



Sixteen tips to knowing if you are being lied to

Wouldn't it be good to know if and when you were being lied to?

Unfortunately humans aren't very good at detecting lies; there is our natural tendency to trust. And of course, for day-to-day living that is necessary as we save time, energy and relationships by taking what our loved ones say, at face value.

Detecting lies is hard work, there are many physiological indicators to lying - and all have to be analyzed as a group of supporting tell-tale signs as not just verbal, body language and reaction can be proof of a lie being told. Further, many of these 'signs' can also be due to ordinary anxiety; it's difficult to distinguish between a liar and an honest person under a lot of stress.



Here is some guidance.

Practice taking note of these cues until it becomes second nature, always keeping in mind that working with the human psyche, nothing is concrete absolute proof of anything, they are only indicators that someone could be lying to you - ultimately, the willingness to communicate openly and honestly with loved ones, is key.

www.vsapoly.co.za

0877-200-782



As the one working on your ability to detect lies, know that your relationship with the person suspected of lying will cloud your judgment. Even your own tendency towards denial and avoidance of problems, and the influence of highly charged emotions, may be cause for you to miss seeing the signs of lying, or worse, to see lies where there are none.

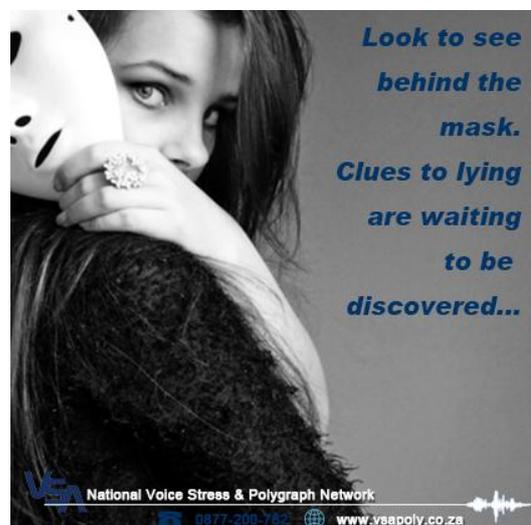
Following are some signs of lying to look for in body language, macro-and micro facial expressions, verbal cues and the persons' interaction and reactions.

Body Language of Lies:

- The liars' physical expression will be limited and stiff; they will be less expressive with their arm and hand movements. When they do express physically, their hand, arm and leg movements will be toward self so it comes across as them taking up less space.
- A probable liar will not look you in the eye; they will avoid looking at you directly.
- If the suspected liar does use their hands, it would mostly be to touch their own face, throat and mouth, they may even scratch their nose or behind their ear - they will not likely touch their chest/heart with an open hand.

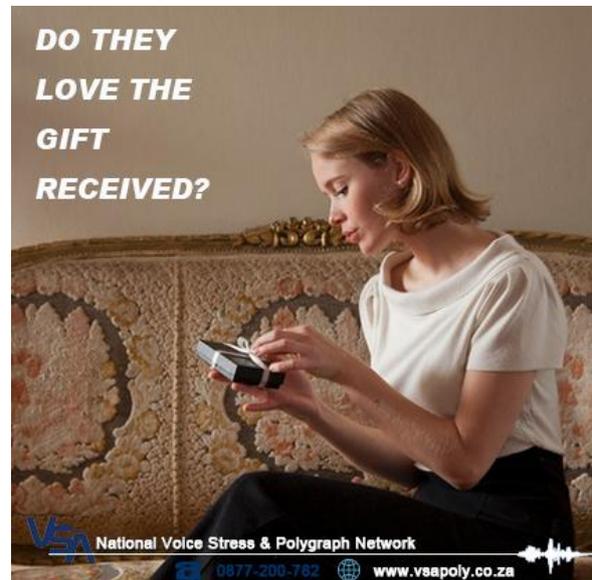
Physiologically the body goes into all-over stress when we lie; while our minds can lie, our bodies cannot.

In a healthy organism, the nervous system cannot send purposefully incorrect messages to the brain, only truthful ones, i.e., when the temperature drops we will perceive it to be cold - a truthful message from our sensory organs reached the brain.



The incongruence between the truthful body and the deceptive mind then causes many reactions to take place, ranging from clearly noticeable to the trained eye of the observer, to those that not even the deceiver is aware of.

