

Detection of Deception

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Agenda

- What we're up against
- Conventional wisdom and detection
- Rates of detecting deception
- Facial analysis
- Body language
- Getting admissions



The

Pinocchio

Effect

THE Clue to Deception

- Gaze aversion?
- Fidgeting?
- Looking up and to the right?

A nose

That starts

growing?



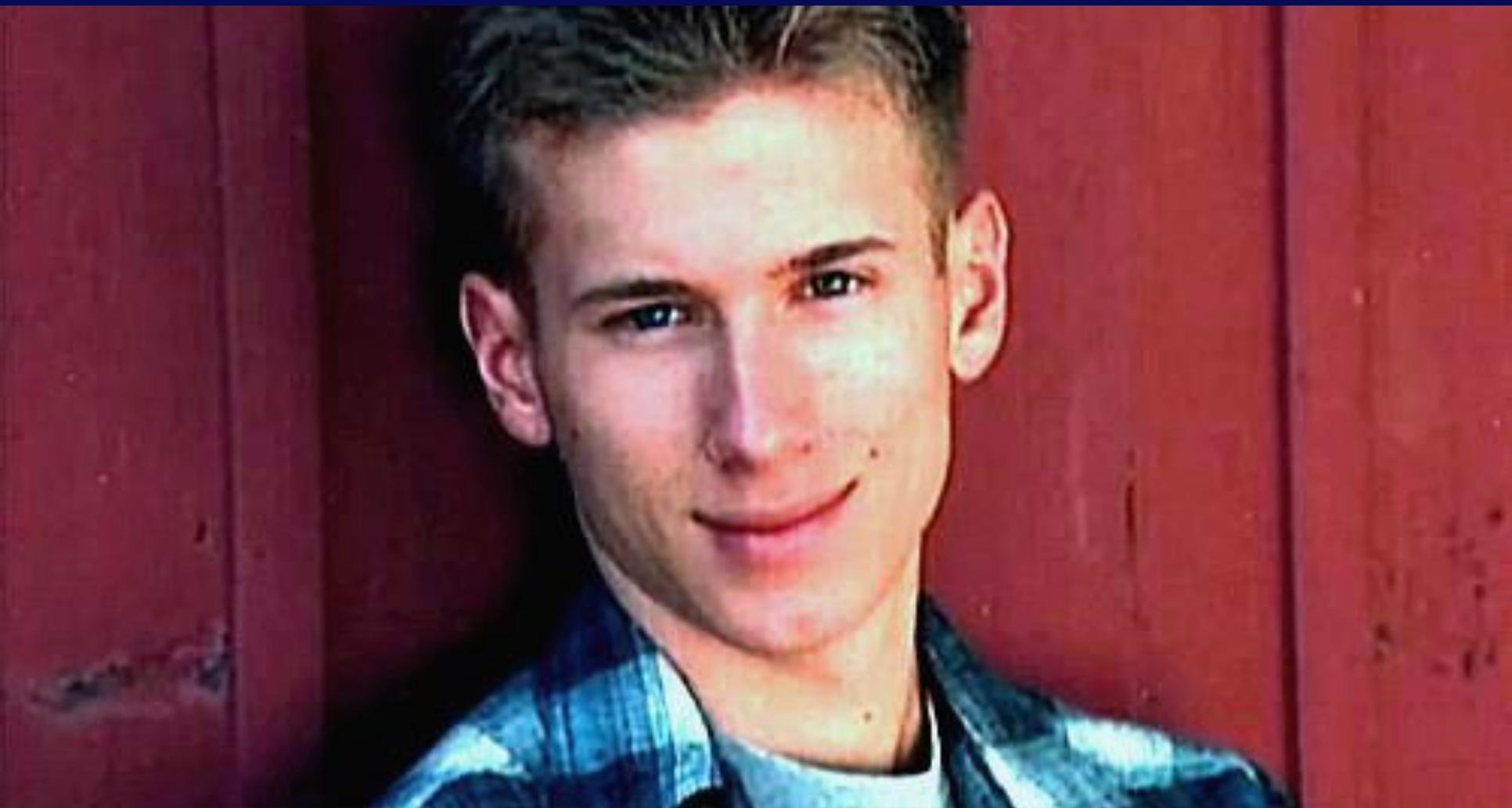
Alton

What's there to see?

To Man Whose Van He Broke Into

- Put himself in owner's position
- If him, sense of invasion would have haunted him
- Would be hard to drive again
- Every time he got in he would have thought of someone rummaging through contents
- Felt violated imagining it
- Disappointed in himself
- "I let the stupid side of me take over."

