



# ***DECEPTION DETECTION***

*“Advances are made by answering questions.  
Discovers are made by questioning answers.”*

*Bernard Haisch*

# Lie Detector



[https://www.youtube.com/watch?v=oEZTt\\_Ciivs](https://www.youtube.com/watch?v=oEZTt_Ciivs)



A mechanical lie detector only detects stress in response to a stimulus, the stimulus being the question. Given that a mechanical lie detector tracks only detect stress/excitement; any physiological changes in the body (Heart Rate, Respiration, and Galvanic Skin response), with a little training you can be a far more effective lie detector than any mechanical device.

# *Deception*



- Adults lie as much as 10 times in 24 hours
- 80% of lies will go undetected.
- 90% of job applicants embellish positive traits
- 66%-80% of college students have cheated.

# *Deception*

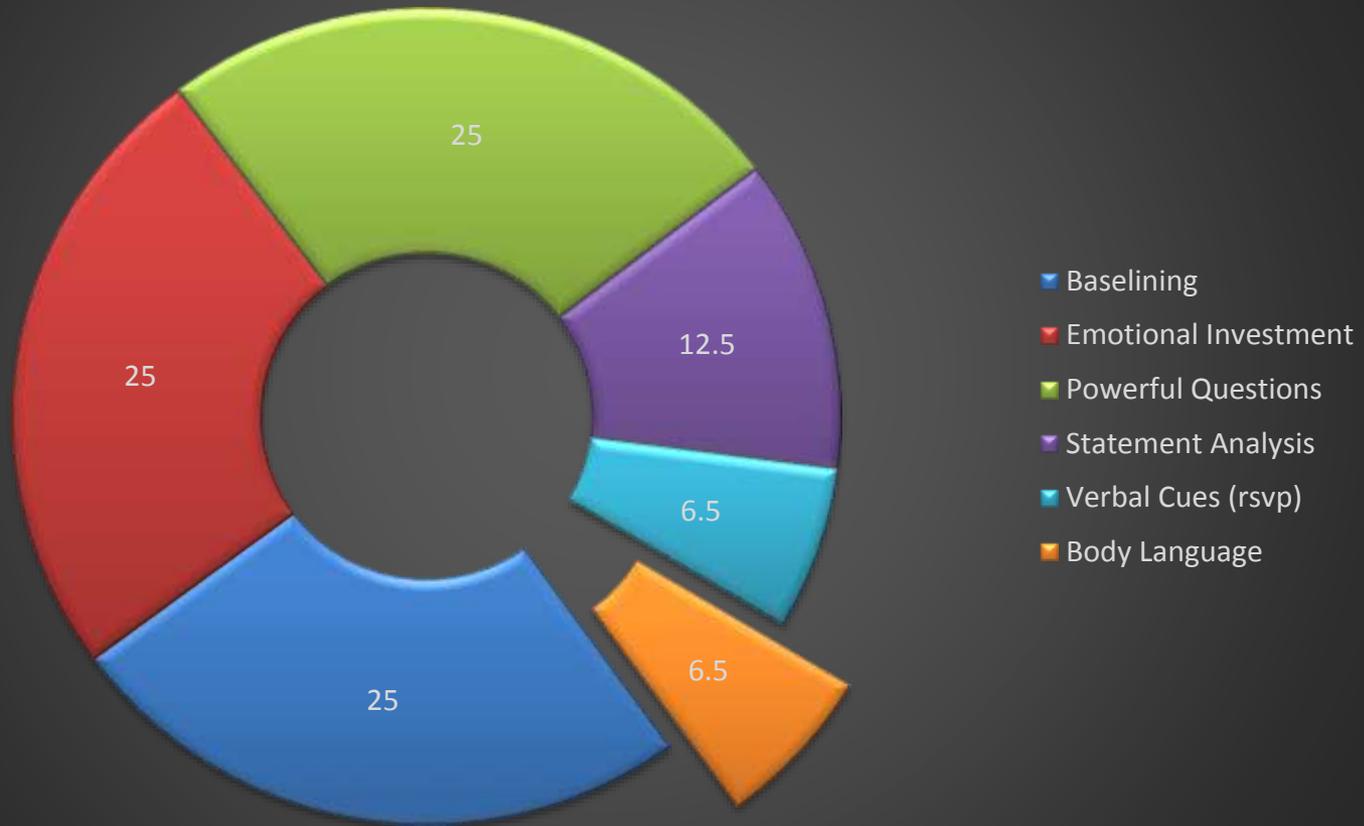


- Cheated on a partner
  - 20% of men
  - 15% of women
  
- Life time infidelity since 1991, over the age of 60
  - for men, doubled
  - For women, tripled

