## Contents

**Preface**  xi  Things to Think About  36  
**About the Authors**  xiii  Gheorghe, The Vampire Slayer  37  
**References**  37  

### Part I: The Nature of the Phenomena  1  

**Chapter 1**  
**Perspectives on Lying and Deception**  3  41  
Lying and Deception as Communication  6  
Conceiving of Deceiving  10  
- Perceptions of Awareness  11  
- Perceptions of Altering Information  11  
- Perceptions of Intent  12  
- Perceptions of the Situation  13  
- Perceptions of Effects/Consequences  14  
Summary  15  
Things to Think About  15  
References  16  

**Chapter 2**  
**Perspectives on Truth**  19  41  
Four Ways We Determine What Is True  19  
- The Truth We Feel  20  
- The Truth We Are Told  21  
- The Truth We Figure Out Through Reasoning  23  
- The Truth We Observe  25  
Truth and Certainty  31  
Telling the Truth  32  
Is Everyone’s Truth Equally Valid?  34  
Summary  35  

**Chapter 3**  
**Ethical Perspectives**  41  41  
Why Concern Ourselves with Ethics?  41  
Is It Ever Right to Lie?  45  
- No, It Is Never Right to Lie  45  
- It Is Not Right to Lie Except as a Last Resort  49  
- It Is Right to Lie When It Serves Your Purposes  51  
- Sometimes Lying Is Right, Sometimes It Isn’t  54  
Ethical Guidelines  57  
- Tell the Truth Most of the Time  58  
- Consider Alternatives to Lying  58  
- Lie Selectively  59  
- Consider Discovery  59  
- Consider the Golden Rule  59  
Ethics and Self-Deception  60  
Ethics of Lie Detection  60  
Creating Honest Citizens  62  
Legislating Honesty  62  
Teaching Honesty  63  
Learning by Doing  64  
Hard-Wired Morality  65  
Summary  65  
Things to Think About  66  
References  67
Chapter 7
Performing Lies and Deceit

Difficulties In Identifying Liar Behavior
Determining What the Observed Behavior Really Means
Prevalent Stereotypes about How Liars Behave
Competent Liars Alter Their Behavior
Liar Behavior May Vary as Circumstances Change
The Motivation and Motives for Lying May Affect Liar Behavior
The Type of Lie Told May Affect Liar Behavior
Low-Stakes Lies
Everyday Conversation
Self Presentation
Attracting a Romantic Partner
Flattery and Ingratiation
Sports and Games

Chapter 8
Specialists in Lying and Deception

Psychological Disorders
Antisocial Personality Disorder (Sociopathy and Psychopathy)
Borderline Personality Disorder
Narcissistic Personality Disorder
Histrionic Personality Disorder
Obsessive-Compulsive Personality Disorder
What Do These Personality Disorders Have in Common?
Factitious Disorders
Imoseurs
Relationship Stories
Military Stories
Illness Stories
Crime Stories
Imposters
Ferdinand Waldo “Fred” Demara, Jr.
David Pecard
Frank Abagnale
Gerald Barnes
Frederic Bourdin 218
Spies 219
Female Imposters 220
Identity Thieves 222
Financial Identity Theft 223
Criminal Identity Theft 223
Medical Identity Theft 223
Child Identity Theft 224
Synthetic Identity Theft 224
Cons and Con Artists 224
Running a Con: The Fundamentals 225
Types of Cons 226
Who Gets Scammed and Why? 230
Hoaxes 232
Aliens 232
Media 233
Religion 234
Science and Medicine 234
Hoax Protection 236
Summary 237
Things to Think About 238
References 239

Part III: Lie Detection 247

Chapter 9
Unassisted Lie Detection 249
Ways People Detect Lies 249
Obtaining Information from Others 249
Finding Physical Evidence 250
Receiving a Confession 251
Behavioral Observation and Listening 251
Can We Accurately Detect Lies by
Observing Behavior? 252
Ways of Measuring Accuracy 253
Lie Detection Accuracy: Nonprofessionals 253
Lie Detection Accuracy: Professionals 254
The “Veracity Effect” 254
Lie Bias Effects 255
Lie Detection Accuracy in Close
Relationships 255
Why Aren’t We More Accurate? 256
Biases and Stereotypes 256
Overlooking or Incorrectly Using Behavioral Cues 257
Making Judgments While Participation in Dialogue 257
Characteristics/Behavior of the Liar 257
Characteristics/Behavior of the Detector 258
Passive Observation vs. Active Questioning 258
Professional Lie Detectors 259
Highly Skilled Lie Detectors 259
Wizards 260
Training 260
Police and Military Interrogations 262
Pre-Interrogation Interview 262
Interrogating a Suspect 262
Confessions 267
Summary 271
Things to Think About 271
References 272

Chapter 10
Assisted Lie Detection 279
Our Faith in Machines as Lie Detectors 280
The Polygraph 281
The Evolution of a Machine 282
Who Administers and Takes Polygraph Exams? 282
Can Polygraph Results Be Entered as Evidence in Court? 283
How Does the Polygraph Work? 284
Procedures Followed in Polygraph Exams 284
Interpreting Polygraphs 287
How Accurate Is the Polygraph? 287
Can the Polygraph Be “Beat”? 289
Good for You, but Not Good for Me 290
The Measurement of Stress as an Indicator of Lying 291
Stress in the Voice 291
Stress in the Eyes 292
Stress in the Stomach 292
Myth #2: Cameras See Things as They Really Are
Seeing and Believing in the Digital Age
Manipulating Recorded Visual Images
Setting the Scene
Ways of Recording the Visual Image
Modifying the Recorded Image
Labeling the Recorded Image
Spotting Fake Visual Images
First, Be Alert to the Possibility of Deceptive Visual Images
Second, Examine the Visual Image
Third, Don't Hesitate to Use Qualifiers When Talking about the Authenticity of Visual Images
Summary
Things to Think About
References
Epilogue
Author Index
Subject Index