(Cullen, 2009, p. 259-260)



In His Journal

- “Isnt America supposed to be the land of the free? how come if Im free, I cant deprive a stupid fucking dumbshit from his possessions. If he leaves them in the front seat of his fucking van out in plain sight in the middle of fucking nowhere on a Frifucking Day night. NATURAL SELECTION. fucker should be shot.”

(Jefferson County, Columbine Documents, 2016)

Sex Offenders:

Con Men or Liars?

Nonverbals

Tears in eyes

Deception?

Or power of a persona?

Using Vulnerability

“If I see someone who I feel is vulnerable I’m going to throw something out there. If I catch them, I’m going to run with it. If she’s lonely or whatever, I’m going to try to capitalize on that. I’m going to use it to my advantage.”

What Makes People Vulnerable?

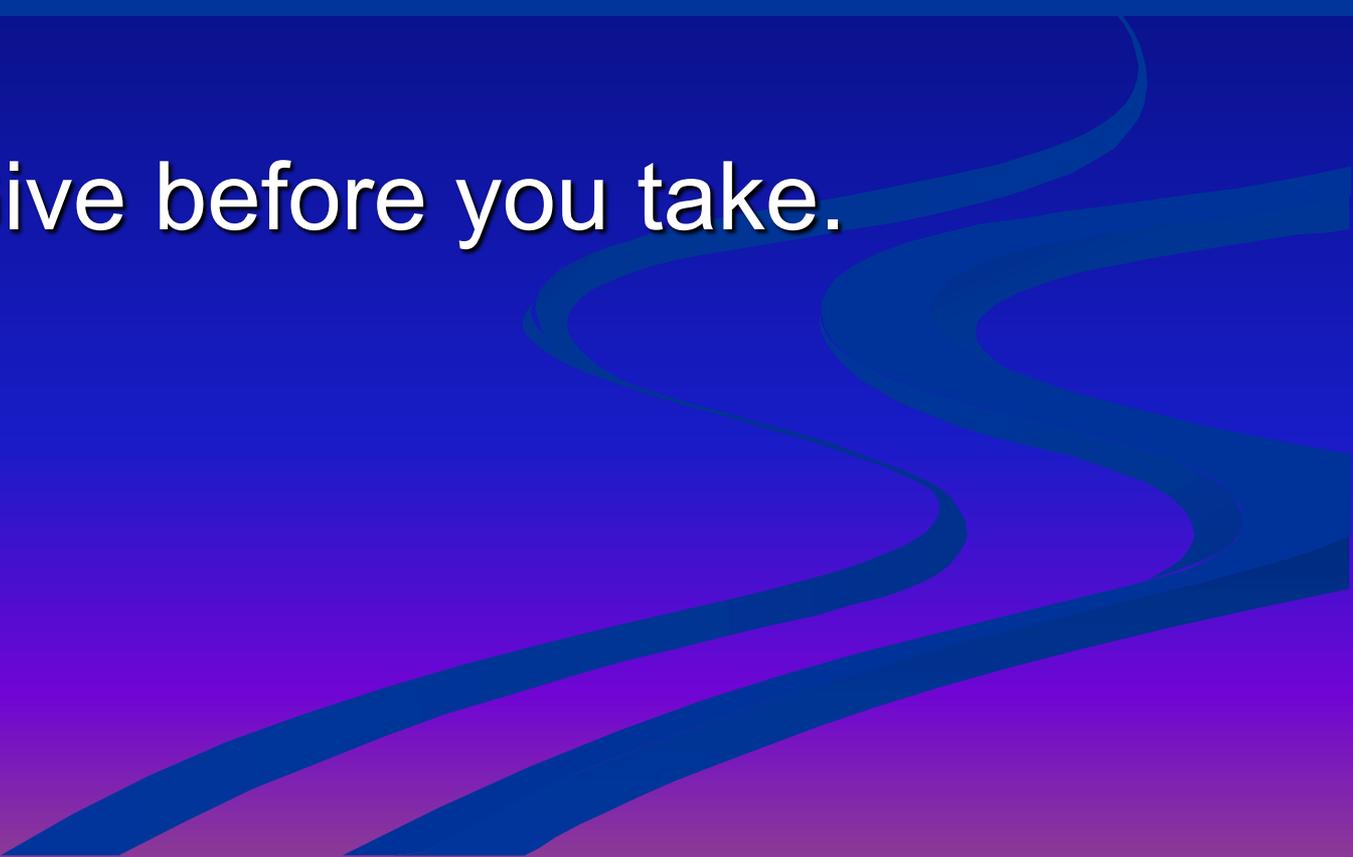
- Capacity for Empathy
- Wanting to Help
- Belief in Reciprocity
- Believing in People

Positive Illusions

“I choose to believe there is good in everyone because of the unintended consequences to my life if I do not. I feel an openness to others that wouldn't be there if I didn't believe that there's good in everybody.”

