

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		
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		
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
		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

Part II: Deceptive Behavior 71

Chapter 4

Nonhuman Deception 73

Deception at the Molecular Level 74

Mimicry 74

Camouflage 75

Illusion 75

Plants Can Be Deceptive Too 76

A Typology of Deceptive Strategies in the Nonhuman World 77

Purpose(s) of the Deception 77

Effects of the Deception on the Dupe 78

Means of Deception 78

Offensive Purpose, Evasive Strategy, Morphological Means 79

Offensive Purpose, Perverse Strategy, Morphological Means 79

Defensive Purpose, Evasive Strategy, Morphological Means 81

Defensive Purpose, Perverse Strategy, Morphological Means 81

Offensive Purpose, Evasive Strategy, Behavioral Means 82

Offensive Purpose, Perverse Strategy, Behavioral Means 82

Defensive Purpose, Evasive Strategy, Behavioral Means 82

Defensive Purpose, Perverse Strategy, Behavioral Means 82

The Ability to Deceive: Four Levels 83

Level I 84

Level II 86

Level III 87

Level IV 88

Signing Apes 89

Nonhuman Deception Detection 90

Summary 91

Things to Think About 92

References 92

Chapter 5

Children as Liars and Targets of Lies 97

Childhood Lying: Plotting its Growth 97

Perspective-Taking and “Theory of Mind” 97

Executive Functions 99

Understanding Intentionality 99

Understanding Social Norms 100

Communication Skills 100

Age 2–3 101

Age 3–6 101

Age 6–9 103

Age 10–12 104

Age 13–18 104

Why Children Lie 105

Reasons for Early Childhood Lies 105

Reasons for Lying During Adolescence 107

What About the Parents? 108

Lie Detection 111

Kids as Detectors 111

Adults as Detectors of Kids 112

Children Testifying in Court 114

Children’s Competency to Tell the Truth 115

Suggestibility and Children’s Testimony 117

Obtaining Accurate Child Testimony 119

Summary 120

Things to Think About 121

References 122

Chapter 6

Self-Deception 129

Self, Deception, and Self-Deception 131

Self 131

Deception 132

Self-Deception 133

Content 135

Self-Deception: Why Do We Do It? 138

To Enhance Self-Esteem and Protect One’s Self-Concept 139

To Reduce Cognitive Dissonance 140

To Enhance Deception Skills 141

To Enhance Physical and Mental Health	142	Magic	180
To Enhance Competitive Performance	142	The Workplace	181
Self-Deception: How Do We Do It?	143	High-Stakes Lies	181
Confirmation Bias and Patternicity	143	Cognitive and Emotional Processes	182
Self-Enhancement Bias	144	Generating High-Stakes Lies for Research	182
Self-Consistency Bias	145	The Behavior of Liars	183
The Role of Psychological Threat	146	Lying in Close Relationships	185
Self-Defense Mechanisms	147	Is It Lying? Introducing the Blood Relatives	186
Self-Deception: Advantages and Disadvantages	152	Equivocation	187
Mental Health vs. Mental Illness	152	Contextomy	188
Physical Well-Being vs. Physical Affliction	153	Paltering	189
Fooling Others vs. Fooling One's Self	153	Spin	190
Performance Gain vs. Performance Loss	153	Bullshit	191
Courageous Decisions vs. Reckless Decisions	154	Doublespeak	192
Summary	154	Summary	194
Things to Think About	155	Things to Think About	195
References	156	References	196
Chapter 7		Chapter 8	
Performing Lies and Deceit	163	Specialists in Lying and Deception	203
Difficulties In Identifying Liar Behavior	163	Psychological Disorders	205
Determining What the Observed Behavior Really Means	164	Antisocial Personality Disorder (Sociopathy and Psychopathy)	206
Prevalent Stereotypes about How Liars Behave	164	Borderline Personality Disorder	207
Competent Liars Alter Their Behavior	166	Narcissistic Personality Disorder	207
Liar Behavior May Vary as Circumstances Change	166	Histrionic Personality Disorder	208
The Motivation and Motives for Lying May Affect Liar Behavior	169	Obsessive-Compulsive Personality Disorder	209
The Type of Lie Told May Affect Liar Behavior	171	What Do These Personality Disorders Have in Common?	209
Low-Stakes Lies	173	Factitious Disorders	209
Everyday Conversation	174	Imposeurs	211
Self Presentation	176	Relationship Stories	211
Attracting a Romantic Partner	176	Military Stories	212
Flattery and Ingratiation	178	Illness Stories	214
Sports and Games	179	Crime Stories	215
		Imposters	216
		Ferdinand Waldo "Fred" Demara, Jr.	216
		David Pecard	217
		Frank Abagnale	217
		Gerald Barnes	218

