

TOP TIPS FOR DECEPTION DETECTION

How to spot a liar

LEARN THE VERBAL, BODY LANGUAGE AND CONTEXT CUES



VERBAL CUES

Change in their pitch – higher or lower | Throat may tighten, resulting in a constricted sound | Tone of voice may become harder or softer | Excessive pauses in speaking

BODY LANGUAGE CUES

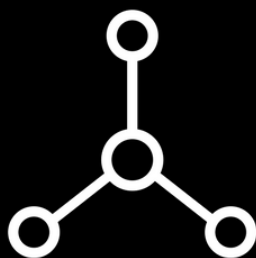
Lips pursed or tongue out? | Do they look like they're "spitting their words out"? | Excessive blinking, or closed eyes. | Eye movements freeze or increase | Eyebrows further down than usual.



CONTENT (OR CONTEXT) TELLS

A straightforward question may elicit a higher than expected emotional response, or a longer more complex response than expected | If they seem like they are thinking more excessively about their answer, there could be deception afoot.

Any obvious avoidance or "hedging" or sidestepping when asked to respond to specific issues. | They will use more formal language or jargon e.g. "I did not go to the meeting" vs "I didn't go to the meeting" | They may stutter or repeat themselves due to stress or anxiety | They will change pronouns – "he" to "she" to "it"



PUTTING IT ALTOGETHER

- Look for contradictions between content, verbal and physical tells.
- Facial cues will be out of sync with language.