The REVOLUTIONARY PROGRAM
to SUPERCHARGE YOUR INNER LIE
DETECTOR and GET TO THE TRUTH

You can trust me, so act fast. 100% money back guarantee.

I wasn’t feeling well. This hurts me more than it hurts you.

I was never said that it’s to God, “it’s not this.” I’ll be I was only trying to help, but in the end, I would never cheat on you
as just kids, not even one friend. I never got your message. That looks so good on you. I thought I already
sent that email out. Why can’t you see that I would never
deceive you? I believe you, I just felt well. This
hurts me more than it hurts you. I never said that. I swear to God, it’s not a lie. I’ll be home on time tonight. Thank you
so much, I just love it! It’s not the money, it’s the principled.
I didn’t want to hurt your feelings. You don’t smoke, just a
friend. The check is in the mail. You haven’t charged
bit. It was a meal. I mean, really. I’ll never tell you a
lie. We don’t have to tell you all. I agree with
will be fine. Your baby looks so beautiful. One size fits
all. I’ll start my diet on Monday. Dinner was so delicious.
need 5 minutes of your time. No, officer, I had no idea
how fast I was going. The doctor will call you right back.

LIE DETECTION EXPERT FOR THE FBI, CIA, AND ATF

JANINE DRIVER
WITH MARISKA VAN AALST

NEW YORK TIMES BESTSELLING AUTHOR

WORKBOOK
CONTENTS

Welcome letter from Body Language Institute President Janine Driver

Introduction

PART 1: Powering Up Your BS Barometer

Module 1. The Truth About Lying
Module 2. How the BS Barometer Process Works
Module 3. When to Use the BS Barometer

PART 2: Mastering the BS Barometer Process

Module 4. Step 1: Gathering Intel
Module 5. Step 2: The Wiretap
Module 6. Step 3: The Stakeout
Module 7. Step 4: The Full Body Surveillance
Module 8. Step 5: The Interrogation
Introduction

Purpose:
To introduce you to the 5-step program that will strengthen your BS Barometer so it can once again perform at the height of its abilities. Our BS Barometer is a collection of your brain’s oldest instincts, long used to spot the virtues and ethics within others—and within ourselves.

Measureable Learning Objectives:
• Identify the benefits to strengthening your BS Barometer
• Give examples of what’s at stake when people lie and betray our trust
• List 3 people, groups, or associations that were hurt in some way from a notorious liar
I. What Are the Benefits to Strengthening My BS Barometer?
A. Build my self-confidence
B. Increase happiness and peace of mind
C. Keep me at arm’s length from potential manipulators
D. Bring more open, authentic people into my life
E. Become a natural at detecting deception and confidently recognize the truth

II. What’s at Stake?
A. Countless valuable resources—time, energy, money, affection—
B. Trust, admiration, and respect

EXERCISE 1:
On a flip chart or dry erase board write down the following names of people who are full of BS then have students each write down three “very smart” people or groups or associations that each of these BS artists hurt because of their deception?

MATERIALS: Paper, pen
TIME: 10-20 minutes

<table>
<thead>
<tr>
<th>Tiger Woods</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Bernie Madoff</td>
<td></td>
</tr>
<tr>
<td>Anthony Weiner</td>
<td></td>
</tr>
<tr>
<td>Justin Bieber’s Baby Momma</td>
<td></td>
</tr>
<tr>
<td>Casey Anthony</td>
<td></td>
</tr>
</tbody>
</table>

Notes:
III. Search for the Truth

During our program, we won’t just study liars—we’re going for the truth!—so we’ll look for honest people, too, and spot the differences between liars and honest people. You Can’t Lie to Me will change the way you look at job applicants, co-workers, dates, salespeople, money managers, siblings, friends, lovers—anyone from whom you deserve the truth.

IV. Getting with the Program

In the pages of this workbook, you’re about to practice a ton of exercises, much of which you’ll later want to access and review in high-stress situations.

A. Now, you might be one of those people who can absorb massive amounts of information with no problems—lucky for you!

B. However, if you’re not one of those people, this program was created to help you live it to learn it.

V. Five-Step Process of Detecting Deception

A. Step 1: Gathering Intel. —Get a fast snapshot of a person’s normal behavior, sometimes in less than two minutes.

B. Step 2: The Wiretap. —Apply statement analysis to quickly spot words and phrases that suggest there’s something more to the story.

C. Step 3: The Stakeout. —Study their nonverbal facial faux pas, and you’ll notice any suspicious variations from this baseline of behavior.

D. Step 4: The Full Body Surveillance. —Decode the entire body’s micromovements, which will set up your BS Barometer for success with all the information you’ll need throughout your upcoming interrogation.

E. Step 5: The Interrogation. —Synthesize all the data you’ve collected, zeroing in with a few carefully crafted questions that get you right to the truth.

Notes:
V. Train Your Brain

Each of the exercises within this workbook are here to help prepare your brain and increase your retention of the information as you go. The more you can absorb now, the faster you can put this information to work in your day-to-day life, and the sooner you enjoy more trusting, secure, loving connections.

VI. Review

- Identify the benefits to strengthening your BS Barometer
- Give examples of what’s at stake when people lie and betray our trust
- List 3 people, groups, or associations that were hurt in some way from a notorious liar
PART 1: Powering Up Your BS Barometer

Module 1. The Truth About Lying
Module 2. How the BS Barometer Process Works
Module 3. When to Use the BS Barometer
Module 1: The Truth About Lying

All power corrupts, and absolute power corrupts absolutely.
—Lord Acton

Purpose:
To understand how power decreases the signs of stress when lying, look at some of the biggest truths and misconceptions about lying, and take a quiz to see how strong your own BS Barometer is right now.

Measureable Learning Objectives:
• Explain why power corrupts and what happens with cortisol (the stress hormone) when people in power lie
• Give 3 examples of different types of people with power that lie
• Describe what motivates some people to lie
• Explain why we used to be better at spotting deception then we are now
• List the “Top 10 Myths About Lying” and the truth behind those myths
I. **Fight the Powers That Be**

Every person lies. Even you. Probably more than you realize.

A. Sometimes we lie to protect other people’s feelings. *(Delicious fruit cake, Aunt Suzie!)*

But sometimes we lie solely to benefit ourselves. And, because you’re an honest human being, you probably feel guilty about this kind of lying—which is what makes you so bad at it.

B. Chronic liars don’t have that problem. Nor do sociopaths. Nor, it turns out, does your boss. Now, you may like your boss (or even be the boss), and this might have you shaking your head and saying, “Nope, not true.”

1. You’ve heard the expression “Power corrupts,” right? Well, you might be surprised to learn how easy it is for people in powerful positions to lie straight to our faces. Not just those folks who sit in the corner office: anyone who holds power over you—whether his grip is on your paycheck, your mortgage rate, or your heart—can lie to you as easily as tell you the truth.

2. Here’s how it works: when people in power lie, they focus on rewards more than on costs—they spend much more energy thinking about what they stand to gain than what they stand to lose. This laser focus on rewards protects them from anxiety and makes it easier for them to lie through their teeth. (And Bernie Madoff sure had a lot of “reward” going on, didn’t he?)

3. People in power enjoy the exact opposite neurobiological effects that people who lie do.

   a. Lying raises the toxic stress hormone cortisol; power lowers it.
   b. Lying increases negative emotions; power increases positive emotions.
   c. Lying hampers your ability to think; power enhances your cognitive function.

4. All the physical and mental benefits that come with power can make unscrupulous people in power almost immune to guilt, allowing them to lie all the time without ever getting caught.

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Notes:
C. Researchers are finding more and more evidence that power appears to give its owners a physical and cognitive high that completely blunts and disguises any negative effects of lying.

1. Lie, get away with it, get what you want, and don’t feel a thing—hmm, I could see how that might get slightly addictive.

2. This power imbalance might affect honesty even in situations that are meant to be positive and protective:
   a. A teacher with a student
   b. A doctor with a patient
   c. A parent with a child

3. Now, let’s put this lying superpower into an even more morally questionable context:
   a. A terrorist who believes his glory waits on “the other side”
   b. A politician who knows a few well-placed words will win voters’ trust (and elections)
   c. An accomplished pick-up artist who only wants one thing—and knows exactly what to say to get it
   d. A “harmless” old neighbor—who also happens to be a pedophile

II. Why Would I Lie to You?

We’ve seen that liars with power are addicted to potential rewards. They’re only thinking of what they have to gain. Now, on the flip side—for those without the power—what motivates them to lie? Simple. What they have to lose.

A. Lying, cheating, stealing, and manipulating are definitely not the sole purview of the powerful. Desperate times call for desperate measures, and, for many, these are quite desperate times. When your job or your relationship is on the line, lying can sometimes feel like a necessary act of survival.

B. Researchers believe that deception started this way, as a result of natural selection. You might call it “survival of the fibbers.”
1. About 12 million years ago, primates started deceiving each other in order to survive during times of dwindling resources. (There can be only one top banana!)
2. Twelve million years is a long time for fibbers to learn their trade.
3. But for just as long, we’ve been trying to spot them. Why haven’t we learned how to by now? How do we still get duped by another’s deceit?

C. To be honest, we used to be much better at spotting the ‘bad guys/gals” than we are now.

1. Our brains have incredibly sensitive danger detection systems, way better than anything modern science has yet to cook up.
2. We have very powerful instincts, but because of our concern with being polite or not wanting to be “paranoid,” we’ve taught ourselves to disregard them.
3. Then there are the times when we think we know what signs to look for, but we don’t have the right tools to detect deception—which can make us even worse lie detectors than pie-eyed Pollyannas.

D. Old Body Language practitioners may be partially to blame for these false accusations.

As New York Time’s Best Selling author Janine Driver discussed in her first book, You Say More Than You Think, the Old Body Language is a set of stock definitions of specific body movements that certain experts believe telegraph people’s internal thoughts.

1. The Old Body Language practitioners seem to think spotting a wrist flick here and an eye blink there can turn you into a mind reader.
2. Nothing could be further from the truth.

III. The Top Ten Myths About Lying

There are several common myths standing between us and the truth.

A. The Myth: Liars have shifty eyes. Let’s say you notice your boyfriend is answering a rather pointed question with “shifty eyes.” His eyes dart side to side and up and down every time you ask if his ex, Stephanie, was at the bar last night. Instantly you think, “Busted!”
1. **The Reality: Not so fast.**

2. You wouldn’t believe how many people think “shifty eyes” or a lack of eye contact definitively means someone is a liar. But it’s simply not true.

   a. A recent FBI survey revealed that twenty-three out of twenty-four peer-reviewed studies found that eye behavior is not a positive indicator of deception.

   b. No scientific evidence proves “shifty eyes” are a sign of deception.

3. The biggest thing we must look for in a person’s eye movement is a deviation from normal behavior.

   a. Is your boyfriend nervous by nature, a person who struggles to focus on a conversation?

   b. Is he a rapid and frequent blinker, or does he wear contacts?

   c. Do his eyes generally have a “shifty” quality? All of these could play in to his ability to control his roaming eyes.

**B. The Myth: Liars never make eye contact.** (Alternate: Liars make constant eye contact.)

A few of you may believe that liars make excellent eye contact during a fib, in an overt effort to lend credibility to their story. Most of you think that a liar will make little to no eye contact during the deed, a subconscious reaction to his own guilt that happens beyond his control and serves as a dead giveaway.

1. **The Reality: You’re both correct!**

2. And, of course, you’re both wrong.

3. Again, what’s important is that we watch patiently for a change in a person’s normal behavior. The minute your aggressive, believes-in-consistent-eye-contact girlfriend starts staring at the floor or avoiding your loving gaze, you know you have a problem and you need to act fast.

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**Notes:**
C. The Myth: Liars giggle like schoolgirls. Many of us believe that a poorly stifled giggle is a neon sign pointing to a big fat lie. However, we all know people who laugh when nervous, anxious, or scared.

1. In 2009, CNN producers Tracey Jordan and Ilana Rosenbluth invited Janine Driver to be a deception detection expert contributor to their shows In Session and Headline News (HLN).
   a. In one heartbreaking trial highlighted on In Session, “Celia” had been molested and raped at gunpoint by her father starting when she was fourteen years old.
   b. Fast-forward many years, and she and her brother had both been accused of killing their parents.
   c. On the stand, Celia was questioned about her ordeal. While talking about her father and the horrific torture she endured, she giggled and laughed almost the whole way through.

2. Was Celia lying about the abuse? Did she delight in having murdered her parents?

3. The Reality: No way.
   a. She just had never told the story out loud before.
   b. In Celia’s case, finally giving a voice to this trauma in a crowded courtroom was not only embarrassing, it caused the old pain to rise to the surface.
c. Moments after giggling, she glanced down and burst into tears. Big, huge face-flooding tears. Massive sadness simply erupted from this poor girl.

D. The Myth: Liars scratch their noses.

1. You may not realize this, but your nose contains erectile tissue.
   a. What this means is that just like our “naughty bits,” the tissue in your nose can become sensitive when stimulated, and it may tingle or itch during times of stress.
   b. Such as when you’re lying through your teeth.

2. The Reality: Rather than a foolproof sign of deception, this nose itch reaction can reflect a basic human response to acute stress, the “fight-or-flight” reaction.
   a. When you are in a situation in which you are threatened (anything from a dark alley mugging to being caught with your hand in the cookie jar), your blood rushes to your extremities, giving your legs energy to run and your arms energy to fight.
   b. When you do neither, the blood will rush back to your head, engorging those nasal tissues and making your nose itch like crazy.

E. The Myth: Liars tend to squirm and jiggle.

1. Ever notice people who are constantly in motion? They’re rubbing their necks, picking at their cuticles, bouncing their legs, wringing their hands. Drives you nuts—and it can make you think something’s up.

2. The Reality: Most likely, nothing’s up.
   a. These “pacifier” actions do just that: they pacify and soothe unconscious nervous energy.
   b. Self-touch gestures such as these often have perfectly logical explanations.
      i. Lots of men will play with their cuticles or rub their fingers through their hair just before a big date—it’s called “preening,” and it has its roots in evolutionary biology, to prepare males to woo potential mates.
      ii. Janine’s former communications director, Jake, used to bounce his leg about a hundred times a minute. Mr. Fidgety, that one. Drove her bananas!
   c. These individuals are simply exhibiting behaviors that fit with their baselines.
d. But when people are being deceptive, these pacifiers can become “manipulators,” designed to visually distract from the lie as well as to decrease liars’ stress and to buy themselves some time.

i. They increase in frequency and severity, often becoming extremely noticeable.

ii. Many liars believe their self-touch gestures convey believability and a humble nature, the nonverbal equivalent of “Shucks, ma’am, I have no idea what you’re talking about!”

iii. But don’t be fooled—when pacifier use jumps up during tense conversations, it’s a sign of increased stress.

F. The Myth: Liars overwhelm you with details. (Alternate: Liars give too few details.) Some experts say you should be wary of too many minute recollections—that it means the person has overprepared for questioning in an attempt to appear as believable as possible. Others say that too few details indicate a lie because the teller simply hasn’t thought his or her story through.

1. The Reality: Again, the truth is somewhere in the middle.

2. We need to spot deviations.

3. Maybe your friend is telling you a long-winded story, with lots of minute details (what color her nail polish is or what she ate for dinner).
   a. But when she comes to the part about running into your boyfriend at a club, the details stop.
   b. Maybe your boyfriend Bobby is usually just as long winded, but when asked about last Saturday night, he gets abnormally tight lipped.
   c. These deviations from normal behavior could be indicative of deceit.

4. A truthful story should contain approximately the same level of detail beginning to end, and a normally descriptive person should not suddenly hesitate to share.
   a. Additionally, watch out when people try to overwhelm you with unimportant facts, even if they’re very interesting.
   b. So, if your Bobby wants to discuss the burger he ordered for dinner (Oooh, it had
ketchup and mustard!? You don’t say!) rather than the three hours he spent at the club, you know something’s up.

G. The Myth: Liars pause often when telling lies. Sometimes people seize upon any slight pause with a dramatic accusation: “Aha! What’s wrong—cat got your tongue?” If you are attuned to someone and trying to figure out if she’s lying, any stumble is likely to feel like a lie.

