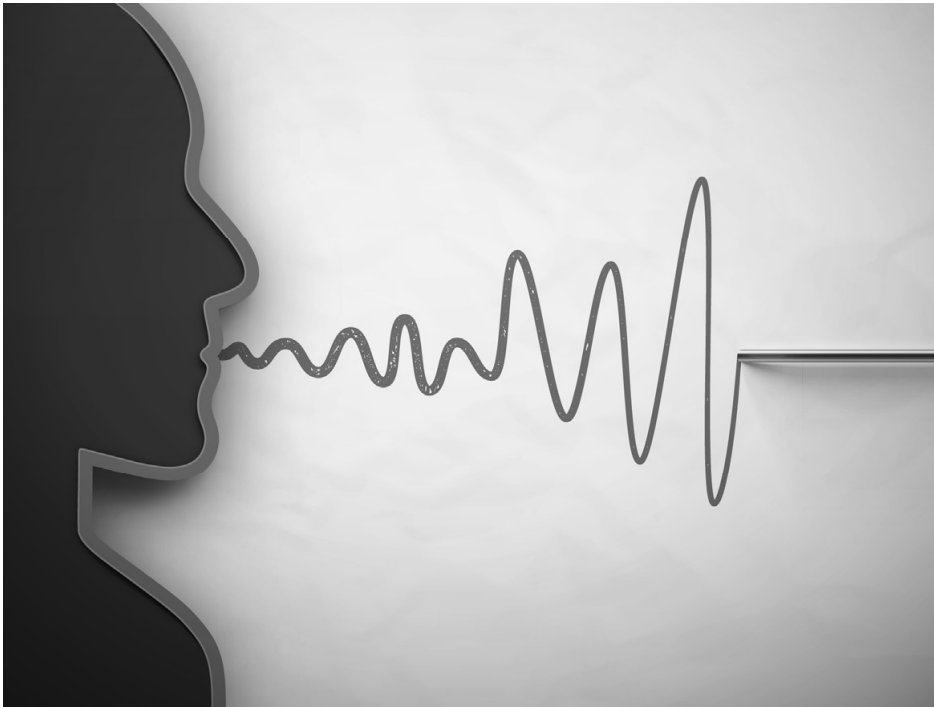


How to spot if someone lies?



- 1 Do you ever wonder if you could pass a lie detection test or imagine what it would be like to read people's body language? Reading body language may be great for adding tension to action movie interrogation scenes, however, the truth is, there isn't much evidence you can detect lies by watching someone's body language.
- 2 When you try to discover whether someone is lying in an interview, your sources are the behaviour the person displays or the information they provide. Nonverbal lie detection (body language) is more popular than verbal lie detection as people think that lie tellers can control their speech but not their behaviour. Spoken signals of dishonesty, however, are far more telling.
- 3 People often assume lie tellers 33. For example, that a lie teller might look away from the interviewer, fidget with their hands, sweat or swallow frequently. There is no scientific evidence for this belief. The problem is truth tellers also get nervous during interviews and may display the same behaviour as lie tellers. Lie tellers are more concerned about their credibility, whereas truth tellers are more likely to think that the truth will shine through. However, if lie tellers and truthful people opt for body language strategies, they will do the same thing: avoid displaying signs of nervousness.

- 4 But the spoken tactics truth tellers and lie tellers use differ. Truth tellers are forthcoming and willing to provide information. They typically do not provide all the information they know at first, because they don't know how much they are expected to offer. Besides, they may also lack the motivation to provide a lot of information. Moreover, truth tellers think their honesty is obvious to observers. Why put so much effort into providing details they think are irrelevant when the truth is clear? Plus, at first, they may be unable to retrieve everything that is stored in their memory.
- 5 Lie tellers try to 36. They are afraid what they say may give leads to investigators that they can check. They fear they won't be able to repeat all they said when interviewed again later, or that an elaborate lie will require too much thinking time.
- 6 So, studies analysing deception research have shown that verbal cues are more revealing than nonverbal cues about deceit. Also, people are better at lie detection when they listen to speech than when they observe behaviour. 37, interview protocols in most professions, such as border control and police, have been developed by deception researchers aimed at exploiting the different verbal strategies truth tellers and lie tellers use in interviews. It may be less glamorous than a lie detector machine, but simply listening to the words someone says can reveal more about the state of their mind than they'd like.

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