# The Formula



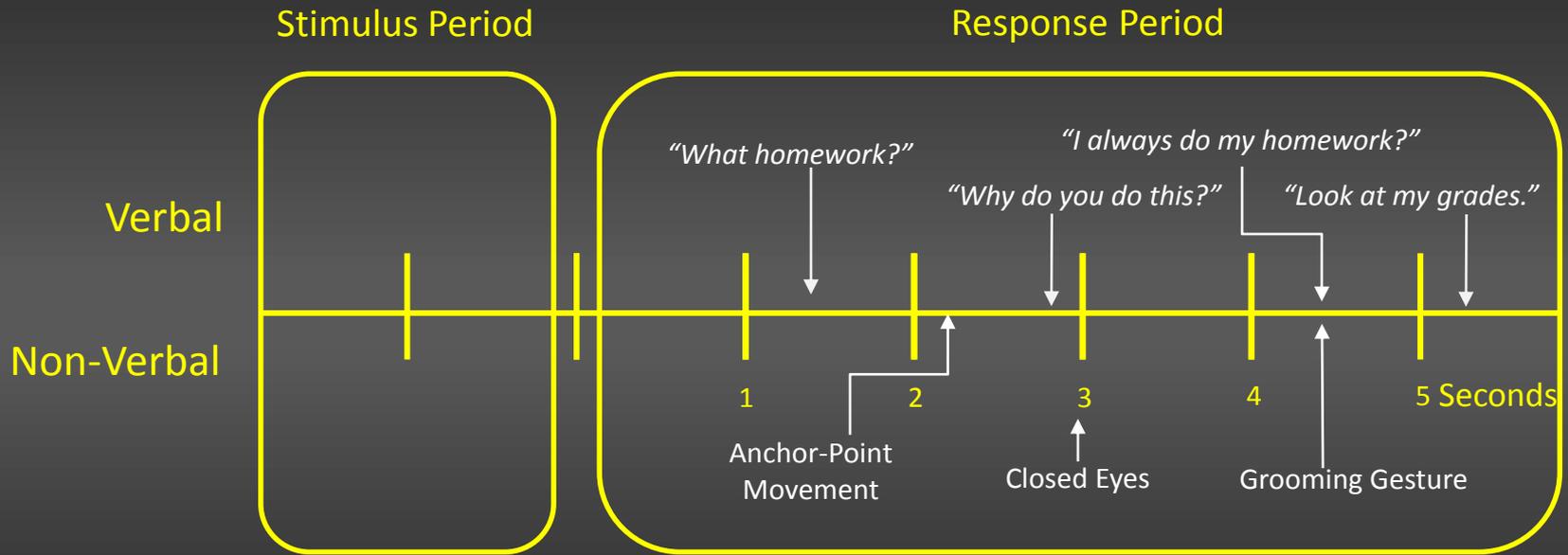
## BS Barometer



# Timing & Clusters



Question: *Did you do your homework?*





- **2 Category of Liars**
  - **Powerful**
  - **Ordinary**
  
- **3 Types of Lies**
  - **Commission**
  - **Omission**
  - **Influence**

# Powerful Liars



<https://www.youtube.com/watch?v=gV6yhEbEw9c>



President Clinton was accused of having an affair with Monica Lewinsky. In this video denying the accusations, he demonstrates numerous deception indicators. He gestures away from him self, uses distancing language, as well as a very weak denial using the word “Never”

Deception is often a combination of body language and verbal cues.

*26 seconds, 5 indicators*

# Lies of Commission



<https://www.youtube.com/watch?v=cIliWztO4Lg>



People in positions of actual or perceived power are comfortable with blatantly lying.