1. The Reality: In any natural conversation, you’ll experience pauses.
2. When they make sense and reflect a moment taken for additional thought, it is unlikely deception is involved.
3. When pauses (or a lack thereof) come at strange moments in a conversation, it should send up red flags!
   a. Let’s say I ask you about what you wore to work last Wednesday. If you answer immediately, “My red dress and black stilettos,” I may rightfully wonder how you could answer so quickly.
   b. I, for one, have to look in the mirror to remember what I wore today, so the likelihood that I can remember last week’s attire is zero.
   c. So for me, a reply that quick would be an instant red flag.
      i. On the other hand, maybe last Wednesday was your birthday, and you were meeting your friends for dinner and drinks straight from work, so had come to the office dressed to the nines.
      ii. Not only are you not lying to me, you had a very valid reason for recalling that “unimportant” outfit so easily.

H. The Myth: Liars are not very definitive. “I swear to God!” We’ve all said it. And some of us really mean it. Really!

1. The Reality: And then there are those who say it before absolutely everything they say.
   a. “I swear to God, if it gets any hotter, I’m moving back to Boston.”
   b. “I swear to God, if she doesn’t call back in five minutes, I’m breaking it off.”
   c. “I swear to God, if the Yankees don’t win the series, I’m going to kill myself.”

Notes:
2. This is where gathering baseline information becomes crucial.
   a. If this particular saying isn’t part of the person’s normal vernacular, pay attention when it comes out of her mouth during times of stress.
   b. Liars use this type of definitive phrase to try and convince us of their innocence, while a truth teller simply tries to convey his message.
   c. Unlike the liar, the truth teller doesn’t have to work that hard at being honest.

I. The Myth: Liars repeat the question.

1. Clearing of the throat. Turning the body. Repeating the question within the answer. All are examples of stalling techniques.

2. Stalling techniques are quite common in everyday conversation, but they are also signal highly indicative of deception.

3. The Reality: Many believe that, when being questioned, if someone repeats the question before giving their answer, it is a clear-cut case of deception.

   a. Example: YOU: “Bobby, did you see Angela at the club Saturday night?” BOBBY: “Did I see Angela at the club? I don’t think so.”

   b. You should pay very close attention to what Bobby says after this repetition, but also bear in mind that there could be a simple explanation for his apparent hearing problem.

      i. Perhaps you and Bobby are from different parts of the country and have different speech tones, rates, and patterns.

      ii. If you are from Boston, like Janine Driver, you probably speak quickly and without the benefit of certain consonants (who needs those R’s anyway?).

      iii. If Bobby is from Louisiana, poor Bobby might be having trouble keeping up with your thick northeast accent.

      iv. Any of these extenuating circumstances might make someone repeat your question before answering.

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      iv. Any of these extenuating circumstances might make someone repeat your question before answering.
v. They may be honest souls who only want to answer truthfully. Or, they may be big fat liars stalling for time.

J. The Myth: Liars skip words.

1. In Module 5, when we cover something called statement analysis in great detail, you will learn that studies have shown that liars occasionally drop the pronouns in their speech.
   a. This happens because the liar realizes he is being untruthful, and knowing the difference between wrong and right, he tries to verbally distance himself from the action he is accused of.
   b. Example: YOU: “How was your guys’ night, Bobby?”
      BOBBY: “Eh. Just went to dinner. Burger was good. Then to the club. Then back home.”

2. The Reality: This absence of details—and even pronouns—is nothing alarming, if Bobby is typically pretty tight lipped.
   a. However, if Bobby usually shares enthusiastic stories of his escapades, with no detail left undivulged, then you may have an issue here as he departs from his norm.
   b. But many intelligent, communicative people, for one reason or another, do not include many pronouns in their speech.
      i. In the world of texting and instant messaging, pronouns have been rendered all but useless, for example.
      ii. And the prior examples illustrate that pronouns are simply not required components for truthful sentence construction.

IV. The Lyin’ Tamer Litmus Test

Many people believe they can spot liars—but their BS Barometers are not quite as strong as they think they are.

A. In the Lyin’ Tamer Litmus Test (Attachment 1), we test your knowledge of nonverbal observation skills, statement analysis, and basic questioning techniques as well as general lie detection facts.
B. After you complete the quiz, the instructor will read out loud the answer key to see how advanced your lie detection skills are already. No matter where you stand at the start, you won’t believe what a skilled BS Barometer operator you’ll be when you finish this program.

V. The Secrets Will Be Yours

Regardless of how you scored on the Lyin’ Tamer Litmus Test, your ability to detect deception will only grow stronger after you learn all the secrets this book—but it’s crucial that you follow all the steps in order to succeed.

A. Once you are properly trained, you won’t have to rely on anyone else to protect you from the two-legged scorpions in your life—you’ll spot them a mile away.

B. Let’s turn to the next module and take a look at how the BS Barometer Plan works, step by step.

C. Detecting a lie isn’t brain surgery—but it does take keen observation, top-notch listening skills, and a firm focus on the people you encounter. You’ll get amazing results, we promise.

VI. Review

• People in power find it easy to lie, mainly out of greed. And people without power find it difficult to lie but sometimes will do it out of desperation. When our BS Barometer starts to go off, we have to stay vigilant and ask ourselves, “What’s in it for them?” And then, before we confront them, ask, “What’s at stake for me?”

• When people in power lie, they focus on rewards more than on costs—they spend much more energy thinking about what they stand to gain than what they stand to lose. This laser focus on rewards protects them from anxiety and makes it easier for them to lie through their teeth.

• People in power enjoy the exact opposite neurobiological effects that people who lie do. Lying raises the toxic stress hormone cortisol; power lowers it. Lying increases negative emotions; power increases positive emotions. Lying hampers your ability to think; power enhances your cognitive function.

• No lie detection is foolproof. You cannot see one or two body language signals or hear just a snippet of conversation and know whether someone is lying. And if you do believe you can, you’re even worse at detecting deception than those who don’t.
Module 2: How the BS Barometer Process Works

Acting is like lying. The art of lying well. I’m paid to tell elaborate lies.
—Mel Gibson

Purpose:
Identify the process of lying, what’s necessary to consider when analyzing a person’s language and behavior, and outline Janine Driver’s 5-Step BS Barometer Process.

Measureable Learning Objectives:
• Identify what kind of people are liars
• Explain why some lies are beneficial
• Decode what is lying always about
• Draw the spectrum of lying anti-social to pro-social lie chart
• List the steps it takes to tell a lie
• Map out the most effective steps to detecting deception, as discovered by Psychologist Dr. David Motsumoto
• Identify the 5 steps of Janine Driver’s BS Barometer Process
• Explain why it’s important to determine what’s at stake for the liar and the lie catcher
I. You are a liar. Everyone lies. Everyone.
   A. Almost every form of life on Earth has a means of camouflaging itself, most often for self-preservation.
      1. The chameleon.
      2. The worm.
      3. The house cat.
      4. The grasshopper.
      5. Even plants lie, for goodness sake.
   B. We cannot escape lying, nor would we ever want to, really.
      1. Society would cease to function.
      2. Marriages would fall apart. Fights would break out in grocery store checkout lines.
      3. Santa Claus would fall from the sky.
      4. You get the picture. There are good reasons to lie to people.

II. A Liar Is Born
   A. Lying is always about helping us get what we want.
      1. Sometimes what we want is selfish; sometimes it’s kind.
      2. In fact, every lie can be placed along a continuum, from antisocial to prosocial.
         **ANTI-SOCIAL — SELFISH — SELF-ENHANCEMENT — PROSOCIAL**
      3. But as varied as our motivations may be, every point on this continuum contains a basic unavoidable fact of human nature: we want what we want, when we want it.
   B. Lying is a totally normal part of human development.
      1. Learning to lie comes hand in hand with the moment when babies realize they are individuals. (“Other people might not believe the same things I believe? Huh! Maybe they want things I don’t want!”)
2. Lying is such a natural part of our innate character that when kids are found to not be able to lie, it’s typically because they suffer from a challenging disorder like autism.

C. We don’t grow out of the desire to “get what we want, when we want it” as we get older.

1. Yet despite how useful lying is in this regard, brain imaging has proven that the baseline default for humans is to tell the truth.

2. When we kick this default to the curb, we demand that our brains suppress our natural truth response—which is not comfortable for most people, especially the novice fibber.

3. The more we tell the truth, the harder and harder it is for us to lie.

4. Thankfully, most of us are raised with lots of practice in telling the truth.
   a. We’re also raised in ways that breed a conscience.
   b. We learn to feel guilty when we lie, especially when we’re trending toward the “selfish” (let alone the “antisocial”) end of the lying spectrum.
   c. That guilt, combined with our brain’s honesty default setting, can make us “leak” our feelings in all kinds of obvious ways: our posture, level of eye contact, uneven vocal tone, even our word choices.

5. Bottom line: for most of us, lying is hard work! Consider everything that’s going on when you work up a lie:
   a. You have to have a clear memory and make a good plan in order to keep your story straight.
   b. You have to have a sense of what seems believable and what would instantly peg you as a liar.
   c. You have to watch the person as you’re telling the story, to see if they believe you, without letting on that you’re afraid they won’t.
   d. You have to absorb their reactions and continually readjust your arguments based on any new incoming information from them.
6. The combination of the factors noted above increases what’s known as your “cognitive load,” the full range of demands on your brain at any one given time. (When you consider all this hard mental work, it’s no wonder that certain parts of chronic liars’ brains are actually bigger than honest folks’!)

III. A Liar Is Made

When you look closely at it, becoming a good liar is a learned skill—one that, when mastered, has a nearly unlimited potential to be positively reinforced.

A. The more often you attempt to lie and are successful at it, the more easily your brain and your body can adapt to the stress that comes with doing it, and the more convincing you are to the outside world. You continue to get what you want, when you want it. And, your lying becomes more automatic.

B. Chronic liars.
   1. They have gotten so good at it that you never see them sweat.
   2. They seem so committed to their own lies it’s almost as if they’ve convinced themselves it’s the truth.
   3. When it comes to deception, practice really does make perfect.

IV. A Liar Is Caught

The Old Body Language is all about reading a person’s stress signals as deception. But anyone looking for a sign of stress in a true master manipulator’s world would’ve waved him or her right through because they often don’t show any outward signs of stress.

A. Recent studies are proving again and again how inaccurate—and borderline dangerous—these kinds of presumptions are.
   1. Not everyone feels stress about lying, first of all.
   2. And even if they do, what does stress look like for them? It’s a very individual thing.
   3. That’s why we have to do more—much more—than study nonverbal signals to bust liars and master manipulators. Our deception detection techniques have to become as sophisticated as the liars themselves.
B. A recent meta-study on detecting deception with accuracy, conducted by Psychologist David Matsumoto, found that the most effective approach to lie detecting is a combination of tools. These tools are meant to capture “leakage” (unintentional communication) across multiple channels:

1. Facial expressions
2. Gestures and body language
3. Voice
4. Verbal style
5. Verbal statements

C. Further, the researchers found that it’s not simply this combination of signals but their deviation from the baseline, and how they are combined with each other, that make them an accurate reflection of deception.

1. When these factors are considered in combination with each other—as when you deploy your BS Barometer—the accuracy rate jumps from just about a 50/50 chance (53 percent was the average in a meta-analysis of 206 other studies) to an as-close-to-perfect-as-we’ll-ever-get 90 percent.

2. The reason this combination of techniques is so effective is that it takes into account the first clues you have to a person’s natural behavior as the starting point, but then it compares that person’s behavior and thought process under stress. This approach can highlight inconsistencies, the behavioral and verbal “hot spots” that signal, “Hey, something important is going on here.”

3. But we know that not all liars show those hot spots—these people are just that good.
   a. People simply don’t all react the same way to the same situations.
   b. That’s when the BS Barometer really zeroes in for the kill.
      i. These interrogation techniques, culled from the secret playbooks of law enforcement agents and officers around the world, up the ante to increase the liars cognitive load.

Notes:
ii. That extra stress and burden of keeping all the varying strands of information straight is what finally does them in.

iii. These techniques blast away all the crutches that were helping the liar keep his wits about him—his every defense is blown.

4. When you combine each of the steps Janine Driver and You Can’t Lie to Me spells out, the BS Barometer process seamlessly integrates the best investigative tools together into a process that’s simple for you to use and impossible for the liar to escape.

   a. You simply follow the five steps, turn up the heat, and before he knows what’s happening—*bam!*
   
   b. Busted.

V. The No-Stress BS Barometer Process

In our fast-paced world, when thousands of pieces of information are flying at us at the same time, we all need ways to reduce our stress. Researchers have pointed to the ever-increasing amount of choice in our everyday lives as a core reason for anxiety. That’s why Janine Driver worked so hard to streamline the BS Barometer process. This process takes you from “Huh?” to “Aha!” in just five moves, so you’ll never second-guess yourself or make unintentional missteps along the way. Let’s take a quick look at each stage of the process, and how they work together:

A. **Step 1:** Gathering Intel

You must act fast and establish a baseline for a person’s behavior, tone and pitch of voice, and word choices.

   1. This involves observing and noting certain nonverbal and verbal signals that are part of his general demeanor as well as his social norms.
   
   2. Perhaps, in the spring and fall, when the pollen is lining the trees and windows (and your pillows), your babysitter gets watery eyes and her nose is itchy—or maybe she’s just always been fidgety?

   a. Maybe your new boss has had that stutter since toddlerhood and he’s always called his car “the auto,” his grandmother “Nana,” and his mother’s purse a “pocketbook”? 

Notes:
b. Sure, the people in your life may have weird habits (creepy ones even), but those may or may not indicate deception—they may simply be in their blood, part of their essential makeup.

3. During our training, you’ll learn tips on how to keep the norming process very low stress, so you get the most accurate reading possible.
   a. You’ll be studying them from head to toe, while running down a 9-point checklist.
   b. You’ll size up their norms in mere minutes—but they won’t have a clue.

B. **Step 2: The Wiretap**

Once we have the baseline sorted out, we’ll drill down to expose the meaning behind the words.

1. While body language has been the focus of lie detection for decades, recent research has proven that a detailed analysis of a person’s speech may be much more accurate than an observation of nonverbal behavior.

2. No matter how well-formulated and executed a lie is, there will always be verbal indicators of deception lurking in and around the words a liar chooses.

3. You’ll learn what these are by asking key questions such as these:
   a. Do the person’s expressions (and gestures) match the words coming out of his mouth?
   b. Is the person talkative and animated (your new BFF)—or flat-out refusing to talk?
   c. What specific verbal flags is she raising that should make you sit up and pay attention to what comes next?

C. **Step 3: The Stakeout**

Now that you’ve listened closely to the words, it’s time to focus on facial faux pas and microexpressions.

1. Can you spot the lightning-fast changes in facial expression?

2. And do you know what flashes of forehead tension tell you?

3. Pay close attention or you might miss them!
D. **Step 4:** The Full Body Surveillance

When we focus on the nonverbal deviations from your subject’s normal range of behaviors, you’ll discover many of the secrets of the law enforcement profilers, the most effective tricks and techniques they’ve used to determine suspects’ body language “hot spots”.

1. What do shoulder shrugging and leg rubbing tell you?
2. You’ll read some common explanations—but I also teach you how and when those explanations don’t work or can be misinterpreted.
3. With practice, you’ll avoid the Old Body Language mind-reading mistakes and learn what really counts.

E. **Step 5:** The Interrogation

Now is the time to roll up your sleeves and finish them off. Law enforcement officers, polygraphers, your mom—all are well versed in interrogation techniques that bring home the desired results.

1. What is the proper sequence of an effective “breaking” technique?
2. What’s the nervous system got to do with it?
3. You will learn dozens of questions and tricks that ratchet up the liar’s “cognitive load”—the mental demands that give the liar nowhere to run or hide.

F. **Post Mortem:** The Self-Exam

You’ve completed the interrogation—you have your answer. In this step, you’ll do a brief self-exam, to check in and reflect on what transpired. Maybe you finally mastered a technique, and you’re jazzed by how effective it was. Maybe you got someone—a person you’d suspected for months, or years—to fess up.

1. But then … what if you weren’t?
   a. What if you find that you suspected someone for months, but there was a perfectly innocent explanation for her behavior?
   b. What if you believed one thing that kept you in knots for weeks, only to find out you’d totally misinterpreted someone’s innocent slip of the tongue?
   c. What if it is not the first time this has happened to you—or the second, or even the twentieth?

