

How to Detect DECEPTION

1

KNOW:

There's no single move that indicates lying for everyone. Look for differences in each person's baseline behavior.

2

GET A BASELINE:

How do people behave normally? Look individually at the face, hands, torso, legs and foot movement patterns. Do they gesture lots with their hands? Are they stiff or do they move easily? What's their normal blink rate?

3

USE 4 POINT OBSERVATION

Look for shifts in baseline response:

- As the question is asked
- While thinking about the answer
- During the answer
- After the answer

4

NOTICE

Do you see differences in each body area from their baseline during sensitive questioning, or a way the body is leaking deception? The body can't lie! That's a hot spot.

5

LOOK

When you see 3-5 hot spots in a tight cluster it often indicates deception. These generally occur within one sentence and may be accompanied by a shift in tone or even a change in the pace of speech.

6

MYTH:

Liars will look away and won't make eye contact.

TRUTH:

Usually they look at you more to gauge your reaction.

7

FACT:

Liars often suggest lenient punishments for the crime. This one is a dead giveaway.

So if you suspect lies, go ahead and ask, "What do you think the punishment should be for a person who did this?"

8

MYTH:

Looking up and to the left indicates a lie.

TRUTH:

Everyone has somewhat unique eye patterns. Look for a shift in the pattern, not for one specific movement or location.

9

FACT:

Liars will often back away from the lie by leaning away or rolling their chair back.

They may also cover their mouth, eyes or entire face with their hand(s).



CONTACT TRACI

Need a great speaker for an event you're planning or help with an investigation or sticky situation?

Get in touch!
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