In 2012, Senator Reid claimed that Mitt Romney had not paid taxes in 10 years . His claims were found to be unsubstantiated. When asked in this interview if he purposely lied, Senator Reid responds with multiple deception queues starting with a non-answer statement “I’m really happy to respond to this...” and continues his deceptive behavior by claiming to be a victim in response

*59 seconds, 4 indicators*

# Lies of Omission



<https://www.youtube.com/watch?v=BfJEdZc-jtw>



The 2012 would be Republican candidate for President, Herman Cain was asked if he ever paid a settlement to any of his accusers for sexual harassment claims and his response was that he never did but if the National Restaurant Association paid any hush money, that it was done without his knowledge.

Herman Cain omits the fact that he was CEO of the National Restaurant Association at the time.

*37 seconds, 3 indicators*

# Lies of Influence



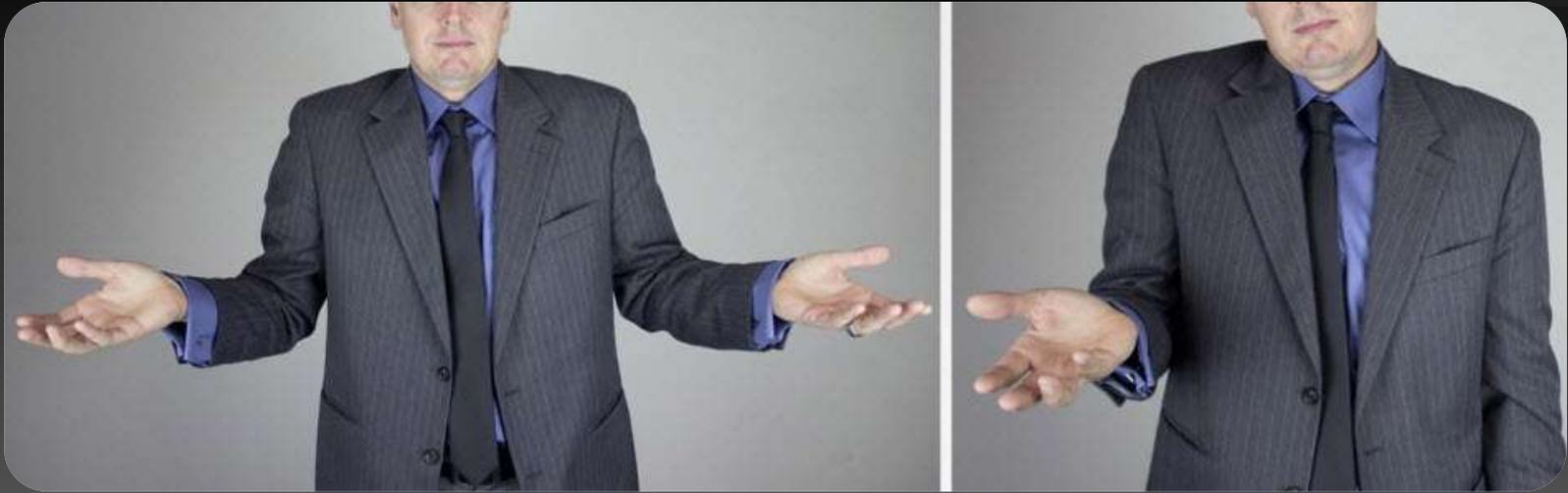
Video provided by BLI



Lance Armstrong Professional Cyclist; previously held 7 Tour de France medals. Betsy Andreu claims she was present when Lance admitted to doctors that he used performance enhancing drugs. Bullied everyone who spoke against him; Armstrong filed lawsuits against people who tried to out him for drug use, bashed them in public, and in so cases ruined their lives.