Notes:
2. No better time than right now to give some good thought to why—why are you so suspicious? Janine and I will give you some very hard questions to ask yourself that can help you get to the bottom of your … I don’t want to call it paranoia. Let’s say, hypervigilance.

3. Maybe you’ve just been lied to; maybe you suspected an innocent person.

4. In either case, you have resolution.

5. You got the information you needed from your BS Barometer.

6. Once you’re done, you might be tempted to go on with your life and forget it ever happened.
   a. But Janine and I want you to double down and master this situation—really soak it into your DNA.
   b. And you’ll make the right decisions more accurately next time.

7. But perhaps the most telling outcome of a self-exam is the moment when we realize we’re being lied to a lot. If you find that you frequently encounter deception, I’ll help you answer these important questions:
   a. What mistakes are you making that are attracting deception?
   b. Why are cheating partners, lying bosses, and “frienemies” even on your radar? Why are you permitting them to be a part of your story?
   c. If people are drawn to those most like themselves, what does their poisonous behavior say about you?

This final step of the BS Barometer plan completes the package—once you learn it, you’ll have all the tools you need to heal yourself and cure the dishonesty, both from others and from within yourself.

VI. Before You Begin: What Is at Stake?

Before we go any further, it’s important that you understand the most critical part of detecting deception: both parties—both the liar and you—must have something at stake.
A. The question isn’t just, “What are they trying to get from me?” The more important one to ask is, “Why do I want to know? How will knowing the truth help me?” Put plainly: “What is at stake for me, right here, right now?”

B. When people take a short class on body language, they often think that if they learn to spot a nonverbal hotspot or two, they’ve got it made.
   1. They get cocky.
   2. And then they get stupid.
   3. Their ability to detect deception plummets.
   4. For the BS Barometer to work for you, you have to take it seriously.

C. Here’s a look at the breakdown of each factor’s importance in getting to the truth:

![BS Barometer Formula Diagram]

Notes:
1. Are you surprised? Many people are.
   a. Most are shocked to see how very little import body language can have in the whole.
   b. And many are surprised to see that questions play such a large part.
   c. But what nearly everyone is stunned to discover is that a full quarter of the whole enchilada is just one piece: the emotional investment. —What do we both have to lose?

2. Multiple studies have shown that liars get away with a lie more easily when they don’t have as much to lose. Why? A simple lack of anxiety: they look calmer, so we believe them.

3. And the inverse is true for us—we’re more likely to spot a lie when the outcome means more to us.
   a. Who cares if the waiter really likes the lunch special he’s recommending today?
   b. But you can bet your bottom that you care whether your nanny has a history of hitting kids.
   c. That’s why Janine Driver and I want you to always begin the process first with asking yourself, “Why do I care if they are lying?”
      i. What is at stake?
      ii. Imagine the very worst-case scenario for getting this encounter wrong:
          - “If I hire this guy, is he going to snap one day and go on a murderous rampage?”
          - “If my daughter is lying about there not being alcohol at the party, could she get into a car drunk and end up in an accident tonight?”
      iii. Sound extreme? Good. These questions get you right in the gut, and they make you take the process seriously—which is the only way it will work.

Notes:
iv. Emotional investment is essential for accurate deception detection; it’s the biggest predictor of your success.
- You must have as much skin in the game as the liar does to have a prayer of catching him or her out.
- If you are continually mindful of what’s at stake, you’ll be fully invested (and, therefore, much more accurate) at the right time—instead of when it’s too late.

VII. Review

- We are all born liars. And that’s a good thing. The trick is to develop your ability to determine when the lie is good or bad for the world.
- We are all born lovers, too. Keep your innate sense of Baby Justice alive—your own empathy will make you a better judge of character.
- Always ask yourself, “What’s at stake?” Why you want to know is just as important as what you want to know.
Module 3: When to Use the BS Barometer

There are a lot of people who lie and get away with it, and that’s just a fact.
—Donald Rumsfeld

**Purpose:**
Determine what “Hot Spots” determined that it’s time for a truth check, why it’s important to “practice like you play,” and begin warm up your BS Barometer.

**Measureable Learning Objectives:**
- Decode when it’s time for a truth check
- Define “gaslighting” and explain what it has to do with detecting deception
- Explain what grooming is and how it’s done
- Discuss why it’s important to “practice like you play”
I. Is It Time for a Truth Check?

If we’re unlucky enough to fall into a liar’s trap, how will we know when it’s time to check our BS Barometer? While there are, of course, no surefire signals that someone is lying to you, we can point to a few indicators that might prompt you to dig a bit deeper. Some of these signals are logical—but some may shock you.

A. You Hear Answers That Seem a Bit “Off”

When you receive an “off” answer, it will be a dead giveaway that you need to break out the BS Barometer.

1. You’ll be prepared to act fast.

2. You’ll know it’s time when:

   a. Your teen tells you that she’s sleeping over Becky’s house and you don’t know why, but you feel she’s not being straight.

   b. Your boss shrugs, looks over your head, and changes the subject when you ask him about rumored layoffs.

   c. Your hubby who normally avoids business meals like the plague has had several mysterious “working dinners” with the same client, and when you ask about them, he gets testy.

   d. Your new employee brushes off your questions about the petty cash reconciliation, saying, “I’ll get to it—have the receipts around here somewhere.”

B. You Feel Off-Balance After Talking with the Person

Practiced liars are uniquely able to distort reality and make us feel like the floor is shifting underneath us, that something odd is afoot, but we just can’t put our finger on it.

1. This particular type of manipulation is called “gaslighting.”

2. Gaslighting is a kind of psychological abuse used to keep you feeling off-kilter and at a manipulator’s mercy.

3. A gaslighter spouts false information as if it is fact with such conviction that it makes the victim start to question her own recollections of the same incidents or even her own sanity.
4. Gaslighting victims sometimes get to the end of a conversation and experience a sensation of “Hey, wait a second—what just happened?”

C. Your Gut Tells You There’s Something to Fear

In his brilliant book, *The Gift of Fear*, Gavin de Becker talks about zeroing in on our instinct of fear, learning to recognize it, and allowing it to come to the forefront of our conscious awareness.

1. When you’re walking by an alley and you have a bad gut feeling, it may not be because you’re a Nervous Nelly—it may be because your subconscious picked up on something odd.

2. Maybe you sensed a car left running with no one in it—or a person in a car that’s not running.

3. Whatever causes that prickle on the back of your neck, trust it—your brain has likely registered something potentially dangerous that maybe your conscious mind just can’t “see” yet.

4. Researchers talk about this phenomenon as “thin slices”—our brain’s ability to notice details much more quickly than our conscious awareness is capable of doing, sometimes in as little as one-twenty-fifth of a second, literally the blink of an eye.

   a. In one study, students watched thirty seconds of a silent video clip of a new professor and were able to accurately predict how positive the teachers’ global evaluations would be at the end of the semester. What’s more fascinating is that when the researchers cut these video clips down to ten seconds, then five seconds, then two seconds—the results were just as accurate.

   b. Another study found that when people’s brains were scanned as they looked at pictures of ‘chief executive officers’ faces, the faces that caused a greater response in the left amygdala (a site of fear in the brain) were later judged by the subjects to be better leaders.

      i. Perhaps we’re hard-wired to believe that leaders have to be scary?

      ii. And how about this? Those CEOs’ companies were later proven to be the most profitable

Notes:
D. You Really, Really Like Someone

You might be surprised by this one! Have you ever felt an instant magical connection with someone—the guy you couldn’t wait to hang out with, the new colleague you wanted to take out to lunch the first day? Something about them is like catnip to you—you can’t get enough, they’re just irresistible.

1. But when you have the “This person just gets me” feeling right away, be warned.
2. The most effective liars are charismatic and downright charming—but, at their root, they are manipulators.

3. **Grooming** is the deliberate and planned actions that sexual predators use on children with the aim of establishing a connection by either lowering the child’s inhibitions or increasing her fear.
   a. Once the predator has tricked the child through using one of the Pedophile’s Four F’s—fantasy, fear, friendship, and force—the predator will touch the child under the guise of being slightly overly friendly to test the waters.
   b. His goal is to see how the child may respond to his sexual advances and if the child tells his or her parents.

4. Groomers are not just pedophiles. Your groomer might be the neighbor who, out of nowhere, shovels your walk or brings you fresh brownies “just because.” True, she may be the best neighbor in the whole world—or she may be laying the groundwork to have an affair with your husband, sell drugs to your kids, or social-climb over you to get to your prominent boss or best friend.

5. Now, not all charmers are manipulators. So how can you keep your guard up but not become paranoid that every nice person you know is a raving lunatic?
   a. Here’s how: follow the money.
   b. Take a cold hard look at potential motives. Instead of saying, “Wow, he’s so charming!,” make it your first instinct to ask, “Why is this person trying to charm me?”

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**Notes:**
II. Practice Like You Play

If you choose to do the exercises in this book, and you do 80 percent of them, that’s great—but you may only hit about 80 percent accuracy, too.

A. You’ve got to practice like you’re going to play, with your co-workers, your loved ones, your kids.

B. Although just reading this book is going to be helpful and give you information, really doing the program will allow you to soon surround yourself with people you can trust 100 percent of the time.

C. Remember to use all the tools at hand: visit www.youcantlietome.com and look at the video clips; listen to Oscar’s chapter recaps; test yourself. Make these exercises work for you.

III. Exercising Your BS Barometer: Gearing Up for the Program

A. Study in a Room with a View. Would you be surprised to learn that by changing the location of where you read and practice the techniques in this workbook (or any book), you can improve your ability to retain the information in your long-term memory?

1. In one study, participants were divided into two groups; one studied a list of words in a room with windows and other groups in a room without windows.

2. The results? The group in the room with a view did much better on the test than the students who studied in the room without windows.

3. The researchers believe that varying the context in which you study can strengthen the staying power of the information in your brain because the setting “enriches” the information with more neural connections to each fact.

B. Improve Your Working Memory—with a Book. Using the following technique will help you enhance your working memory and keep you focused when you’re learning new material. It will improve your attention so you can make more accurate observations during your baselining and throughout the five steps of the BS Barometer.

1. Step 1: Prime your brain by reviewing the measurable learning objectives and any bullets at the end of each module in this workbook prior to reading the section.
2. **Step 2:** Once you begin reading the chapter, jot down a couple of key questions from the first paragraph in each section to make a mind map.
   a. For instance, if the page begins with how Einstein invented electricity, scribble on a piece of paper the following, “Who is Einstein?”
   b. Why do I care what he’s done?
   c. How will knowing this information help me reach my goals in life?”

C. Psst. Pass It On! Wouldn’t it be great if you could skyrocket your ability to separate fact from fiction while working this program?
   1. Here’s how. Educators and psychologists have discovered that when we teach new concepts to others, it boosts our own ability to understand, absorb, and recall the information.
   2. Enhance your ability and recall of the BS Barometer techniques by teaching the lessons you’ve learned to a friend or study partner.
   3. Take turns reading the information out loud to each other, or create an mp3 file with a handheld recorder, so you can save it to your iPhone or computer.
   4. Research suggests that reading new material out loud significantly improves memory of the material.
   5. Use as many different methods as possible to absorb any new, important information—you’re creating a broader neural network of memories.

IV. **Review**
   - **Thinking “Huh?” does not make you a dummy.** Far from it—it makes you a very smart cookie. You are aware enough to know you may just have been gaslighted.
   - **Your gut is a reliable indicator of trouble.** While I’d never say that your gut can tell you someone is lying or not—you need to use the five steps of the BS Barometer for that!—your gut is an exceptional first responder for potentially dangerous situations. Always give that remarkable gift of fear of yours your undivided attention.
   - **The most charming people can be the most dangerous.** If you’re thinking, “Where did this incredible creature come from?” keep your antennae up—there’s a good chance you’re right to be suspicious. Follow the money.
PART 2: Mastering the BS Barometer Process

Module 4. Step 1: Gathering Intel
Module 5. Step 2: The Wiretap
Module 6. Step 3: The Stakeout
Module 7. Step 4: The Full Body Surveillance
Module 8. Step 5: The Interrogation
Module 4: Gathering Intel
Suit the action to the word, the word to the action.  
—William Shakespeare, Hamlet

Purpose:
Gathering Intel, aka “Baselining,” is a very short stage in which you establish rapport with the “suspect” and then ask a short series of open-ended questions while you study him closely to get a quick take on his normal behavior. Learn the secret techniques and skills to obtaining a flawless baseline of someone else. Be able to find out what are some of the key things to look for during a “baseline checklist.”

Measureable Learning Objectives:
• Identify what baseline is.
• List the steps in establishing rapport.
• Describe why rapport building is so important.
• Explore the techniques of asking open-ended questions.
• Reconstruct the baseline checklist.
• Jot down basic body language postures to look for in baselining.
• Mark the basic vocal properties to listen out for in baselining.
• Exercise baselining techniques.
“Gathering Intel,” aka “Baselining,” is a very short stage in which you establish rapport with the “suspect” and then ask a short series of open-ended questions while you study him closely to get a quick take on his normal behavior. While this stage might seem tedious or unglamorous—baselining is the foundation of the entire BS Barometer. If you don’t get a baseline, everything you do from that moment on is simply guesswork.

I. Getting to First Base

Everyone has a “norm”—a basic pattern of behavior under normal amounts of stress. Everything from how often they blink to which way they cross their legs (or don’t!) to what words they tend to use with their friends.

A. Examples

1. Someone might jiggle his legs under the table or sit still as a statue—either one of these signs has been pegged as a tipoff of deception, but that might honestly just be the way he holds himself.

2. Others might never mention their husband’s first name, instead your neighbor might say, “My husband”: “My husband said the cutest thing the other day....” “My husband and I are thinking about visiting Denmark in October.”

3. Or you might witness the exact opposite; your BFF always updates her Facebook posts by mentioning her husband by name: “Charlie said the funniest thing the other day....” “Charlie and I are thinking of visiting Dublin in October.”

B. Everyone has a norm, everyone has a tic, a “tell,” a signal that they are uncomfortable.

1. You’ve seen these in your kids or your husband—that little smirk or quick scowl when you say something they don’t like or ask them to do something they don’t want to do.

2. Again, even if you see a “tell,” don’t get too excited—you won’t know what the person is “telling” you until you learn how to ask powerful questions, which is the fourth step.

C. For now, getting to know her baseline will help you determine three key elements:

1. How does she normally speak and act?

2. What words does she use and how does she act under stress?

3. When do I see the most dramatic differences between those two instances?

Notes:
II. Ask Open-Ended Questions

The real secret behind detecting deception is asking questions. But you’re not out to win the Pulitzer in this interview—you just want to get an accurate read on the person. For right now, you’re primary objective is to get them talking.

A. Believe it or not, you can baseline people with just one or two very simple open-ended questions. The trick is to keep it light. Bring yourself into the conversation in a way that disarms the subject and takes the focus off of them.

1. “I’m so excited to get home this afternoon—I’m buying my little five-year-old his first bike. Man, that brings back memories, huh? Do you remember the first bike you had as a kid?”

2. [Check iPhone or BlackBerry, then put it away] “My best friend from when I was a kid just friended me on Facebook. I couldn’t believe it! It has been twenty years since I heard her name. She’s one of those friends that I always wondered what happened to them, you know? Who was your best friend when you were a kid?”

3. [Putting wallet away] “I just remembered I have to go and get my driver’s license renewed. I hope I don’t have to retake the test. Man, I almost flunked it when I was seventeen! You, too? Do you remember when you got your driver’s license?”

B. Crafting these sentences

1. Share a bit about yourself

2. Pose an open-ended question about personal information they’d have no reason to fabricate.

   a. Most everyone had a first bike.

   b. First best friend.

   c. Everyone remembers getting their driver’s license.

   d. Use experiences that do not implicate them in this current situation, so they’ll be relieved to have a nonthreatening conversational topic to talk about

C. Run through the Baseline Checklist.

Notes:
III. Follow the Baseline Checklist

The baseline as essentially the same process laid out by the children’s song: head, shoulders, knees, and toes. (You’re singing it, aren’t you?)

A. Body language is where I typically start with my baseline, simply because nonverbal communication comprises more than 90 percent of all our communicated messages.

