doesn't mean they are lying.

#### **Arms/hands/legs**

True or false: persons who cross their arms are withholding information

#### **Fingers that are folded or interlocking**

Gestures that are mechanical or lack fluidity is a sign of pretense. It may suggest a planned deception.

#### **Facial indicators**

Signs to look for

Hands to face/covering their mouth

Shaking your head from side to side while saying yes to a request or statement

Frowning as they say they are pleased or smiling when they say they are distressed

A genuine smile lights up their whole face

### **Head actions**

How do liars move their heads?

Liars move away with or without jerky movements

Persons telling the truth move toward the speaker

### **Timing is Everything**

Shoulder shrug before the statement versus after the statement

Words that confirm the intent of the speaker before or as the words are coming out = Truth

Words that confirm the intent of the speaker after the words are spoken= attempt to convince

### **Interpersonal Interactions**

#### **What are the Myths:**

Wrongfully accused get defensive. True or False?

Wrongfully accused goes on the offensive. True or False?

A common refrain

If he's not touching he's probably bluffing

#### **Upper body**

Posture: non liars are more likely to stand tall

Anxious and intimated persons slouch and are hunched over

#### **Use of barriers**

Door behaviors

**Use of books, desk, computer between the speaker and you**

**Separating out the liar from the anxious**

1. Observe twice as much as you speak
2. Engage with open ended questions to observe the common practices including eye contact, comfort with shaking your hand, how they stand in relationship to you or the speaker, look to see if they block communication as a pattern (hands, eyes, arms, body)
3. Consider yourself a polygraph and note the highs and lows of emotional expression
4. If their voice goes up at the end of a sentence they are asking you a question, ask them for more detail.
5. Ask if there is anything they could explain more fully.
6. Don't confront when you hear a lie. Listen and take notes. Go onto another matter and then circle back to get more details. Persons who are fabricating break down in their ability to be sequential.

Words to listen for when trying to decipher deception

### **Check the verb tenses:**

Is the person talking about the present or the past. When a person uses the word

“never he is accounting for their entire life. However, if they use the words “I do not” he

is only talking about the present. If someone is questioned about his past, but gives an

answer in the present he is being deceptive.

### **Order is important**

There is typically a reason why a person will list things in a certain order. Finding out why he/she chose that order will give you some additional information. This information may show you if his answers are truthful.

### **Pay attention to time references**

Listen to see if the person has some missing time. He may be purposely leaving this out of his story. Ask what they were doing during this time period. Withheld information may be what you are looking for. Check to see if any time references are out of order. Out of order references may indicate a fabrication of the history.

### **Did the person answer the question with a question**

This may mean the person is avoiding the question, or attempting to buy time to come up with their answer. They may be withholding information.

## **What is the breakdown of the story**

Every story should have a before, during and after incident segment.

The breakdown of these segments in a truthful story will be approximately 25% before, 50% during and 25% after. Significant deviations from this formula suggests a deception. This deception is usually seen in the story's short ending.

## **Ask yourself how you would answer the question**

Compare your answer as if you were telling the truth with how the speaker has presented themselves. Listen and consider the verb tense, order, directness of their response and the breakdown.