Question(What do you say to her account? Armstrong offers a Referral and a load of Convincing Statements)

# The Shrug



- Indicates uncertainty
- Something is being held back
- Involves one or both shoulders
- Hand shrug also indicates ambiguity

# The Sound of Deception



<u>Flight</u>	<u>Fight</u>	<u>Freeze</u>
<ul style="list-style-type: none"><li>• Failure to Answer (fa)</li><li>• Distancing Language (dl)</li><li>• Minimizing Language (ml)</li><li>• Referral Statements (rs)</li><li>• Word / Tense Change (chg)</li><li>• Convincing Statement (cs)</li><li>• Failure to understand a simple question (Fu?)</li></ul>	<ul style="list-style-type: none"><li>▪ Refusal / Reluctance (ra)</li><li>▪ Qualifiers (pq)</li><li>▪ Process Complaint (pc)</li><li>▪ Attack Behavior (ab)</li><li>▪ Verbal / Non-verbal disconnect</li><li>▪ Inappropriate (In)<ul style="list-style-type: none"><li>✓ Politeness (InP)</li><li>✓ Question (In?)</li><li>✓ Concern (InC)</li></ul></li><li>▪ Invoking Religion (ir)</li></ul>	<ul style="list-style-type: none"><li>• Non-Answer Statement (na)</li><li>• Selective Memory (sm)</li><li>• Repeating the Question (r?)</li><li>• Inconsistencies (InS)</li><li>• Denial Problem (dp)<ul style="list-style-type: none"><li>✓ Non-Specific (dp-ns)</li><li>✓ Isolated delivery (dp-id)</li></ul></li><li>• Double Talk (dt)</li><li>• Stop-Start (ss)</li></ul>

# Hillary Clinton

(Failure to Answer)



<https://www.youtube.com/watch?v=1HUI0m1Nq60>



In 2015 Presidential candidate Hillary Clinton is asked by a reporter “Were you ever specifically briefed on the security implications of using your own emails server and using your personal address to email with the President?”

Her response “I did not email any classified material to anyone on my email. There is no classified material...” This constitutes a classic failure to answer the question.

# Distancing Language



...

*I wanted to end my life so bad and was in **my car** ready to go down the ramp into the water, and I did go part way, but I stopped.*

*I went again and stopped. I then got out of **the car** and stood by **the car** a nervous wreck.*

...

(Susan Smith Confession)

# Lance Armstrong

(Minimizing Language)



[https://www.youtube.com/watch?v=e\\_-yfFliDao](https://www.youtube.com/watch?v=e_-yfFliDao)



In 2013, on Oprah, Professional cyclist Lance Armstrong talks about his doping scandal and makes use of minimizing and distancing language to down play over ten years of deception that cost him all of his Tour De France victories.

“My cocktail, so to speak, was ONLY EPO, but not a lot...”

# Anthony Weiner

(Referral Statements)



<https://www.youtube.com/watch?v=tOjy-EpjrMo>



When confronted by reporters regarding his sexting scandal, Congressman Anthony Weiner blatantly refuses to answer questions and refers reporters back to statements that his office has put out on the matter

# Word / Tense Changes



*“This past Sunday I got up at 7:00am. **The baby** was crying so my wife and I decided to get up and take care of **the baby**. I changed **the baby’s** diaper while my wife warmed his milk bottle. After the milk was warm I fed **my son**. Shortly after the bottle I gave **my son** a bath. I then put **my son** down for a morning rest and took a shower....”*

# Nancy Pelosi

(Convince vs. Convey)



<https://www.youtube.com/watch?v=meZGdzL9jb0>



When asked by a reporter if she thinks it's fair to send people to jail for not buying health insurance, Nancy Pelosi does her best to convince the audience that "we all have to do our part" and that Obamacare is helping people over all.

When someone is faced with a question they can't or won't answer a common tactic is to say something to convince you they're doing the right thing rather than to convey truthful information

# The Sound of Deception



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# *Anthony Weiner*



Anger



Surprise



Contempt



Unhappiness



Disgust

Anthony Weiner displays five out of the seven universal micro-expressions

# Anthony Weiner

*(Refusal / Reluctance to Answer)*



<https://www.youtube.com/watch?v=tOjy-EpjrMo>



Anthony Weiner's ongoing questioning by reporters outside his office has degenerated into a direct refusal to answer any reporters questions. (see next slide)

# Hot Spots



## Reporter's Question

*"...you say you were hacked, which is potentially a crime. So why haven't you asked the Capital Police or any law enforcement to investigate?"*