B. In fact, research suggests that our nonverbal baseline is way more stable over time than our verbal one.

C. This list works equally well when you encounter strangers for the first time—car salesmen, other parents on the playground, new doctors—or people you’ve known forever but whom you’ve just started to suspect of lying.

D. As you go through this checklist, keep in mind two baseline rules to live by:
   1. Keep things simple—we often get lost in smoke and mirrors.
   2. Sometimes what’s not there is the most important thing.

E. Is He a Space Invader?

First you’ll determine how “big” the person is—and I’m not talking body mass index. I mean, how much space does this person take up, both while he’s stationary and while he’s moving? Is he becoming as large or as small as he possibly can be? Is he a big target or a little target?

   1. Examples

Vince Vaughn poses on the red carpet with the definition of a wide-open stance.
a. **Wide open stance.**
   i. Are the person’s hand gestures outside the frame of her body, beyond her shoulders?
   ii. Does he hook his elbow over the back of the chair?
   iii. Or is he sitting in a figure four?
   iv. With his leg outstretched in front of him, as if marking his territory?

b. **Average open stance.**
   i. Are his feet flat on the ground?
   ii. Are her hands on her desk or doing a steeple?
   iii. Are his gestures usually around his midsection, hovering near his belly button?

c. **Disappearing stance.**
   i. Are her ankles crossed?
   ii. Does she always cross her legs—maybe her hands are folded on her lap?
   iii. Are his gestures very soft and subtle, happening below the waist?

Notes:
F. What Is His Face Factor?

We talk about universal emotions and microexpressions more explicitly in Step 2, but for now, we’re talking broad strokes—let’s look at the face as a whole rather than at the individual features or expressions.

1. Example

![Morgan Freeman and Sidney Poitier](Morgan_Freeman_Sidney_Poitier.jpg)

Morgan Freeman and Sidney Poitier backstage at the Thirty-Ninth AFI Life Achievement Award honoring Morgan Freeman. Morgan’s chin is level, whereas Poitier’s is pulled in.

2. Chin position.
   a. What’s his chin positioning?
   b. Does he tend to have his chin pulled in, level headed, or is his chin up?
      President Barack Obama loves his chin held high in the air.
   c. Is her chin pulled down in the Princess Diana pose?

![Neil Patrick Harris](Neil_Patrick_Harris.jpg)

Neil Patrick Harris tilts his head ever so slightly to the right.
3. **Head position.**
   a. Is her head generally straight or is it tilted?
   b. Tilted right or left?
      i. When you tilt your head to your right, you appear more attractive.
      ii. When you tilt your head to your left, you appear more intelligent.
      iii. We’re looking for a baseline because we want to see the shift. (If I ask you, “Did you cheat on me?” and you suddenly change your head tilt the other way—why the change in tilt?)

4. **Facial touches.**
   a. Does he typically touch his face?
   b. How often is he touching his face?
   c. Does she have an itchy nose?
   d. When he’s thinking, does he put his hand over his mouth?
   e. Does she put her hand on her chin?
   f. Does she play with her earrings?
   g. Does she always push her hair back behind her ears?

G. **How High Is His Fidget Factor?**
When a person talks to you, does he turn his belly button toward you or turn it away? Does he cross and uncross his legs, continually changing the direction of the belly button? Is she sitting on her legs, or is she sitting still and facing forward?

1. **Relaxed and calm:** This person can sit still for hours on end, the perfect student sitting at a wooden desk.
2. **Slightly fidgety:** Every five minutes or so, she changes positioning.
3. **Constantly fidgety:** Can’t stop moving, his foot is bouncing, his leg or legs are constantly bouncing. He’s sitting on his leg, he’s facing you, he’s facing away—he is full-on twitchy.
H. What Is His Voice Saying?

Nonverbal vocal changes are among the best indicators of emotion—if you have the person’s baseline. A bonus: as we get older, our ability to detect deception via other channels dries dramatically—but tonal changes remain one of the factors we can still pick up just as easily as when we’re younger.

1. Our voices are a kind of music, and because differences in vocal tone are almost impossible to describe in words, please take a listen to the clips on my website. Where does your target’s baseline fit into this spectrum?

2. Tonal Differences
   a. **Soft talker:** You might have to lean in to hear—his voice sounds almost like a whisper. (Example: Michael Jackson)
   b. **Medium talker:** You can hold a normal conversation without straining to hear her words. (Example: Matt Lauer)
   c. **Loud talker:** You have the feeling you might have to lean back or get bowled over by his voice. (Example: Suze Orman)

3. Pitch Differences
   a. **Low pitch:** Like a deep down bass drum. (Example: Don Imus)
   b. **Medium pitch:** Average, everyday voice, like the strum of a guitar. (Example: Katie Couric)
   c. **High pitch:** Starting to get a little like a piccolo. (Example: Kelly Ripa)

4. Speed differences
   a. **Slow talker:** People from the South tend to speak slower than folks from other regions.
      i. Speed is where you can see some interesting combinations with tone and pitch.
      ii. Speak slowly and quietly, and you might put a child to sleep
      iii. Speak slowly and loudly, and a person might come across as a raging idiot.
         (Example: Will Farrell in *Talladega Nights*)

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Notes:
b. *Medium talker:* Average speeds of talking will be 150 words per minute. (Example: Ann Curry)

c. *Fast talker:* People from the Northeast, especially the D.C., New York, and Boston areas, have incredibly fast speech. (Example: Me!)

I. What Are His Words Saying?

Statement analysis is an incredibly useful tool—once you start to notice the little language idiosyncrasies, you’ll be amazed at how much information you’ll get from them. We’ll cover more about this in steps 2 and 5, but for now, there are a few global questions to ask yourself.

1. **Is she using pronouns?**
   a. Dropping pronouns is one of the few things that are been definitively tied to deception—if you already have a baseline for the person.
   b. Some people never use pronouns; some use them without fault.
   c. You have to know which is normal for them. “I got up this morning, I called my mother, took a shower, went and got a bite to eat.”
   d. The person used two pronouns up front and then dropped them afterward—why? What’s happening there? Pay attention to politician’s speeches—you’ll hear this a lot.

2. **Is she using verbal fillers?**
   a. Many people clutter their chatter with a lot of “Um, ah, er.”
   b. This tendency is extremely handy to recognize because once the lies start flowing, you’re bound to see a change in the number of these
   c. If people use them normally, they may disappear, but if they don’t normally use them, any appearance of verbal clutter is a hot spot.

3. **Is she using absolutes?**
   a. I always do that, I never do that, I swear to God. I always shut the front door when I leave.

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Notes:

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b. Some people say, “I swear to God, I would never do that.” Really? Sounds like you’re overselling me. But only if it’s not their baseline.

c. A lot of people speak this way normally: “I swear to God, when I was at the grocery store, this woman in front of me was the most obnoxious person I’d ever heard in my entire life.”

IV. Master Class: How to Make Your Baseline Even More Accurate

Once you’ve mastered rapport building and you’re becoming more confident in your baselining skills, you can up your game by keeping these helpful suggestions in mind.

A. Whenever possible, remain calm and in the same position.

1. Whenever you exert yourself, your memory and your powers of observation are greatly hampered.

2. This is exactly the reason that science is starting to prove that “eyewitness testimony” is a lot less bankable than good old-fashioned evidence.

3. While more than 75,000 witness identifications are made every year, recent science indicates that only one third of them may be legit. Since its introduction, DNA evidence has overturned hundreds of convictions.

B. Make inattentive blindness work for you.

1. Inattentive blindness can make you miss some key details

2. It can also help you observe a target while he or she is totally oblivious.

C. Get a variety of baselines.

1. A baseline will tell you who that person is under one circumstance: being with you.

   a. We all wear a variety of hats in our lives, though, and although our personalities and some idiosyncrasies may remain stable, our reactions will differ depending on the audience and the circumstance.

   b. What’s essential in detecting deception, and what makes the BS Barometer different than straight body language reading, is that you must also get a baseline when your target is with you and with people other than you.

Notes:
2. Just think of how you would react to an off-color joke in front of your girlfriend, your
dad, or your boss—you’d likely have three different reactions. To be really thorough,
you need to baseline a person with three other people.

3. This approach works with anyone: —you want to see how a person reacts with more
than one person.
   a. This same strategy is behind the first interview/second interview approach to
      applicant screening—every interaction with a new person is another opportunity
      to learn about the potential new hire.
   b. You gather intelligence and build your dossier with every conversation.

D. Look for patterns.

1. Wait until you have a pattern of activity before you confront the person.
   a. You want to be sure he can’t just claim it was a onetime deal if it isn’t—and your
      ultimate goal is to keep your relationships healthy, authentic, and strong, right? How
      long does it take to establish a pattern? You never truly know.
   b. The shortest amount of time it ever took Marti to fully bust someone was when a
      woman cheated on her husband twice in three days. Had she only photographed the
      wife coming out of her boyfriend’s apartment one morning, the wife could have said,
      “Hey, I went to a party and got too drunk to drive, so I crashed on the couch.” But
      once Marti caught her twice, the wife had nowhere to hide. Busted!

2. Without a proper assessment of the pattern, you will have no means for accusation.

E. Make it thorough.

1. When possible, it’s great to norm someone for several minutes—but it’s not always
possible.
   a. Sometimes, an ATF arson investigator will only have two minutes with potential
      witnesses to do everything: establish rapport, read them, adjust her own body
      language (if necessary), and get the witnesses’ versions of the event.

Notes:
b. The longer the amount of time you have with someone the better—but it is possible to do this in a short period of time, just a couple of minutes, especially with the BS Barometer tools.

2. Usually, the amount of time it takes to properly baseline someone take about 1 ½ minutes to 3 minutes.

V. Exercising Your BS Barometer: Gathering Intel

The five-step program to strengthen your BS Barometer is designed to be flexible, depending on how much time you have. If you have five hours a day, great! Do everything. But if you’re a busy person, look over the following list and see which one of the exercises appeals to you, and do that one. You can customize your complete plan to the time available in your life.

VI. Review

• **Dial down the anxiety and put the person at ease.** The best way to get a baseline for a person’s normal behavior is to have the person as relaxed as possible. Start out with welcoming gestures and mirroring body language.

• **Ask low-stress questions.** Using questions like “Where did you grow up again?” or “What are you guys up to this summer?” can help you get a gauge of what people’s baseline honest responses look like when they’re not worried about being believed.

• **Trust your gut—but not exclusively.** Our brains are sophisticated deception detection tools, but many intervening factors have muddled their accuracy. Remember, a quick read can be dangerous. Getting the baseline is only the first of the five essential steps. Keep in mind: trust your gut, but verify, verify, verify.
Module 5: The Wiretap

Speech is the shadow of action.
—Democritus

Purpose:
To capitalize on your keen auditory soothsayer sense. No matter whether you are turning on your BS Barometer at a distance or in person, you’ll be able to hear the verbal indicators of deception in the words people choose and in the changes in their speech rates, volume, and pitch that naturally occur in most deceptive statements. Learn about the dangerously deceptive verbal flags that should make you sit up, pay attention, and take action fast.

Measureable Learning Objectives:
• Identify what statement analysis is.
• Describe what “Taking Care of Business” stands for.
• Give a detailed description on Teeter-Tottering.
• Provide examples of various teeter-tottering techniques seen in liars.
• Identify the characteristics of Convince-not-Conveyers.
• List several Convince-not-Conveying techniques seen in notorious liars.
• Give specific examples of Backsliding techniques.
• Take a TCB statement analysis test.
I. The Voice as BS Barometer

The tone of a person’s voice has an amazing effect on us. Think of how different it sounds when you sing-song a request to your kids—“Come down for dinner, please!”—or when you shout it out in an exasperated voice. This variation has a direct effect on our trust level.

A. Vocal tone is a powerful indicator of emotion.
   1. Research has shown that a person’s vocal tone will waiver from baseline in up to 95 percent of all deceptive statements—it’s one of the most reliable indicators of deception.
   2. Whether it goes up or down depends on the emotions involved.

B. Vocal tone rises when we’re angry or excited.
   1. You might see this in liars who are trying to convince you of something.
   2. Imagine you’re a security guard who’s confronting the person with the extra pair of jeans in her bag, and the person yells back, “You know what? You’re just doing this because I’m a woman. You’re just doing this because you don’t like women.”
      a. A typical innocent person wouldn’t raise her voice and wouldn’t get instantly angry.
      b. She would simply say, “I don’t know what you’re talking about—I didn’t do anything.”
   3. If your friend denies that she has the hots for your husband, listen for her tone of voice when she talks with him.
   4. An article in the Journal of Evolutionary Psychology found that the pitch of women’s voices will shoot up when they are speaking to a man they find attractive.

C. Vocal tone lowers with sadness and shame.
   1. When a person’s voice gets lower, pay close attention.
   2. We saw this with Britney Spears when she was being interviewed about divorce rumors, insisting everything was great in her marriage to Kevin Federline—you couldn’t even hear the words coming out of her mouth.

Notes:
D. Now that we’ve learned about the deception you’ll hear in the sound of their voice, let’s consider the meaning of the words themselves—they usually say more than you think.

II. The Story Behind Your Words: Statement Analysis

A. Mastering the art of detecting deceptive speech is best learned from a process called “statement analysis.”

1. Statement analysis is exactly what it sounds like: a system of analyzing the grammar and logic of words that come out of our mouths.

2. Often our brains will pick up inconsistencies in people’s stories based almost entirely upon shifts in tense or word choice.

B. Statement analysis is a way of making these unconscious tip-offs more conscious, so you can start to get very precise about hot spots within a conversation.

1. Experts have been studying these verbal and grammatical inconsistencies for years, and there are hundreds of them.
   a. But at their root level, they follow a few basic patterns.
   b. Which pattern they follow has everything to do with your target, her personality, and how she tends to handle stress.

III. Taking Care of Business: —Teeter-Tottering, Convincing-Not-Conveying, and Backsliding

A. Liars’ brains are carrying an awful lot of weight on this journey:

1. The truth: —the facts about what really happened

2. The “facts” in their own lie: —the whole story they’re trying to convince you of

3. What they’ve already told you in every conversation up until now

4. The new information they may not yet know—but once they learn, will have to instantly assimilate without slipping up

5. Your reaction to their tale, whether positive or negative

6. And, last but not least, their own visible and audible reactions to the stress of telling the lie

Notes:
B. **Teeter-Tottering.**
   1. You know how a kid on a balance beam might suddenly throw a leg out to one side to compensate for a weight shift on the other side?
   2. You’ll often hear this same kind of “teeter-tottering” when people are lying.
   3. Their speech wobbles around, deviating from its normal baseline patterns, suddenly shifting in odd, uncharacteristic ways.

C. **Convincing-not-Conveying.**
   1. For some liars, the stress of the tightrope spurs them to fight!
   2. They charge ahead, full blast, and try to overwhelm you with the brute force of their lie.
   3. They puff their language up with lots of absolutes and extreme language and rush at you full speed, playing their “role” to the hilt—anything to avoid teeter-tottering.

D. **Backsliding.**
   1. For other liars, the stress of all this wobbling is almost too much.
   2. All they want to do is run and hide.
   3. While teeter-totterers tend to steadily make it through the lie, willing themselves not to fall, Backsliders are a bit more reticent and subconsciously minimize themselves, trying to hide the truth or retreat from the conversation to make themselves seem smaller.

**IV. Teeter-Tottering**

A teeter-totterer will leak inconsistencies in many of her statements or will try to make everything seem like “sunshine and roses.” Her language is garbled and she may even blurt out clues midsentence—all signs of an off-balance, klutzy liar. As long as it’s a deviation from her baseline, it’s cause for a closer listen.

A. **Sunshine and Roses**
   1. Liars don’t like to talk in the negative.

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Notes:
2. A study from Stanford Business School found that deceptive chief executive officers tended to use more extreme positive emotional words and fewer extreme negative emotions.

B. Mixed-Up Tenses

1. When a person recounts a story, pay close attention to the tenses that he or she uses.
2. Sometimes they’ll switch tenses in the middle of their story, which is a great marker for a hot spot.
3. At a press conference following his arrest, John Mark Carr, the man who falsely claimed to have killed child pageant star JonBenét Ramsey, said, “I was with her when she died—[shoulder shrug]—I love JonBenét.” Present tense! Total fantasy (and lunacy). It should have been, “I loved JonBenét.”
   a. Seem like a small distinction? Well, think about it this way: I loved my nana up to the sky and down to the pipes and I miss her every day of my life. But I don’t say, “I love my nana.”
   b. She’s been gone for several years. So the past tense doesn’t fit with Carr.