Reciprocity

Give before you take.

The bottom right corner of the slide features several overlapping, wavy, ribbon-like shapes in shades of blue and purple, creating a decorative, abstract pattern.

Reciprocity

Disabled American Veterans

	Response
■ No gummed labels	18%
■ Gummed address labels	35%

(Cialdini, 2001)

Reciprocity

“None of my victims did I ever care about. I have a way of showing them, of giving them a little care, showing them that I put a lot of trust in them – which I never do – and it’s pretty much a question of their returning it.”

The High

“What helps me so much is I have something about me I can really attract people to me. . . . The person gets to really care and trust me. The problem I always had is where the excitement would come in. I would get them to trust me and I would set them up for the fall. It’s almost like a power that you have. It’s like a rush that you get from it.”

The High

“It’s like a rush. I really don’t know how to explain it. I’ve never been into drugs real strong. From just what I have seen it’s like somebody who’s addicted to heroin or cocaine. An incredible feeling. Strongest at the end when I know I’m going to let them down in some way.”

The High

“The best part I just basically told them you are so fucking stupid. You know I am a sex offender. I have child victims. You are stupid enough. You and your wife both. You are fucking morons. Everything that’s happened to you – you deserve.”

Callousness

“I’ve never been physical. . . Kind of what I felt is when you hurt someone physically, that goes away. When you hurt someone emotionally, that never goes away. That was the thrill.”

Can We Tell Who's Lying?

N = 206 studies

4,435 individuals

Trying to fool 24,483 others

(Bond & DePaulo, 2006)

Can We Tell Who's Lying?

54% correct

Identified Lies as Lies 47%

Recognized Truthful Statements 61%

(Bond & DePaulo, 2006)

Expertise

Jobs with experience in detection

Vs.

Naïve interviewers

No differences

(Bond & DePaulo, 2006)

Enemies of Lie Detection

- Conventional wisdom
- Over reliance on techniques that work with newbies
- Intermittent reinforcement

What Detects Lying?

Gaze Aversion?

Fidgeting?

Conventional Wisdom

- Looking for truth

In all the wrong places

Gaze Aversion

- Sadness
- Nervousness
- Embarrassment
- Guilt
- Disgust

“Indignant at the prospect of being duped, people project onto the deceiver a host of morally fueled emotions – anxiety, shame, and guilt . . . Because deceptive torment resides primarily in the judge’s imagination, many lies are mistaken for truth . . . High stakes rarely make people feel guilty about lying; more often they allow deceit to be easily rationalized.”

(Bond & DePaulo, 2006)

Role of Deception

- Practical
- Part of the Double Life
- Shame Driven
- Part of the High

Metastudy

23 of 24 peer-reviewed studies

Gaze aversion not a sign of deception

(Matsumoto et al., 2011; Bond & DePaulo,
2006)

Gaze Aversion

“Even the guilty liar probably won’t avert his gaze much, since liars know that everyone expects to be able to detect deception in this way. . . . Amazingly, people continue to be misled by liars skillful enough to not avert their gaze.”

(Ekman, 1992, p. 141)

Nonetheless

N = 2500

63 countries

70% believed gaze aversion would
predict lying

(<http://www.magarchive.tcu.edu/articles/2005-01-AC2.asp>.)

Who is More Likely to Gaze Avert

Practiced offender?

Embarrassed victim?

Intermittent Reinforcement

Newbies

Fidgeting

Pacifiers

Self Soothing

Good Liars

- Practiced Liars
- Good actors
- Psychopaths

Accuracy of Deception Judgments

Roughly 50/50

(Bond and DePaulo, 2006)

Possible Accuracy

85% to 90%

Which Signs of Deception Work?

- Signs the liar doesn't know to fake
- Signs the liar can't fake

“There is no sign of deceit itself.”

(Ekman, 2009, p. 80)

What Are You Detecting?

- Deception?
- Emotional leakage?