## Weiner's Response

*"Look, this was a prank that I've now been talking about for a couple of days. **I'm not going to allow it to decide what I talk about** for the next week or the next two weeks, and so **I'm not going to give you anything more** about that today. **I think I've been pretty responsive to you in the past.***

# Balloon Boy

(Process Complaint)



<https://www.youtube.com/watch?v=Mm8kVXDzTEY>



In 2009 a hoax was perpetrated by the Heene family in which they claimed that their 6 year old boy had floated away in a helium filled balloon. The boy, Falcon, was later found hiding in the family attic. During an interview, Falcon let slip the idea that the entire escapade was done in an effort to get on a reality TV show.

In a follow-up interview, the parents were asked to re-query Falcon at which point Mr. Heene took issue with where, he perceived, the interview was going.

# Christine O'Donnell

(Attack Behavior)



<https://www.youtube.com/watch?v=KMbLeou4xEk>



Former Republican Senate candidate Christine O'Donnell appeared on Piers Morgan to promote her book "Trouble Maker". When Morgan tried to start a discussion on gay marriage, O'Donnell refused to participate and began verbally attacking Morgan by labeling him as "rude". She became so entangled in the dialog, to include contradicting herself, that her only way out was to walk out.

# Marion Jones

*(Verbal / Non-verbal Disconnect)*



Track & Field Athlete Marion Jones Won 3 gold medals in the 2000 Olympics in Sydney but had been accused of using performance enhancing drugs since High School.

In her press conference she talks about feeling more sadness than anger about the investigation, however, she displays nothing by Fear during her speech.

She repeatedly claims that she “has never failed” a drug test as opposed to saying “I have passed every test” which would have been a direct lie.

<https://www.youtube.com/watch?v=orn94KTWmnm>



# Marion Jones



<https://www.youtube.com/watch?v=y1USv6QL-Dc>



When Marion Jones finally admits publicly that she had been doping and lying there is genuine sadness and her emotions are congruent with her statement.

# The Sound of Deception



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Everybody lies...even TV commercials.

In this Centurylink commercial, this couple asks “Does Prism TV have all the TV channels we watch?”

The response starts with what is known as a non-answer statement “That’s a great question”. In an interrogation or interview, this buys the interviewee a few extra seconds to come up with a response.

# Jennifer O'Conner

(Selective Memory & Qualifiers)



<https://www.youtube.com/watch?v=FCXft9eH7aw>



Former IRS Attorney, Jennifer O'Conner testifies before congress about the IRS' targeting Americans over their political beliefs and is "unable" to remember the names of anyone who she supervised.

She makes use of both perception qualifiers "honestly" and exclusion qualifiers "I think"

# Jerry Sandusky

(Repeating the question)



<https://www.youtube.com/watch?v=mkR0DDNmit0>



In a phone interview with Bob Costas, former Penn State coach Jerry Sandusky is asked directly by Costas “Are you sexually attracted to young boys?” Sandusky repeats the question twice before answering.

Repeating the question gives the interviewee precious seconds to formulate a viable answer that they feel will appease the interviewer.

# Christine O'Donnell

(Inconsistent Statement)



<https://www.youtube.com/watch?v=KMbLeou4xEk>



In continuing her interview with Piers Morgan, Christine O'Donnell repeatedly contradicts herself by saying she's on Morgan's show to promote her book but refusing to talk about topics she covers in her book, such as gay marriage.

O'Donnell is also inconsistent when she claims that she's "not talking about polices" then two sentences later states that she's "promoting the polices" that she lays out in her book.

# Drew Peterson

(Denial Problem)



<https://www.youtube.com/watch?v=rFRnjMWKQZo>



In his interview with Larry King, alleged killer Drew Peterson is confronted with the public's perception that "if it walks like a duck and acts like a duck, it might be a duck". Rather than denying having murdered his wife, he states "Right, but they're not getting all the duck's information"

This is a classic failure to deny.