C. Double Talk/Details That Don’t Add Up

1. Sometimes the mixed tenses get jumbled together with a bunch of dependent clauses, until you feel like you’re being led down a rabbit hole.
2. When famed baseball player Roger Clemens was being questioned about steroid use at a hearing on Capitol Hill, he was pressed on the testimony of his former friend, Andy Pettitte. Pettitte had testified that Roger knew he was using human growth hormone.

   CONGRESSIONAL: “… You said your conversation with Mr. Pettitte never happened. If that was true, why would Laura Pettitte say she remembered a conversation…”

   CLEMENS: “Once again, I think he misremembers the conversation that we had. He and I had a relationship close enough to know that if I would have known that he was … had done HGH, which I now know … if he was knowingly knowing that I had taken HGH, we would have talked about something for me to ask him about.”

Notes:
a. Clemens was indicted by a federal grand jury on six felony counts for perjury, false statements, and obstruction of Congress.

b. Eventually, after several delays, the whole affair ended in a mistrial. We’ll never know for certain if Clemens was lying, but I think you can guess where I stand on the issue.

3. Remember, our default is to always tell the truth. Our brain doesn’t want us to lie, so we teeter-totter and say things in a weird way.

D. Entering the Twilight Zone

1. Sometimes liars will get the details of time and space incorrect.
   a. While listening to their story, you might be thinking, “Hey, hang on a second—that store is on the next block, not on Elm Street, …”
   b. Or “That show isn’t on Wednesday night, it’s on Monday night….,” Bingo—that’s a hot spot.

2. Another aspect of the Twilight Zone is what I call “yadda yadda syndrome.”
   a. When the liar gets to the sticky part of the story, he’ll often gloss over the details, like pressing fast-forward on a cassette deck.
   b. “I went to the club and met Steve, then yadda yadda, and we came home.” That yadda yadda is where all the interesting details are hiding.

E. The Sorta, Kinda Disorder

1. Sometimes it’s the squishiness of the language itself that’s the tip-off.
   a. The details of the Mark Zuckerberg versus Winklevoss twins’ whose-idea-was-Facebook debate can truly be known only by the parties involved, but one thing that cannot be denied is the digital trace of their electronic communication at the time.
   b. While no one disputes the claim that the Winklevoss twins hired Zuckerberg to create a website for them, there was a question of timing—did Zuckerberg “stall” in creating his version in order to get a jump on his supposed clients?
2. *Freudian slips.*
   a. Freudian slips are named for famed psychiatrist Sigmund Freud, father of modern psychotherapy, who believed that when people repress their true feelings and beliefs, they’ll come out in odd ways—kind of the definition of teeter-tottering.
   b. To Freud, brutally honest verbal slips were a great indication of what is really on your mind.
   c. Classic example: John Allen Mohammed, one of the D.C. Snipers, represented himself on trial, waiving the right to counsel. Standing before the judge and jury, he said, “By the grace of God, when you find me guilty … I mean innocent.”

F. Too Much Pausing

1. When there’s a dramatic pause at an inappropriate moment, the person’s brain may be thinking of the real word their brain wants to say and then gathering the fake word to say instead.

2. We saw this in Drew Peterson, the police sergeant who was indicted by a grand jury, charged with killing his third wife, and held on a $20 million bond while his fourth wife, Laci Peterson, was (and is) still missing. Before Peterson was sent to prison in Joliet, Illinois, to await trial, he spoke about Laci to Matt Lauer on Today.

G. Not Enough Pausing

1. Pausing too much can be an indicator, but as I mentioned in Module 1, so can pausing too little.

2. Let’s say you asked me what I ate for lunch last Thursday, and, without missing a beat, I say, “Tuna on rye.” Why would I remember that so quickly?

3. Raking through your memory banks to dredge up the truth takes time.

4. When a person is trying to recollect something that happened years, months, or even weeks ago, if the answer is right on the tip of her tongue, there’s either a legit reason why they remember that detail—such as Thursday is always “deli day” in the cafeteria, and that’s your go-to sandwich—or it’s a hot spot.

Notes:
H. Start-Stop Sentences

1. You’ll see start-stop sentences when a person realizes he’s about to tell you something he doesn’t want to tell you—*Oh, no, this will get me in trouble*—but the cat is already halfway out of the bag.

2. Then you’ll see an abrupt about-face, like in Sandusky’s explanation about his relationships with young boys at the beginning of this module.

3. In mid sentence, Sandusky abruptly stops and takes us in a different direction. It’s almost as if he’s changing the channel on the television, it’s noticeable and makes us want to scream, “cut the shit already!”

I. Varied Speech Rate Within a Sentence

1. You may have heard of liars as “fast talkers,” but actually, the speed of their speech varies as much as an honest person’s.

2. Use dramatic pauses and change tone of voice to keep things interesting.

3. Honest people may vary their speech rates within a whole conversation; liars will alter their speech rates within a single sentence.

4. Typically, a liar might begin to speak slowly, because he’s trying to figure out his lie—but once it comes into his head, he tries to spit it out as fast as possible.

J. Now that we’ve learned all about the off-balance teeter-totterers, let’s hear about a more aggressive, in-your-face type of liar: —the convince-not-conveyer.
COLUMBIA, SC—JUNE 26: South Carolina Governor Mark Sanford fields questions from the media outside the South Carolina statehouse.

South Carolina Governor Mark Sanford disappeared for five days in June 2009, after he told staff he was taking a solo hiking trip along the Appalachian Trail. In reality, he had hopped a plane to Argentina—to visit his mistress. Upon his return, he held a press conference at which he uttered his confession: “I have been unfaithful to my wife.” End of story? Not so fast!

When subsequently asked a question from a reporter, he revealed more than he intended to. He was asked if he had previous extramarital affairs, any relationships outside of his marriage with any other woman besides his South American sweetie. Before the reporter even finished asking the question, Sanford had already replied, “No.” He swiftly looked away and took another reporter’s question, effectively “changing the subject.”

Reading: Partial BS: Although preemptively answering a question does not guarantee deception, it is to be considered an abnormal behavior in general conversation. Therefore, it should be viewed as a hot spot.

After Sanford’s initial press conference (in which he denied other affairs), the Associated Press contacted me for my analysis. At that time, although I couldn’t be entirely positive there was deception in his statement, I felt there was definitely more to his story. Fast-forward a few days, and Sanford spills his guts once again. Sure enough, he had in fact participated in other inappropriate behavior with women.
V. Convincing-not-Conveying

Honest people convey information. Liars, on the other hand, try to convince us that their story is the truth. While a truthful person expects that you believe them, a liar will fight to be believed.

A. Character Testimony

1. “Just ask my friends—they’ll tell you.”

2. Character testimony is one of the most common convince-not-convey tactics.

3. The liar is dragging other people into the conversation for support because he’s not sure you’re going to buy his story.

4. Other variations include, “I swear on my mother’s grave,” or “As God as my witness.” If God is your witness, my friend, you’re in a heck of a lot more trouble with Him than with me!

B. Never-Never Land!

1. In 1995, when President Bill Clinton addressed the nation about “not having sex with ‘that’ woman, Monica Lewinsky,” he made matters worse when he gave an over-the-top denial: “… And I never told anyone to lie. Never. Not a single time, never! These allegations are false and I’m going back to work for the American people.” Methinks thou doth protest too much.

2. When it comes to the word “never” we should all be instantly suspicious.

   a. For those naysayers and nonbelievers out there, go ahead and answer these questions: “Did you hit and run over a dog on your way to work yesterday?” “Did you kill President John F. Kennedy?” “Have you been stalking Susan Boyle?”

3. Remember, these are not hard and fast rules.

   a. Not everyone who says, “I would never take drugs” is a liar and a dope fiend.

   b. But you’re always looking for that definitive sister statement to go with it: “I do not take drugs.”

C. The Shoulda, Coulda, Woulda Syndrome

1. Saying, “I would never do that” is also not the same as saying, “I didn’t do that.”
a. “Would never” indicates intent for the future—it does not talk about the past.
b. I once had an assistant who stayed in my house while I was on vacation. When we arrived home, I noticed that my bed had been slept in, despite my request that she sleep in the guest room. When I confronted her, she said, “I would never do that…. It is not who I am. I never slept in my parent’s bed. You’re my boss. I would never sleep in your bed.”
c. I believe her that she didn’t sleep in her parent’s bed. But I knew she slept in mine. It might seem like a small distinction, but a truthful person would say, “I didn’t sleep in my parent’s bed, and I didn’t sleep in your bed. I would never do that.” Again, it’s okay to say I would never do that. But you have to get the “I didn’t do it” in there, too.

D. Overuse of Adjectives
1. All we really need to communicate are nouns and verbs.
   a. All the other stuff—adjectives, adverbs, conjunctions, prepositions, and so on—are either just window dressing or very handy directional signals that help us learn more about the person who is trying to sell you his story.
   b. Pay special attention to the use of adjectives and adverbs in the story—they tell you about the person and what the person wants you to believe.
   c. Examples:
      “The girl looked at me.”
      “The mean girl looked at me nastily.”
      Why did I add “mean” and “nastily”? Why is that important?
      Why am I telling you that? This person is putting their twist on the story.

E. Escalation to Anger
1. Inappropriate anger is a telltale sign of the convince-not-conveyor. Often, when a liar is found out, he is backed into a corner, and he becomes like a cornered animal—that lashes out.
2. I’ll tell you what happened—she needs a new boyfriend.
3. Bad guys will do the same thing to the cops.
   a. “This is ridiculous. I’ve answered the same five questions ten times! Don’t you
      people ever look at notes? Why am I repeating this sentence?”
   b. We tend to assume the person is angry, but in a deceptive person, that anger
      is simply masking fear—he’s afraid you’re onto him, so he tries to bully you into
      backing down.
   c. Some FBI investigators recommend that if you see genuine anger, contempt, or
      disgust when confronting a possible liar, it might be time to initiate another tactic.
      (You’ll learn to spot these distinctive facial cues in the next module, “The Stakeout.”)
   d. But this kind of fake anger is simply a way of distracting you from the truth.

F. Flip the Script
   1. This classic move usually comes quickly on the heels of fake anger.
   2. The liar turns the whole question back on you:
      a. “I can’t even believe you’re asking me if I cheated on you.”
      b. “You are so insecure.”
      c. “You have no friends.” The only person you ever talk to is your mother. And
         your mother puts these sick ideas in your head. No wonder why she has three
         failed marriages.”

VI. Backsliding

Backsliders’ primary mission is to shrink or back up on that tightrope—anything to get away
from being found out. The backslider is a master of obscurity and camouflage, usually using
many ways to distract you or distance himself from the lie. Whether with sneaky statements
or overwhelming politeness and self-deprecation, the backslider would love nothing more
than for you to forget the entire incident ever happened.

A. Being Overly Polite
   1. Here you go, sir. Here’s my license, sir. It’s like a little kid syndrome, like they’re in
      trouble and going to the principal’s office.
2. Customs agents are often trained to keep an eye out for people who say too many *sirs* or *ma’am* and to spot exactly when they switch over to that overly polite speech.
   a. Where are you headed? *United States*.
   b. What do you do there? *I’m going to my sister’s wedding*.
   c. Do you have anything in the trunk of your car? *No, ma’am*.

B. Self-Deprecation
   1. A good way liars “minimize” themselves as a threat is to put themselves down.
   2. Sometimes, it even borders on pathetic.

C. The Missing “I”
   1. One of the ways the backsliders hide is to literally hide themselves from the conversation.
   2. Truthful people use more pronouns, especially “*I*,” when making statements.
   3. Backsliders avoid “*I*” statements at all costs.
   4. Deceptive businesspeople use significantly fewer self-references and choose more third-person plural (*they, their, them*) and impersonal pronouns (*it*).

D. Distancing Language
   1. The Missing “*I*” is only one type of distancing language.
   2. Backsliders might also heavily employ words like “*that*” (which pushes away further than “*this*”).
   3. They might say, “*They went to the house*” instead of “*They went to my house*.”
   4. Anything to push the language—and the crime—away from themselves.
   5. When Dick Cheney accidentally shot his friend Harry Whittington on a quail hunt, you might assume you’d hear Cheney say, “*I shot Whittington*.” After all, there was no doubt what happened—everyone knew.
   6. But listen to what he said instead: “Ultimately, I’m the guy who pulled the trigger that fired the round that hit Harry.”

Notes:
E. Smoke Screening

1. Some backsliders who shower us with information or details can easily distract us from the truth, especially in unexpected situations.
   a. This “inattentive blindness”—which we talked about in Module 1, when we fail to see something right in front of us while focusing on something else—is the result of lower working memory capacity
   b. It’s a measure of how much information people can process at any given time.
2. Master manipulators and liars know we all have a limited amount of attention, so they play with that and use it to their favor.
   a. Learning how to maintain focus and spot unexpected discrepancies, while not being distracted by them, is the main driver of your BS Barometer.
   b. We want our brains to be flexible enough to notice all the details of the situation, not just the ones the target wants us to see.
3. Sometimes, the smokescreen is just blatantly obvious.
4. Most of the time, smokescreening is more subtle than this. Like a magician, the liar wanting to create a smokescreen, draws attention to his right hand so he can pull something out of his pocket with his left. That’s the moment to say, “Hey, hey. Let’s go back. What were you going to say a second ago?”

F. Repeating the Question (and Other Verbal Fillers)

1. Verbal fillers can be anything from umms, errs, and other such nonwords to full sentences:
   a. Are you asking me if I killed my wife? What kind of person do you think I am?
   b. I’d have to be stupid to do something like that. Are you asking me if I’m a liar?
   c. Are you calling me a liar?
   d. You think I killed my wife?
   e. Anything to throw a couple of hundred words in between you and the truth.
G. Minimizing Language
1. While phrases like “by the way” or words like “incidentally” are often used by liars, detectives can also watch out for minimizing language.
2. Another version is “obvious”: Nothing’s ever obvious. When someone says that, it’s not obvious—they’re likely downplaying something that’s interesting and important.
3. Or “just so you know”: “Hey, just so you know, I haven’t seen my cousin in like six years.” You’re giving us an alibi before we even get there.
4. These minimizers are all verbal highlighters—pay attention when they’re said, because ‘they’re the most important part of the story.

H. Watch Your Big But’s
1. “I know you’re not going to believe this, but …”
2. “I know you’re going to think I’m making this up, but …”
3. “I know this is going to sound strange, but …”
4. “This is not going to make sense, but …”

I. Dumbing Down the Crime
1. Even while he’s denying his crime, the liar will try to lessen the severity, plead it down to a misdemeanor instead of a felony.
2. Examples:
   a. Did you steal money from me? I didn’t take any money from your purse.
   b. Did you rape her? I didn’t hurt her.
   c. Did you hit your brother? I didn’t hurt him.
   d. Are you lying? I’m not holding anything back.
   e. Did you have sex with her? I never slept with her.
   f. Or, my personal favorite: Did you gossip about me? I didn’t say anything bad about you. I didn’t say anything that wasn’t true. I didn’t say anything that I wouldn’t say to your face.

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Notes:
J. Just the Facts, Jack

1. Liars don’t like to talk about feelings of others—some pathological or compulsive liars can’t even feel them themselves.
   a. Listen closely for frank assessments of emotions, words like angry, scared, hurt, hilarious, anxious, worried.
   b. Liars won’t stop to think about the mental state of the other person—they’re just focused on getting the objective details down.

2. Some liars simply try to say as little as possible, just the “bare bones” of the story.
   a. They focus on just the simple action words (walk, go) rather than words that describe anyone’s thoughts (think, believe).
   b. Social psychologists from the University of Texas, Austin have found that some people who lie also tend to avoid complex language such as conjunctions (and, but, because, although) and prepositions (at, before, on, to, for). All that pesky grammar just pins them down!

3. Despite this study, I know from twenty years of experience that some liars definitely go overboard with the details.
   a. Especially when they’re attempting to distract us with a smokescreen. That’s why we always have to start with the baseline.
   b. If someone is usually terse, then turns into Chatty Cathy, that’s a hot spot. And, likewise, if someone normally chews your ear off but now won’t squeeze out one superfluous detail, know there’s more to the story there.