Channels of Communication

- Face
- Words
- Voice Characteristics
- Body Language

Cross-cultural Emotions

- Sadness
- Happiness
- Anger
- Surprise
- Fear
- Disgust

Facial Expressions

Automatic Expressions





Happy



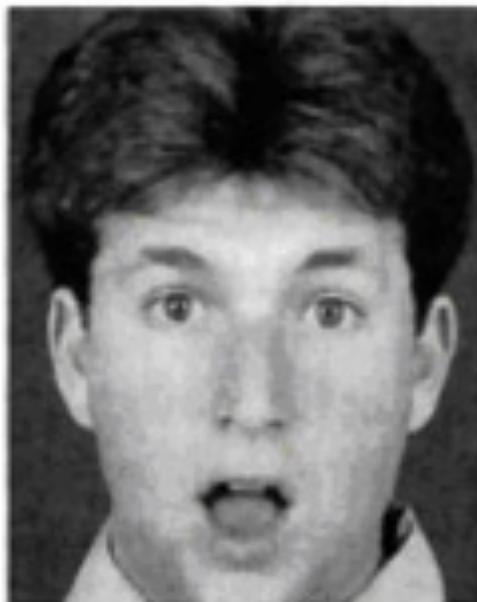
Sad



Fear



Anger

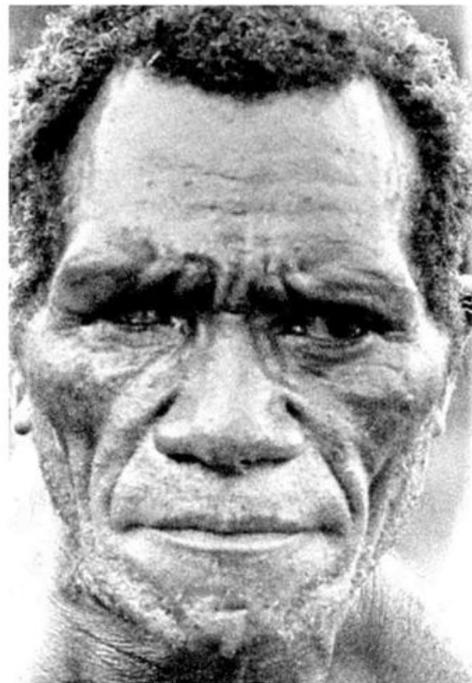
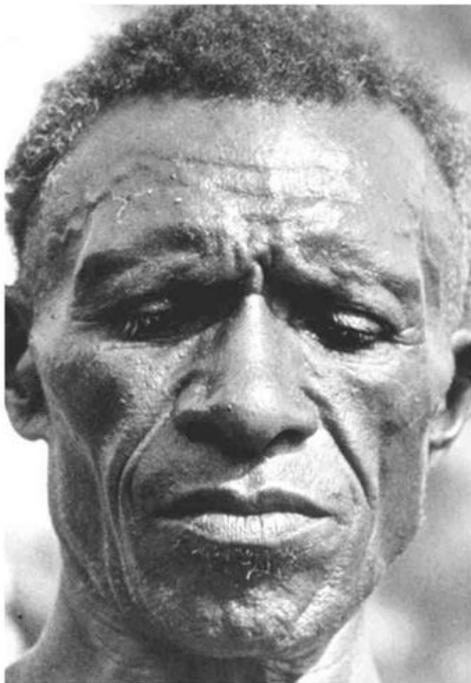
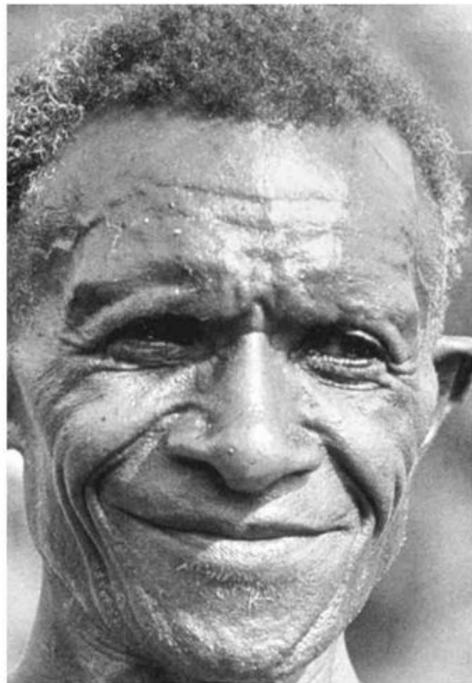


Surprise



Disgust





Automatic Expressions

Sadness

- Inner corner of eyebrow raises, not full brow
 - 15% voluntarily

(Ekman, 1992)