# Mark Sanford

(Double-Talk)



<https://www.youtube.com/watch?v=yifL0Hdgd-w>



Sometimes, after being caught in an act of wrong-doing, the subject may find themselves stick in a “word salad” where what they’re saying makes no sense as was the case with Mark Sanford.

“...and is indeed to protect us from our selves and the biggest self of self is indeed self ...”

# *The Look of Deception*



- **Hands and Face**
- Lips Disappear
- Verbal / Non-verbal disconnect
- Grooming gestures (aka. Pacifiers)
- Anchor Point Movements

# Seinfeld

(Hand to Face)



When there's a SPIKE of anxiety in reaction to a question, it triggers the autonomic nervous system to start working on preparing the body for fight-or-flight. Blood supply starts getting rerouted to the large muscle groups and lungs so that you can move faster in response to a perceived threat.

One of these areas that can do without the blood supply is the face. When blood rushes away for this area, it creates an irritation that often results in hand-to-face activity.

# *The Look of Deception*



- Hands and Face
- Lips Disappear
- Verbal / Non-verbal disconnect
- Grooming gestures (aka. Pacifiers)
- Anchor Point Movements

# *Our Lips Disappear*



When we don't like what we (see or) hear, our lips disappear.

# Lance Armstrong

(Hand to Face & Anchor Movement)



[https://www.youtube.com/watch?v=e\\_-yfFliDao](https://www.youtube.com/watch?v=e_-yfFliDao)



When subjects become uncomfortable with questions, in addition to seeing hand to face activity, there will often be anchor point movements.

An anchor point movement is any part of the body that is in contact with another surface or body area.

If the person is seated, the anchors are the back against the chair, feet on the floor, arms in the lap or across the chest, as an example.

# *The Look of Deception*



- Hands and Face
- Lips Disappear
- Verbal / Non-verbal disconnect
- Grooming gestures (aka. Pacifiers)
- Anchor Point Movements

# Hillary Clinton

(Verbal / Non-verbal disconnect)



Video provided by BLI



During her 2008 campaign for the democratic nomination for president, Hillary Clinton talks positively about her husband's support on the campaign trail but displays incongruent behavior suggesting that she is not really receiving the desired support.

Incongruence between verbal and body language is one of the most common indicators of deception.

# *The Look of Deception*



- Hands and Face
- Lips Disappear
- Verbal / Non-verbal disconnect
- Grooming gestures (aka. Pacifiers)
- Anchor Point Movements

# Anthony Weiner

(Grooming)



<https://www.youtube.com/watch?v=tOjy-EpjrMo>



Grooming or artifact manipulation is another means by which an anxious subject will attempt to dissipate anxiety.

In the case of Anthony Weiner's interview with reporters, he displayed multiple grooming gestures such as fixing his coat and adjusting his tie.

A cluster of grooming gestures in response to a question is counted collectively as a single deception indicator.

# *The Look of Deception*



- Hands and Face
- Lips Disappear
- Verbal / Non-verbal disconnect
- Grooming gestures (aka. Pacifiers)
- **Anchor Point Movements**

# Hillary Clinton

(Anchor Point Movement)



<https://www.youtube.com/watch?v=Slu4WdZKq0A>



In a 2016 interview with Anderson Cooper, Hillary Clinton was asked if it was a bad idea on her part to accept \$675,000 for three speaking engagements with Goldman Sachs.

In giving her response, Clinton steps backward away from Cooper in a display of discomfort with the question. She continues her retreat and eventually blades her body away from the questioner in an effort to create distance.

# *Deception*



- **Makes a decision to execute a particular tact**
  - Flight Response to the question
  - Convince vs Convey
  - Go on the Attack

# Do you hear what I hear?



<https://www.youtube.com/watch?v=hJogNDabvXk>



1. Failure to answer the questions
2. “You” statements
3. The victim of unsubstantiated attacks
4. Two unintended messages “I can only tell you...”
5. What can’t they tell?
6. A lot of convincing statements
7. Q: “Would you vote for someone you don’t trust?”  
A: “Well they...people should...and do...ah, trust me...”

# *More to the story*



The reason I showed you this video is to point out that there's always more the story than what's being presented. Detecting deception, detecting lies is pointless/meaningless if you don't work to uncover the truth.