K. Percentage Violation

1. These detail variations show up even within the storyline itself.
   a. Whenever a truthful person tells a story, you can expect to hear approximately 20 percent of what happened before the time in question, 60 percent of what happened in the middle of the story, and 20 percent after the crux of the story.
b. People will set up the story with details (“I was just watching the security cameras and nothing was happening, until—bam!—I saw this punk steal a pair of gloves. That’s when I ran out to chase him”).

c. If the person then skipping immediately to what happened afterward, you have an issue. That’s the moment you want to hear about: —How did you catch the guy? “I didn’t realize it at the time, but later, after I got home, I realized that I had a pretty bad bruise and it was starting to swell. So I drove myself to the hospital.” Ugh, what happened there?

d. When the events before or after the moment in question are spelled out in greater detail than the lynchpin moment itself, that’s a hot spot.

L. Now that you’re armed with your full arsenal of wiretap tools, it’s time to move on to the stakeout. You’ll learn the secret signals of truth that are written all over the face.

VI. Review

• Liars are on a tightrope. Your liar just wants to get to the other side as fast as possible. He’ll use teeter-tottering, convince-not-convey, and backsliding tactics to do so—but you will be prepared to take care of business!

• Listen to changes in vocal tone. Unlike almost any other signal, vocal tone is a consistent source of accurate information—95 percent of people change their speech rates, volume, and pitch when lying.

• Remember your baseline. Any possible deceptive (or honest!) signal here could very easily be part of the person’s normal baseline. You must have that to compare with to get an accurate reading—be patient!
Module 6: The Stakeout

The face is the index of the mind.
—Latin saying

Purpose:
To continually be aware what effect our nonverbal communication makes on other people, and how their nonverbal messages may be coloring our impressions of them. Understand how you approach any situation changes the outcome of that situation. If you approach the stakeout with calm ease, you will keep your target at ease as well.

Measureable Learning Objectives:
• Identify what “Taking Care of Business” is in this module.
• List the 7 universal facial expressions.
• Identify who was the leading scientist that discovered the universal emotions.
• Observe the teeter-tottering facial expressions.
• Decode the general muscles involved in the facial expressions.
• Explain the facial expressions of a Convince-Not-Conveyers.
• Demonstrate the Reese Witherspoon smile.
• List notorious “Backsliding” liars’ facial expressions.
• Conduct the “Sherlock Holmes Exercise.”
I. Preparing for the Stakeout

A. Scale back on the mirroring.

1. When other people look nervous and uncomfortable, we feel nervous and uncomfortable.
2. When people appear angry, we get angry.
3. Moods are somewhat contagious.
4. And when people try to convince us of something, they often will expend energy trying to change the way we feel about a situation: smiling more, touching more, yelling more.
5. One way to sidestep these efforts is to consciously stop mirroring.
   a. While mirroring is an outstanding way to establish rapport, once you get to this stage in the process, you want to stop because it might interfere with your ability to detect deception.
   b. One Dutch study asked a group of forty-six students to have a conversation with someone and try to tell whether their conversational partner was fibbing about a charitable donation or not.
   c. The students who were told not to mirror—versus the ones who were told to mirror, or told nothing at all—scored significantly better at detecting the lie.
6. When we mirror others’ expressions, the mirror neurons in our brain stimulate the same kinds of emotional responses as the person with whom we’re talking.
   a. We are wired to connect!
   b. If you find you’ve been drawn in by this person’s charm before, you’ll have to consciously force yourself to step back, switch on the BS Barometer, and not get drawn into his or her web of deceit.

B. Remember that baseline!

1. Don’t forget the golden rule: always start with the baseline.
   a. Everyone has his or her own “normal” way of interacting with the world.
b. Her idiosyncrasies could be mentioned within this chapter as “potentially deceptive signs”—but she could have been doing those things every day since she was six months old!

c. You have no idea until you’ve collected her personal intel from the beginning.

C. Beware of nonverbal wild cards.

1. Before you get started looking for nonverbal hot spots, ask yourself if the person you’re about to do the stakeout on is in one of the following wild card categories.

a. Margo Bennett, captain of the University of California at Berkeley’s police department, identified a few things that might make suspects’ nonverbal behavior an untrustworthy source of information. These factors include:

i. Their intelligence. The smarter the suspect, the more likely his or her body language “makes sense” and mirrors his or her thinking. But when people are not the sharpest tools in the shed, their body language might reflect confusion or misinterpretation of the questions instead of anxiety about lying.

ii. Their emotions. When people are unstable, so are their body language signals. You can never know where the emotions are coming from or what they relate to.

iii. Their age. Kids and teens may not have matured enough to appreciate the consequences of their actions—so they may not feel fear, even when they should!

iv. Their culture. Some cultures consider the direct eye contact favored by Caucasians to be rude—so a person’s averted eyes would be a sign of respect rather than disrespect or guilt. (This is especially true among African American, Middle Eastern, Asian, or Native American people.)

v. Their partying status. Drinking and taking drugs dramatically alters behavior. Don’t look at a drunk person and think you can gauge his real baseline—he’s far from it.

b. If they’re a wild card tread carefully, get their baseline, and ask powerful questions (which will be discussed later in our program).

Notes:

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D. Trust yourself.

1. Above all, with this process, you have to trust your eyes.
   a. Your BS Barometer is helping your brain absorb and process more than you can ever consciously know.
   b. One study published in the journal *Psychological Science* found that people can recall specific faces, even just from blurry photographs, up to two years later.
   c. All it took was to look at the image several times over the course of a couple of days—then it was committed to memory.
   d. This “perceptual learning” is a form of pattern recognition, and it sticks with us even though we might see thousands of faces in between.
   e. Your brain is like an FBI database, filled up with all the images you took the time to study even years ago.

2. Okay, now it’s time to act fast and take care of business—let’s break down how to spot nonverbal indicators of deception.

II. Taking Care of Business in the Stakeout

Remember, pretenders and phonies are all tightrope walkers, and their primary objective is to not fall of the rope while threading their web of deceit. If you concentrate and know what to look for, you’ll see the same three categories of signals in their body language that expose the possibility that there’s something they’re not telling you with their words.

A. We humans have long believed that “the body never lies.”

   a. In ancient China, people who were suspected of lying were forced to chew rice powder, then to spit it out. If the rice powder was wet, the person was judged as honest; dry, the person was branded a liar and punished.
   b. We know now that one of the physical signs of fear is a dry mouth—but lying has no reliably accurate facial or body language signal.
   c. That’s why people with the best BS Barometers are the ones who can quickly spot deviations from a person’s baseline.
B. It’s time for you to rev your engines and buckle up because you’re about to learn how to drive circles around almost every nervous, teeter-tottering, convincing-not-conveying, and backsliding liar who, without knowing it, has very little control over facial faux pas.

III. The Teeter-Tottering Face

We spend our entire lives gathering information from other people’s faces, so we don’t have to work that hard to get the basics down. The special motor neurons in our brains called “mirror neurons” react immediately to subtle signs of true emotion on others’ faces—a flash of a genuine smile or a tiny hint of sorrow can trigger that same emotion within us.

A. Nearly fifty years ago, researchers of nonverbal communication discovered that all humans share seven universal emotions: happiness, sadness, disgust, fear, surprise, anger, and contempt.

1. These can be seen in microexpressions that are universally hard-wired into us primates and have been studied in human populations from the United States to Japan to Papau New Guinea.

2. These automatic expressions are the same whether you are male or female, black or white, young or old—it makes no difference; if you are surprised, you make the same expressions.

B. These microexpressions may only leak out for one-fifteenth of a second—literally a flutter of your lashes.

1. While these micromovements can be a challenge to spot, learning to see these fleeting emotions is incredibly useful because each of these emotions registers with very distinct patterns that are almost impossible to fake.

2. Consciously moving one of the more than forty intricate muscles in our face is hard to do, hard to manipulate, hard to disguise—for everyone.

3. All of these reasons make spotting microexpressions about the closest thing we have to mind reading.
4. Now, mind you—we still can’t know for sure what the catalyst was that sparked the leakage of those emotions. But if we see the microexpression, the person is definitely feeling that emotion—which, for a liar, makes these moments of “emotional leakage” the face’s version of teeter-tottering.

C. The good news is that, even before we study them to enhance our BS Barometer, our brains are already innately keyed into these microexpressions.

1. One study found that people could determine the winner of an unfamiliar race for governor simply by watching 10-second silent video clips of a debate.
   a. Their predictions got worse when they added in the sound (but, considering how disingenuous and deceptive many politician’s’ normal debate language is, that’s hardly surprising!).
   b. Spending time learning the traits of each universal emotion’s microexpression will greatly bolster the diagnostic capability of your BS Barometer.
   c. Studies have found that FBI agents trained in spotting microexpressions can increase their detecting deception accuracy to 70 percent, and, in some cases, to more than 90 percent. (Coast Guard investigators—who do a fair bit of intercepting smuggled drugs with non-native English speakers and often have to use more body language to communicate—also score well, at 80 percent.)

Now it’s your turn!

2. However, be cautious on simply trusting your gut, remember to do due diligence and go through the 5-steps in the You Can’t Lie to Me program.

Notes:
D. Leaked Happiness

Two of My Favorite Women:

Left: Comedian, TV host, and actress Ellen DeGeneres splashes a genuine smile when she arrives at COVERGIRL Cosmetics’ Fiftieth Anniversary Party.

Right: Beautiful and loving Lorraine with Vice President Joe Biden at the Susan G. Komen Race for the Cure barbecue at the vice president’s house.

1. A person’s genuine smile is pulled up toward the ears, not back toward the jaw, and you will see crow’s feet around the eyes.
2. A real, honest smile has a powerful and immediate effect on its viewer.
3. For example, even though we know that almost every line that a politician utters is manufactured, the genuineness of their smiles still can have a big impact on us. One study found that politicians got bigger laughs for jokes that were delivered with genuine smiles—involving that “eye crinkle”—than those delivered with less sincere smiles.

E. Leaked Sadness

1. A flash of sadness is almost impossible to manufacture.
2. When someone is truly feeling sad, his bottom lip will pout, but his inner eyebrows will pull together and curl up. That inner eyebrow is the hardest muscle to move on your face.

Notes:
3. That’s why you can tell babies are sad even when they have pacifiers in their mouths. You can’t see their mouths, but you can see that inner eyebrow curving up, and you know they’re about to cry.

4. Tiny expressions of sadness are hard to fake. If you try to fake a pout, your bottom lip will stay there for a while, but the forehead won’t be touched.

5. Susan Smith had just confessed to the murder of her two young sons, whose bodies were found strapped into their car seats, in their mom’s car, at the bottom of a lake.
   a. Look at her eyebrows—they betray no sadness at all.
   b. Then look at Paris Hilton, who is trying to cover up her true feelings after being sentenced to forty-five days in jail for her DUI conviction in 2007. (She eventually served twenty-two days.).
   c. She covers her mouth with her hand and most of her face with her huge sunglasses—but, like a crying baby with a pacifier, she just can’t escape those telltale eyebrows.

F. Leaked Disgust

1. Disgust is a visceral response—eww!
   a. Your upper lip pulls up, your nose wrinkles, and your brow pulls down.
   b. You might also see this with the upper lip drawn up but without any involvement of the brows or nose.

2. We look at the mouth more than any other place on a person’s face.
   a. We tend to think we’re looking people “in the eye,” but we actually look at people’s mouths and tongues more.
   b. You may be surprised to learn that when a person is being deceptive, they are more likely to keep his or mouth closed: either he is semi-consciously trying to avoid allowing the truth to slip from his lips, or he is simply trying to keep a tight rein on his body language.
   c. It’s true! So although disgust is not the most lovable expression, it could be worse. Wait until you see the mouths of some of the most infamous lips-sealed liars!

Notes:
G. Leaked Fear
1. In fear, the mouth opens and is taut, as are the jaw muscles.
2. Eyebrows may rise and go straight across.
3. The eyes get huge, and you can often see the whites of the eyes all around the iris.
   a. Also, when we are terrified or shocked, we may put our hands in front of our mouths, almost as if to say, “I can’t take any more in.”
   b. We tend to touch our faces as our mouths hang open. This is genuine fear combined with shock.

H. Leaked Surprise
1. When you see surprise, the mouth opens and is relaxed.
2. The eyebrows go up but remain curled like rainbows.
3. Surprise is the only microexpression that is always a catalyst to another emotion.
   a. So you have a surprise party—the guest of honor could leak surprise and then burst out crying.
   b. Or leak surprise and burst out smiling. But if you’re in a haunted house, that microexpression is likely to start as surprise and then quickly turn into fear.
4. If you knock on the door to a suspected cheater’s or liar’s house to confront the person and you see pure surprise, chances are you are looking an innocent person in the face.
   a. But if you see fear, you might be looking at a liar—because he knew it was a matter of time until you knocked on the door. He knows exactly why you’re there.

I. Leaked Anger
1. When angry, our brows come down, our mouth gets tight, and we lose color in our top lip—and that lip becomes one solid line.
2. In this photo of disgraced Congressman Anthony Weiner, who was busted sending pictures of his penis to women online and denied it for weeks before finally admitting he did it,—you can see his jaw and mouth are extremely tight.

Notes:
3. He clearly did not like being asked about this subject.

J. Leaked Contempt

1. Contempt is the half-smile, the smirk of superiority.
   a. This expression is one of the most dangerous for relationships—psychologist and marriage specialist John Gottman found that this expression is evidence of a doomed marriage.
   b. It screams, “I have it all figured out, I’m better than you.” For cops working in violence prevention, this is a dangerous face to see.
   c. You should consider contempt a thinly veiled threat: “I am either going to go around you or through you.”

2. We’ve seen contempt leaked by a lot of alleged bad guys (and gals), such as Scott Peterson, O.J. Simpson, Casey Anthony, and Lindsay Lohan when they were in court.
   a. They presented themselves as credible but they leaked that contemptuous, unilateral half-smile, because most likely they think they’re better than the people judging them and the people whom they’ve harmed.
   b. For a particularly horrific example, see “A Special Kind of Liar’s Smile: Duper’s Delight.”

IV. The Convince-not-Convey Face

Convince-not-convey shows up on our faces as extreme interpretations of natural expressions. If you’ve ever had to grin and bear it through an excruciating violin recital or mask a giggle while you shot a stern look at your child for making an admittedly hilarious jokes in church, you’ve used convince-not-convey facial expressions. Liars are no different—although some are pretty good at it.

A. Fake Emotions

1. The big gun for the convincer is consciously faking emotions.
   a. They try very hard to convince you just how honest they are.

Notes:
b. But often they miss very key, subtle differences in the movement of the forehead, eyes, cheeks, and eyebrows—all those microexpressions we talked about earlier.

c. So a great way to bust a liar is to really focus on some key differences between genuine and fake emotions.

2. **Fake sadness.**

a. When people “buy” fake sadness, they’re often falling for a frown.

b. My son fakes it all the time when he wants to play more of his LEGO Wii game.

c. “Please, Mom! I only have one more level!” And that lip goes upside down and the little bottom lip comes out in a pout—but he doesn’t have a sign of sadness in his eyebrows or on his forehead. (Angus, when you get your forehead involved, we can talk.)

3. **Fake anger.**

a. True anger could point to someone being outraged at being falsely accused—but “fake” anger could be an attempt to throw you off the scent (“How dare you accuse me?”).

b. We talked about this in the wiretap as being a big one for convincers—they like to bully you into backing down. And most people do back down!

c. But when you’re confronting someone on an issue and she gets angry, remember the picture of Anthony Weiner.

d. If you don’t see those flat lips or tight jaw, give yourself some credit—it’s just bluster, and it’s clear you’re getting closer and closer to the truth. We’ll talk about this more in chapter 8, “The Interrogation.”

e. For now, know that in deception, anger can be used as a disguise.

4. **Fake happiness.**

a. Here’s the thing: we’re all suckers for a nice smile. First of all, when we see a genuine smile, our mirror neurons light up and cause us to feel pleasure.

b. We naturally pay more attention to smiling faces, and smiles help people trust each other faster.