Frederic Bourdin	218	Why Aren't We More Accurate?	256
Spies	219	Biases and Stereotypes	256
Female Imposters	220	Overlooking or Incorrectly Using Behavioral Cues	257
Identity Thieves	222	Making Judgments While Participation in Dialogue	257
Financial Identity Theft	223	Characteristics/Behavior of the Liar	257
Criminal Identity Theft	223	Characteristics/Behavior of the Detector	258
Medical Identity Theft	223	Passive Observation vs. Active Questioning	258
Child Identity Theft	224	Professional Lie Detectors	259
Synthetic Identity Theft	224	Highly Skilled Lie Detectors	259
Cons and Con Artists	224	Wizards	260
Running a Con: The Fundamentals	225	Training	260
Types of Cons	226	Police and Military Interrogations	262
Who Gets Scammed and Why?	230	Pre-Interrogation Interview	262
Hoaxes	232	Interrogating a Suspect	262
Aliens	232	Confessions	267
Media	233	Summary	271
Religion	234	Things to Think About	271
Science and Medicine	234	References	272
Hoax Protection	236	Chapter 10	
Summary	237	Assisted Lie Detection	279
Things to Think About	238	Our Faith in Machines as Lie Detectors	280
References	239	The Polygraph	281
Part III: Lie Detection	247	The Evolution of a Machine	282
Chapter 9		Who Administers and Takes Polygraph Exams?	282
Unassisted Lie Detection	249	Can Polygraph Results Be Entered as Evidence in Court?	283
Ways People Detect Lies	249	How Does the Polygraph Work?	284
Obtaining Information from Others	249	Procedures Followed in Polygraph Exams	284
Finding Physical Evidence	250	Interpreting Polygraphs	287
Receiving a Confession	251	How Accurate Is the Polygraph?	287
Behavioral Observation and Listening	251	Can the Polygraph Be "Beat"?	289
Can We Accurately Detect Lies by Observing Behavior?	252	Good for You, but Not Good for Me	290
Ways of Measuring Accuracy	253	The Measurement of Stress as an Indicator of Lying	291
Lie Detection Accuracy: Nonprofessionals	253	Stress in the Voice	291
Lie Detection Accuracy: Professionals	254	Stress in the Eyes	292
The "Veracity Effect"	254	Stress in the Stomach	292
Lie Bias Effects	255		
Lie Detection Accuracy in Close Relationships	255		

Stress in the Mouth	293	The Blood Relatives' DNA	328
Scanning the Brain for Lies	293	Presidential Lies	331
Do Truth Serums Make People Tell the Truth?	295	Justified Lies	331
Integrity Tests: Paper Lie Detectors?	296	Minor Lies	331
Assisted Analyses of Verbal Clues to Deception	298	Lies to Prevent Embarrassment and Preserve Political Viability	332
Computer-Assisted Analyses of Facial Clues to Deception	300	Lies to Cover Up or Omit Important Facts	332
Automated Computer Programs and Avatars	300	Lies of Policy Deception	333
Summary	301	Maintaining Public Vigilance	334
Things to Think About	302	Summary	335
References	303	Things to Think About	336
		References	337
		Chapter 12	
		Deceptive Writing in the Public Arena	341
Part IV: Lying and Deception for the Masses	311	Gathering and Reporting the News	341
		Deceptive News	342
Chapter 11		Deceptive News Gathering	344
Speaking to the Public:		Attributions of Deception	346
Lies and Political Leadership	313	Is Objectivity the Antidote?	352
Special Characteristics of Public Lies	314	Writing History	354
Adapting to Multiple Audiences	314	Deception and the Writing of History	355
Information Control	314	Factors Leading to Distortion and Deception	355
Message Distribution and Responsibility	317	Writing Memoirs	360
Detection Responsibility	320	Deceptive Memoirs	361
To What Extent Does the Public Want Honesty from Their Political Leaders?	321	Factors Leading to Distortion and Deception	362
Diminishing Trust and the Demand for Truth	321	Writing Résumés	363
The Consequences of Distrust	322	Deceptive Résumés	363
Tell Us the Truth, but Tell Us What We Want to Hear Too	323	Factors Leading to Distorted and Deceptive Résumés	364
Does the Public Favor Dishonesty?	324	Summary	365
Lying and Deception: The Leader's Perspective	325	Things to Think About	367
Deception Plays a Role in the Political Process	325	References	367
Leaders Are Likely to Be Skilled Deceivers	326	Chapter 13	
The Political Downside of Deception	326	Visual Deception in the Public Sphere	375
The Blood Relatives of Deception Pay Another Visit	327	The Credibility of Visual Images	377
		Myth #1: We See Things as They Really Are	377

Myth #2: Cameras See Things as They Really Are	378	Second, Examine the Visual Image	396
Seeing and Believing in the Digital Age	379	Third, Don't Hesitate to Use Qualifiers When Talking about the Authenticity of Visual Images	397
Manipulating Recorded Visual Images	381	Summary	397
Setting the Scene	382	Things to Think About	398
Ways of Recording the Visual Image	384	References	398
Modifying the Recorded Image	387	Epilogue	403
Labeling the Recorded Image	392	Author Index	405
Spotting Fake Visual Images	395	Subject Index	415
First, Be Alert to the Possibility of Deceptive Visual Images	396		