For example, there could be contradiction between the words spoken and the emotional gestures of the suspected liar, such as:



- The timing and duration of their emotional gestures and actual emotions does not coincide; the display of emotions is delayed or they stay longer and then stop suddenly. They may say "I love it!" when receiving a gift, and then smile AFTER making the statement, rather than AT THE TIME the statement was made.
- Their gestures and/or expression don't match what they are saying, such as frowning when saying "I love you."
- Their expressions are limited to their mouth movements only; they are most probably faking it when the expressions do not reach the whole face.

With a forced or polite smile, only our muscles directly around the mouth are involved. During a natural smile many facial muscle groups move involuntary, the forehead muscles will 'move down', cheeks and jaw move and the nose may wrinkle.

The easiest way to spot a real smile is to look at their eyes, in a natural smile their eyes should become 'squished' and may cause 'crows' feet'. Only a small percentage of people can move these muscles voluntarily to 'fake' a 'real' smile.

Just how easy or difficult is it to catch a liar? Without the proper training, the average person's ability to identify a liar is roughly the same as flipping a coin!

It may come as a surprise that the ordinary person is mostly unable to detect a lie, especially at the time of being lied to! A common mistake most people make is subscribing to the belief that shifty eyes and/or nervousness are an indication of deceit, as these observations very seldom accompany a pre-meditated lie. But for the sake of this gift to you, following are even more tips and hints to knowing if someone is actually lying to you!

**SHIFTY EYES ARE NOT ALWAYS
AN INDICATION OF DECEIT**



A liar in fact, for example would most probably try to hide any nervousness, they would attempt to appear more composed - most liars can fool most people most of the time, however, there are some specific physical signs that the liar cannot suppress.

The liars' attempt to come across as composed can backfire - they could actually become more obvious liars by means of being 'lead' into giving themselves away. Reason being that their mind is highly occupied with constructing the lie and coming across convincingly. So, to catch a liar their 'busy mind' must be pushed to its' limits, pushed over the edge of their cognitive load.

Ways of doing this would include:

- Begin asking just general questions that become open-ended questions that ask as much detail as possible.
- Do not interrupt them when they are answering you - just let them fill out the story on their own.
- Ask them to tell you the story backwards ("OK, let's review your story again, but this time let's rewind the tape and hear it the other way around")



To practice, asking a toddler to describe their day could be most entertaining - they have imaginations beyond the limited, cut-off, atrophied imaginings of adults. Using the above questioning techniques, listen to them, attempting to discern between the truth and their 'add-ons'. PLEASE DO NOT accuse the toddler of lying; their imagination is vital to their development!! Keep your enquiry to yourself, have fun with it!!

So, when is lying really lying? Are we lying when we tell only part of the truth, when we evade or exaggerate? Are we lying when we tell only half-truths and are social lies acceptable?

Delving into the world of deceit, one quickly discovers that there is no 'white & black'; a large 'grey' area exists that we mostly choose to ignore because life works more smoothly when we do. We justify this 'grey' area because we want to prevent hurt feelings and keep the peace. The cup of daily life 'runneth over' with lies, many benign and some malicious.

Most people tell about two lies a day, or at least that's how many they would be willing to admit to. Or even more shocking, how many they are aware of telling!! Lying to ourselves is a minefield best left to the brave souls who regularly introspect and to whom Self Awareness is key to understanding themselves and others.

People are generally poor at detecting lies mostly because they base their judgement on the wrong clues.

For example, people mostly think that lying is pre-empted by such things as hesitating before answering questions, not making eye contact or change in posture, however, none of these are more common to lying or not.

www.vsapoly.co.za

0877-200-782



More reliable clues are actually automatic - they are responses that occur despite the best efforts to hide them.

- Someone who is lying, when questioned, say as little as possible.
- Though they say little, they could further give justification for what they have said, usually without being prompted.
- They tend to repeat questions before answering them.
- They would carefully monitor the observers' reaction to what they are saying to judge if their story is convincing or not.
- They start speaking slowly and speed up as their story continues.
- They tend to speak in sentence fragments. They could indulge in 'grooming behavior' like playing with their hair - (gestures towards oneself correlate mostly with deception while outward gestures correlate with truthfulness).
- Someone speaking the truth will mostly look away when answering a difficult question because they are concentrating. Liars will look away only briefly if at all.

Psychologists have only now begun to identify the more reliable indicators to lying. And for the sake of relationships, the knowledge of what to look for is best left to the professionals - A well trained, accredited and experienced person; someone who has interest only in the Truth.

Having said that, we sincerely hope you enjoyed this eBook and use the tips and hints given purely for entertainment value.

Do mail or call us for all you Lie Detecting needs.

henriette@vsapoly.co.za

087 720 0782

www.vsapoly.co.za

0877-200-782