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Notes:
c. A naturally occurring genetic mutation causes some people’s brains to respond even more significantly when they see people smiling—so be aware that you may be one of those people who are more drawn to smiles.

d. As people become more and more savvy about genuine versus faked body language, new tricks are created to generate those “genuine” smiles.
   i. One of the biggest serial offenders is actress Reese Witherspoon.
   ii. Warm, sweet, and genuinely kind Reese very clearly has learned that tucking your tongue behind your teeth generates the cheek muscles that most mimic a natural smile.
   iii. When you tuck your tongue back there, it forces your cheeks to go up and to get the crinkles on the side of your eyes, engaging some of the same muscles as a Duchenne smile—a genuine smile.

B. Lightning Fast Changes in Demeanor

1. The speed of a switch in emotions is, in itself, a telling sign.
   a. I’ll say to my son, “Angus, I’m not buying it. It’s time to stop the Wii. Let’s go read a book.”
   b. If his “sadness” is suddenly gone—like turning the channel, then we have a “hot spot.”

2. If someone can go from sad to happy or from fear to anger to happiness in the time it takes to switch the station, that's a big red flag.

C. Changes in Eye Contact

1. When psychologists at Texas Christian University surveyed more than 2,500 adults in sixty-three countries, they found that more than 70 percent believed liars give less eye contact than truthful people.
   a. I ask the audience, “Do you think liars are more likely to decrease eye contact or increase eye contact?“ What do you think?
   b. If you didn’t guess either answer, then you are on the right track!
2. The whole amazingly complex, tiny muscle system that allows us to raise and lower our eyelids communicates a ton of emotional information. When study subjects are asked to guess how a person is feeling, they’ll be just as likely to get it right whether they see the entire face or they just see their eyes.

3. People are all over the map with eye contact
   a. Some people give you the epic long stare; some people never catch your eye.
   b. Neither one of them is necessarily a liar. What you’re looking for is a change in their level of eye contact.
   c. In the United States and Canada, having eye contact about 30 to 60 percent of the time is the norm.
   d. But if they’ve been looking at you about 50 percent of the time, and suddenly drop to 20 percent, or shoot up to 80 percent, those are hot spots.

4. One study from the University of Alabama found that male experts who testify in trials have more credibility with the jury when they make large amounts of eye contact than if they make average or low-level eye contact. Interesting, this didn’t change at all for women—their credibility remained constant, regardless of how much eye contact they made.

D. Changes in Blink Rate
   1. Look for an increase in eye blinks.
   2. Or a decrease in eye blinks.
   3. While increased eye blinking is a sign of nervousness—another result of the “drying” phenomenon of fight or flight—a decrease is a sign of increased cognitive load. A person is focused so hard on thinking that his eyes stay quite stationary.

V. The Backsliding Face

The backsliding face just wants to hide. By whatever means necessary, the owner of the backsliding face wants to turn tail and run to keep his or her true emotions from the rest of the world.

Notes:
A. Facial Blocking
   1. Facial blocking happens when the liars in our life not only want to disappear; they also literally can’t look at the danger that’s right in front of them.
      a. Unconsciously, when you turn up the heat, they’ll deviate from their norm and cover their eyes, mouth, or entire face with their hand, arm, a pair of sunglasses, or maybe even a forward-tilted baseball hat, all in a subconscious attempt to disappear.
      b. Sometime during your confrontation, you may see the person peek around, to check if you’re “buying” his story about why he’s been cheating on his wife and how it’s not his fault.
   2. However, if he doesn’t like what he sees, facial blocks will pop up again and he’ll revert to backsliding.

B. Hiding in Their Hair
   1. During the first couple weeks on the infamous Casey Anthony trial, Casey was often seen neurotically pulling her mousy brown chin-length bangs in front of her face.
      a. This behavior was such a screaming red flag that both Nancy Grace and CNN’s Headline News (HLN) invited me on their shows to discuss possible reasons why Casey would be acting so ridiculously odd.
      b. Perhaps her lawyers saw the discussion, because for the remainder of the trial, her hair was pulled away from her face.
   2. Yes, liars will often twist, stroke, braid, and play with their hair when they’re nervous, but so do people who are nervous on a date.
      a. Be sure to put the behavior in perspective.
      b. Not every kindergartener playing with the braids in her hair is a lying, cheating manipulator.
      c. But when an adult woman suddenly drapes her hair in front of her face, it screams, “Now, you can’t see me.”
C. Lip Locking

1. People embroiled in scandals in the public eye often leak strong emotions.
   a. Many of these emotions can be seen in the lips.
   b. I have a favorite saying: “When we don’t like what we see or hear, our lips disappear.”

2. Watch for tension in the lower jaw whenever lip locking happens. This might indicate anger.

D. Involuntary Physiological Reactions

1. The **fight-or-flight-or-freeze** response to stress is automatic and can cause a number of real physiological changes that indicate how much stress a liar is undergoing.

2. Next are listed some facial fight-or-flight findings you’ll be able to spot with your new stronger, more powerful BS Barometer.
   a. **Breathing more deeply:** People might take deep breaths or flare their nostrils to get more oxygen — (again, the fight-or-flight response in effect here).
   b. **Going pale in the face (blanching):** Indicates fear, which is most typical in people who think they’re about to get caught.
   c. **Going red in the face (blushing):** Indicates embarrassment, most typical in people who feel guilty (but are not necessarily lying).
   d. **Runny nose (or lack thereof!):** Our nose, mouth, throat, and eyes are all connected. So when someone is truly heartbroken or devastated, there should be real tears, her nose should get stuffed up and run, she should do deep swallows.

E. Nose Rubbing

1. We all have erectile tissue in our noses (same as in our genitals), and when we’re being deceptive, our fight-or-flight response forces more blood into our outer extremities—which can make the nose tickle.
   a. This physiological response has long been suspected as the basis of the Pinocchio story, and any liar worth their salt knows this—but you might be able to spot this tic in a little kid.
b. Tread carefully with this tip, Sherlock, because according to Dr. Oz, all men and women touch, scratch, or pick our noses approximately five times in an hour.

2. Obtain the baseline by getting using the proper steps discussed in “Gathering Intel” Module.

Now that you’ve mastered the art of deciphering people’s facial flubs and faux pas, the truth is within your grasp. You know how to get your target’s baseline; study his words and vocal tone for hot spots; and pinpoint the changes on his face that indicate there’s more to the story. Next stop, the full body surveillance. You’re about to master the art of observing the moving target.

VII. Exercising Your BS Barometer: The Stakeout

Much of the exercises for this step are about training your attention to fine details, a skill that will help you spot microexpressions as they’re happening. Remember: the more practice you have in studying truthful people’s emotional expression, the better you will become at spotting liars!

A. Download Your Free Instant Replay for This Chapter. Visit www.youcantlietome.com and listen to my dear friend Oscar Rodriguez, a hypnotherapist in the Washington, D.C., area, as he reviews with you all the tools you learned on your stakeout.

B. Tube In! Visit www.youtube.com/user/bsbarometer and watch a person’s baseline video first, then two corresponding stories next. Can you spot which one is the lie based on the person’s facial expressions alone? Once you’ve made your guess, click on my video analysis for that person. Good luck!
VIII. Review

• *Reading microexpressions is not mind reading.* Although leaked microexpressions will tell you what emotion someone is feeling, they will not tell you why he or she is feeling it—you have to follow through with the entire BS Barometer sequence to find out whether the person is being honest or not.

• *Some people’s body language can’t be trusted.* Not everyone’s body language is a true reflection of their feelings. Children, those who are mentally limited, and drunk people all are nonverbal wildcards. Don’t put too much stock into their nonverbal messages.

• *The mouth is the window to the soul.* When in doubt, look for the lips. Because remember: when we don’t like what we see or hear, the lips disappear.
Module 7: Full Body Surveillance

Obviously we’re under constant surveillance, a camera on every phone, a camera in every home. Wake up people, it’s 2011.
—Rapper Bobby Ray

Purpose:
Fine-tune your visual information channel, which some experts say contains more than 50 percent of the true message behind our words, note the hot spots—not to proclaim guilt or innocence, and gather all body language deceptive tells for the next phase, “The Interrogation.”

Measureable Learning Objectives:
- Demonstrate open and honest body language
- Classify liars using three specific categories
- Detect the imbalance of a liar’s nonverbal and verbal messages
- Identify a liar when he/she is “talking up” his/her innocence
- Spot when someone is trying to retreat from the guilt
- Experiment full body surveillance at home
I. Be the Change You’re Looking For

A. Bearing in mind that people tend to mirror one another, it’s in your best interest to present honest, open body language. This will serve two purposes:
   1. Using strong, open, honest body language will help any subject feel more secure with you.
   2. Because he’ll unconsciously feel like you trust him, he may be more open to telling you the truth.

B. Because, remember: we’re not looking for the lie; we’re looking for the truth. Anything you can do to help other people be honest will help you, too.

C. When you consciously use open, honest, natural body language cues, people around you will subconsciously mirror them.

D. Honest people tend to:
   1. Point their toes and body toward you.
   2. Lean forward with casual interest.
   3. Are somewhat casual and at ease, but not artificially, so they shift their body posture fluently, without any nervous tics.
   4. Keep their throat, neck dimple, belly button, and “naughty bits” all open and pointed toward you.
   5. Use a wide, solid, powerful stance (“short, fat candle”) versus a tight, wobbly stance (“tall, tapered candle”).
   6. Uncross arms, —keep their hands down at their sides or on their chairs.

II. Intro to Taking Care of Business in Full Body Surveillance

Our body’s nonverbals walk along the same tightrope we explored within the modules on “Wiretap” and “Stakeout,” with the same three categories of signals to make your BS Barometer’s needle go crazy.
III. Overview of the 3 TCB Categories

A. Teeter-Tottering
The biggest teeter-tottering red flag you might see during your full body surveillance will be obvious physical discomfort or unconscious incongruence of a liar’s gestures with what’s coming out of his or her mouth.

1. Ill-Timed Shoulder Shrugs. Shoulder shrugs indicate uncertainty, so when a shrug shows up with a definitive statement, it could indicate deception.
   a. “Have you ever cheated on your husband?”
   b. If you see “No!” partnered with a shoulder shrug, there’s definitely more to the story there.
   c. Although typically very subtle, and often involving only one side, the shoulder goes up around the ears.
   d. That shrug belies the “No”—there’s something being held back. But it may not be her infidelity.
      i. Perhaps it’s the fact that she knows her best friend is cheating on her husband
      ii. Or she thinks her husband is running around on her.
      iii. Or maybe her father cheated on her mother for years.
      iv. Or maybe, just maybe, she’s lying and she is in fact cheating.
      v. But one shrug does not a guilty spouse make. Slow it down there, Speedy Gonzalez!

2. Ill-Timed Hand Shrugs. The often less noticeable hand shrug is very similar to the shoulder shrug.
   a. The palms typically stay facing down on the lap or table, and all of a sudden, they face up.
   b. The meaning is the same as a shoulder shrug: ambiguity and uncertainty.

3. Involuntary Bodily Functions. The fight-or-flight-or-freeze response to stress is automatic and can cause a number of real physiological changes that indicate how much stress a liar is undergoing.

Notes:
a. Excessive sweat. The body produces sweat during stress to keep it from overheating. This effect might show up as just sweaty palms or full-on pit-soaking.

b. Growling stomach, burping, gas. Some folks have a nervous gut and can start to have all kinds of digestive reactions to stress.

c. Jittery hands. We lose our dexterity during fight or flight.

B. Convince-not-Convey

Below are the most important areas to focus on when preparing to bust the overly anxious and arrogant convince-not-convey liar in your life.

1. Timing of Gestures Is Off. A lot of keynote speakers, trainers, workshop facilitators, athletes, and politicians are coached to touch their chests when they speak—because it’s supposedly a sign of honesty. Pardon me, but that’s BS.

2. Palm-Down Gestures. A palm facing down at a meeting is almost always an attempt to control and keep a tight reign on the conversation.

   a. When used while addressing a group from a standing position, a palm-down gesture is even more controlling.

   b. This move is used to attempt to get everyone around the person doing this gesture to stop and listen.

WASHINGTON, D.C.—JUNE 16: During her weekly news conference in June 2011, House Minority Leader Representative Nancy Pelosi refuses to answer questions about the news that House Representative Anthony Weiner was to resign that day amid a lewd Twitter photograph scandal.

Notes:
CHICAGO, IL—JUNE 7: Former Illinois Governor Rod Blagojevich leaves the Dirksen U.S. Courthouse in 2011, after another day of his retrial on federal corruption charges in Chicago, Illinois.

3. “Convincing” Steepling Gestures. The Steeple: Holding hands in a way so that all fingertips are touching, like prayer hands.
   a. Communicates power, security, and confidence.
   b. Steepling can also appear with liars who are overly confident and trying to nonverbally bully you: “I’ve got it all figured out; I have a plan. Don’t even try to question me.”
   c. Both the attempt to show power or a lack of power can be used to try to convince us of lies.

Prince Charles demonstrates the body language move called, “Steepling,” it typically sends the message of power, authority, and confidence. The “Steeple” . . . Donald Trump does it; Oprah does it; even Mr. Burns on The Simpsons does it.

However, when suddenly used to convince us that they have nothing to hide, it could be a “Hot Spot.”

Notes:
4. **Crotch Displays.** This move is exactly as it sounds, it’s when a person displays his groin area, or as Janine Driver calls it, the “Naughty Bits.”

On July 19, 2011, this hooded man holding a gun was demonstrating a confidence crotch display in a neighborhood in the southern outskirts of Guatemala City. He and many other men in hoods were there to prevent an attack from the Salvatrucha gang, who have threatened and extorted members of their community.

   a. **CAUTION:** These movements are not a sign that they’re confessing—not even close.
   
   b. We see the crotch display make its appearance often when the person we’re confronting is being openly defiant.
   
   c. This sign can, at times, be like saying, “Screw you—you’re not getting anything from me.”

5. **Forward Leans.** In convince-not-convey, some liars might use this more typically used by an honest person pose to try to impress you with their “genuineness.”

**POP QUIZ**

Power is more than a state of mind—it’s also a nonverbal signal. People associate power with people who (Please circle TRUE or FALSE):

1. Smile less **TRUE** **FALSE**
2. Gaze more **TRUE** **FALSE**
3. Touch others more **TRUE** **FALSE**

---

Notes:
6. **Fake Fig Leaves—Keeping the “Bits” in Lockdown.** When the fig leaf—holding your hands in front of your naughty bits—is real, it communicates humility, timidity. But when it’s not real, it’s an attempt to manipulate the other person into believing you’re not a threat: *I’m way more innocent than you might think, really!*

C. **Backsliding**

The exact opposite of convince-not-convey, here the liar tries to minimize everything about herself.

1. **The Implosion.** To collapse inward and ultimately become a smaller target. The implosion is all about retreating into yourself—slouching, giving short answers with little detail, hiding hands in pockets or under sweaters, leaning back. It’s all about retreat.

   a. When you’re norming people for detecting deception, note their stance. If a guy is sitting there with open stance, and then you ask, “Are you in love?,” and he crosses his ankles, he’s getting smaller—that’s restraint.

   b. If you ask, “Are you married?,” and she suddenly covers her neck dimple with her hand, or does a thinking pose with her hand over her mouth or on her chin to cover neck vulnerability, that’s a hot spot—she could be lying to you. Or maybe she’s telling the truth and there’s another story there.

2. **Body Blockers.** Body blockers are little protective shields people use to feel less exposed. They may hold their coats or their briefcases, or put their pocketbooks across their laps, or suddenly cross their arms. It doesn’t mean they are lying, but it does mean there’s a sudden increase in anxiety in the room.

Notes:

4. Gesture more                  TRUE                   FALSE
5. Interrupt more often          TRUE                   FALSE
6. Speak in a louder voice       TRUE                   FALSE
a. Backsliders will always opt to have a table, a book, a plate, a cup, anything in front of them. That’s why it’s much better to confront the subject when nothing is available to block him.

b. For example, if you’re headed into Starbucks, go for the couch versus the table—you’ll leave him much more exposed.

c. Forms of body blocking
   i. Putting an object on your lap, a folder, a coat, or a briefcase.
   ii. Putting hands on the mouth, neck, throat—any of the vulnerable areas where most people feel the truth can leak out.
   iii. Eye blocking: For instance, you may suddenly see this when people start to squint.

3. Pacifiers. Pacifiers are used as an unconscious way to relieve tension. They’re ways that we unconsciously touch our bodies to self-soothe, to make ourselves feel better.
   a. Some of the most common pacifiers are listed on the table on pages 170 and 171 in You Can’t Lie to Me (if you’ve ever seen someone bite their nails, twirl their hair, or pick their cuticles, etc.).
   b. You may see these in a nervous person, whether she’s lying or not—it’s her way of dialing down the anxiety of the situation.
c. We all do some of these sometimes. But if someone has been exhibiting confident open body language and then suddenly starts pacifying with one or more of these signals, that’s a massive hot spot!

IV. The Final Taking Care of Business Reminder: Just Say No to Mind Reading!

Now that you have a good handle on the New Body Language cues that can indicate hot spots, you can use all those little signs—crossed ankles, crossed arms, hands over the neck, men playing with their collars because it’s getting hot under there, legs wrapped around chair legs—as a series of hot spots to dig into.

V. Review

• **Stay open.** Using confident, relaxed body language will keep your target feeling less stressed and more likely to share the truth.

• **Pacifiers don’t indicate guilt.** They merely indicate anxiety. Some people’s norm is to be a bundle of nerves. Crossed arms or wringing hands might just mean they’re cold!

• **Watch that crotch!** When you see a guy lean back and spread his legs during a tense conversation, be prepared—he might be gearing up for a counterattack.
Module 8: The Interrogation

Purpose:
Decoding the You Can’t Lie to Me interrogation method based on research that proves that an “information-gathering” style is the most effective interrogation technique.

Measureable Learning Objectives:

- Describe the proper way to prime people to tell the truth
- Understand the ability to ask open-ended questions
- List the steps to WAIT
- Explain the “Rule of Three”
- Break-down the steps to advanced questioning
- List when you would use closed-ended questions
- List the steps of the closed-ended questioning technique
I. Start with an Open Mind

A. The “Good Cop/Bad Cop” aggressive approach doesn’t produce all the information you’re looking for during your interview.

1. The interviewee is likely to shut down and, like a petulant child, refuse to participate:
   a. “You don’t believe me anyway, so why should I talk to you?”
   b. And, if they’re not that strong willed, you might get the poor soul who is so suggestible that she fesses up to a crime she didn’t commit!

2. People will shut down and refuse to answer your questions more often than you might think.

B. Open-ended questions (such as, “What did you do this morning before breakfast?” or “Did you run into anyone you knew at the store today”) will allow you to gather as much data and “facts” (or lies) as you can at once.

II. Prime People for the Truth

Way before you get down to that big Yes-or-No question, you can improve your chance of getting an honest answer by “priming” your target to tell the truth. Turns out when a person is asked to “swear to tell the whole truth and nothing but the truth,” —it works.

A. One study found that kids eight to sixteen years old who had promised to tell the truth before being asked about a transgression were eight times more likely to be honest than those who had not promised.

B. U.K. sex offenders who volunteered to be hooked up to lie detectors were five times more likely to confess to new crimes than were offenders who were not hooked up but were later found to have abused children.

C. Even people taking a pre-employment test only needed to be politely asked to be truthful, and they gave significantly more honest answers.

III. The Basic Interrogation Technique

The real secret of detecting deception is to know that you have to ask a lot of questions and to continue doing so until you get what you need. Below is the list of interrogation questions in order.

Notes:
IV. Order of Questions

A. Start with an easy, innocent question that you already know the answer to, or one that you know won’t arouse any suspicion:
   1. What are you doing this weekend?
   2. How was the movie last night?
B. And move slowly up to the more heavy-duty ones.
   1. Is this a picture of your wife?
   2. Why is there a tan line on your ring finger—did you recently get divorced?
C. Ask Open-Ended Questions

Yes or No questions are typically dead ends. You only ask those in very specific moments. (We’ll get to which later.) For now, you want to get the basics down: Who, What, When, Where, Why, How. The more questions you ask, the more information you gather, and as you ask, keep your eyes open. Then, keep going just for quantity:

   1. What is it about …. ?
   2. You said …. Tell me more.
   3. What do you mean?
   4. How did he show you … ?
   5. How do you explain … ?
   6. How long have you … ?
   7. Tell me what happened….
   8. When was the last time … ?
   9. What were you doing … ?
  10. What you did is…
  11. Why would you … ?
  12. Why did you … ?
  13. Repeat what you just said….

Notes:
14. Where did this happen ... ?
15. Who said ... ?
16. Who did ... ?
17. Explain...

D. Maybe I’m Wrong Here

This is where the baseline comes in—you’re looking for those deviations that come when people seem slightly uncomfortable. Any time anyone deviates from that nonverbal baseline, use one of these examples, then WAIT.

1. “Maybe I’m wrong here, but it seems like there’s more to the story.”
2. “Maybe I’m wrong here, but when you said your ex-girlfriend wasn’t at the bar last night, you seemed happy.”
3. “Maybe I’m wrong here, but it seems like you’re pretty happy with losing your job.”
4. “Maybe I’m wrong here, but you seem a little anxious about your meeting later.”

E. WAIT = Why Am I Talking?

Silence is interrogation gold. People don’t like awkward silences and they will do almost anything to fill them up. After the “Maybe I’m wrong here ...” pattern of the previous technique, follow it with the WAIT protocol:

1. “Is there any reason why?" : Is there any reason why you’re telling me this but you’re showing me that? Is there any reason why you told me you’re happy to be here, but you’re showing me fear or contempt or disgust, or you seem a little anxious? (Note: If you recognize a true signal of fear, that’s exactly the moment to dig deeper.)

2. “Really?"

   a. Say it like you’re from Boston—in other words, like you’re basically saying, “I don’t think so.” A truthful person has no problem if you ask them a question:

      “So, where were you last night?”
      “I was out with Janine, and Mike, and Jeff.”
      “Really?”
      “Yeah [shrugging]. Really.”
b. But a liar needs to be believed. So as soon as you say, “Really?,” a liar is going to freak out: “Yeah, what do you think I am, a liar? I knew this was going to happen. I knew you weren’t going to trust me. Why do you always do this? You’re so insecure.”

   a. Whoever speaks next loses. A truthful person believes you will believe them, but a liar will immediately think the worst (salespeople are so good at this—so are lawyers and journalists).
   b. If it looks like they’re getting anxious, don’t be in any rush. Let them sit there and stew. Take it from Janine Driver, a former investigator: it is torture to let someone who’s lying sit in their own silence for a while—because they don’t know what’s going on. They’re getting anxious and their heart rate is going, their blood flow is increasing—they’re freaking out.

**V. The Rule of Three**

When it comes to answering a question, there’s one right way to do it—answer the question. Liars sometimes spend a lot of time talking around the question. You can measure a person’s sincerity by how many words stand between the question and his denial.

A. More than three, and he’s a big fat liar:
   “Did you steal the money out of my wallet?”
   “What? Seriously, Mom. Are you seriously asking me if I took money from you? How could you think I would do that? I could never do that. No, I didn’t.”

B. Busted. How would an honest person answer?
   “Did you steal the money out of my wallet?”
   “No, I didn’t.”

C. If people don’t get to “No” within three statements, there’s an 85 percent chance they’re lying. You have to give them these three chances because they may take exception to something else in your question—maybe they feel you’re attacking their identity, integrity, belief, or religion. Their reaction might have more to do with feeling attacked than denying the charge itself. But we draw the line at three!

**Notes:**

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VI. Advanced Techniques

The WAIT technique is usually enough to bust most of the liars in your life—the people with a conscience. But what do you do about those others, the serial offenders, the ones you just can’t pin down?

A. Strategic Use of Evidence Approach

When being questioned, the truthful person has nothing to hide—it doesn’t matter what the other person knows (or thinks they know), he wants to tell everything he knows to be true. In contrast, the liar wants desperately to find out what the other person knows so he can adjust his story accordingly.

1. In one Swedish study, policemen who were trained in SUE techniques increased their accuracy rates by a staggering 30 percent. Cops who didn’t receive the training identified a thief correctly 56 percent of the time; cops who did receive the SUE training spotted the guilty party 85.4 percent of the time.

2. A long time favorite technique of TV detective Lieutenant Columbo, SUE works on the old “give them enough rope to hang themselves” principle—by letting the person talk at length before revealing what you know, you get a whole bunch of bonus information for further analysis. But it also helps you to approach the whole situation with an open mind, so you can absorb extra information you might not be expecting if their guilt is a foregone conclusion. And, perhaps the most important thing is, it keeps the outcome of the conversation under your control. If your husband spent the afternoon at the retirement party for sweet Betty, the seventy-year old receptionist, and she gave him a big good-bye hug and kiss—that lipstick on the collar didn’t cause a marital blowup, lost trust, and major hard feelings.

B. Ask a “How” Question

Earlier we talked about the fact that liars won’t discuss emotions when recounting a story. They’re so focused on the “facts” of the situation, they don’t stop to think about how people are feeling. This blind spot makes “how” a great area to probe—often they haven’t anticipated these questions and so aren’t prepared for them.

Notes:
1. Scott Peterson was asked, “How was Laci when you last saw her?” His response? “She was in the living room wrapping presents.” Meanwhile, what was really happening: he was in the living room wrapping up her dead body with duct tape, before he threw her in the water. He didn’t answer the question with a “how”—he answered with a “what.” (A fake “what,” to boot!)

2. Joran van der Sloot, alleged killer of American teen Natalie Holloway, was asked, “How was Natalie when you last saw her?” His answer: she was walking along the beach. Sorry, buddy—that’s not a how.

C. Who Will You Vouch For?

If you ask a person who might be a suspect, “Who could’ve done this? Who could have taken the money?,” a truthful person will say, “Well, any of us could’ve taken it.” A liar will name other people, but won’t name himself: “Well, I saw Kendra, Lisa, and Julie over there—they were over by the pocketbook.”

1. One of Janine Driver’s students, James, a “loss prevention expert”—that is, a security guard—told me of a related tactic they use in retail theft. If an item is missing from a store, and they have a bunch of suspects but no one is fessing up, James will ask each one, “Who would you vouch for?”

   a. An honest person will say, “Well, I can vouch for myself … and maybe this one other guy, but other than that, I don’t know.”

   b. James says the guilty person will not mention themselves. Instead, they’ll say, “I can vouch for this one person,” but then give a slew of other names of people who could be guilty, in an attempt to muddy the waters.

D. Look Me in the Eyes

When someone is creating or recalling details about a story, they often shift their gaze to look at an inanimate object in order to focus more intently before turning back to make eye contact again. But if you insist that the person maintain eye contact, he or she is going to have to work doubly hard to draw up those details with the distraction of your gorgeous face. That’s when the liars extra work will become readily apparent.

Notes:
E. Tell the Story Backward

To quickly increase a liar’s cognitive load have him/her tell the story backwards. Liars typically can’t do it. They might be using every last neuron to keep their story straight—what they did first, second, last—so if you said, tell me the whole story in reverse order, something’s going to crack.

1. Now, this technique can be a bit tricky—not everyone can use this tactic:
   a. A woman can’t ask her new boyfriend to recount his whereabouts the night before in reverse order. But, a husband who’s been busted cheating before and his forgiving, but suspicious wife has a hunch he’s doing it again could.
   b. A person in law enforcement or the parent of a teen who’s very worried about drug use could certainly use this when confronting the suspected liar. People memorize the story from the beginning to the end, not the end to the beginning, so that’s where they will stumble.

F. Ask the Same Question Three Ways

Trying to get at the same information in several ways can increase a subject’s cognitive load and make the person hesitate while answering.

1. How old are you?
2. What year were you born?
3. When did you graduate from high school?
4. Whose house were you at?
5. Were the parents home the whole time?
6. What time did the mom get home?

G. Ask a Bizarre Question

1. People who are lying want to appear relaxed and compliant—they don’t like to refuse to answer a question because they think it will make them seem deceptive.
2. People who are telling the truth can get exasperated by bizarre questions.
3. For example, if you ask, “What type of salad dressings did they have at the restaurant?” A liar might try to recreate a list, wanting to seem “helpful.” But the truthful person would look at you like you’re crazy. “Huh? Why do you want to know that? I have no idea.”

H. Throw Them a Lifeline

When liars are drowning, they will occasionally reach out for any help you are willing to give them to get away with their deception. So, go ahead—indulge them. Give them a way out—and turn it into a trap.

1. Prepare a couple of plausible alternatives. Create explanations that seem possible and almost excusable—but while the first two are more human, the last one shows the liar in a downright cowardly light.

2. As you offer the first explanation, watch his nonverbal language. If he’s buying it, nodding his head, looking at you, then say, “Or …,” and move forward to the cowardly version right away. If your suspect is not buying your first anecdote, then move to your second story—and then finish him off with the cowardly version.

3. At the end of each one of these scenarios, once you have your “confession,” you alone can decide if it’s a deal breaker for your relationship.

I. Listen for the Deep Breath

When people lie, they often hold their breath. As the liar watches you to see if you’re buying the story, if you suddenly appear to let down your guard, she may as well.

1. Janine learned this trick from the great J. J. Newberry. He taught a course in questioning for Customs and Immigration officers. People who are trying to outwit Customs will often memorize answers to common questions. J.J. taught his agents to ask those common questions in a first interview, but then to listen carefully for that deep breath as the suspect turned away—those are the people they would bring in for the second interview.

Notes:
2. If you hear that deep breath, that’s a level 10 red alert that something’s going on. You might use that to say, “Okay, let’s back up—what was happening when I asked you that question?” Or, if you’re in the middle of a heavy-duty line of questioning, and you hear a heavy sigh, you might be about to hear a confession. Stay tuned: important stuff is happening.

J. The “No-Nos”

Remember the rule of three—if they don’t say, “No, I did not do it,” in the first three responses, that’s a big red flag. What you’re looking for in an honest person is always a “No,” pure and simple. Sometimes you’ll get a No, but it will be what we at ATF called a “bad no”: one that’s cluttered, with stuttering or wobbling, overextending it, multiple no’s at key questions. If they keep it simple, it’s likely they are simple being honest. I call these phrases the “No-No’s”:

1. I knew this would happen.
2. Do you want me to confess to something I didn’t do?
3. I would be stupid to do that.
4. Are you saying you think I did it?
5. Honestly, I didn’t do it. I swear I didn’t.
6. I already answered that.
7. I knew you didn’t trust me.
8. I would never do that.

VII. The Big Guns: The Closed-Ended Question

Surprisingly, sometimes a great way to get someone to slip you the truth without them realizing you are on to them is simply to ask them a “Yes” or “No” question. If they begin their response to a closed-ended question, with the word, “Well,” there’s a high probability that they are holding something back.
A. When people use the word “Well” to answer a yes/no question, they are about to send you on a fishing trip to find the truth. Now, if they use a “Well” in response to an open-ended question, they could be forming their answer, and most likely it is not a lie. (For instance, if you asked your boyfriend, “How was your day at work?” He may respond with, “Well, it was a bit on the boring side.”)

B. But if they answer a yes/no question with a “Well,” they are creating a smokescreen to your question—they’re trying to make you think they’ve answered your question, but in fact, they haven’t. So, what to do? Follow this example:

1. **Step 1.** You heard from a reliable source that your new boyfriend, Jeff, was badmouthing your sister. You calmly ask Jeff, as if you are confused, “Did you say something negative about my sister at last night’s party?”

2. **Step 2.** WAIT until he finishes speaking before adding more information. Listen to your boyfriend respond, “Well, it was superloud at the bar in DuPont Circle last night and it was hard to hear. It was hard for people to hear what I was saying all night and people kept getting confused and misunderstanding me.” (If the person doesn’t use a “Well,” but begins to ramble and give anything other than a “Yes” or “No” response, you still have yourself a hot spot).

3. **Step 3.** Redirect the conversation back to your original question. Give them one more chance to come clean.

4. **Step 4.** Listen to their response uninterrupted.

5. **Step 5.** Ask them, “Why should I believe you?” A truthful person will tell you it’s because they didn’t do it or because they are telling you the truth. A liar will again stall or may say, “I don’t care if you believe me or not!”
   a. Ask again. No matter what they say, even if they say, “Because I’m telling you the truth.”
   b. Ask the same question again. “That doesn’t answer my question though. Why should I believe you?”

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**Notes:**
c. A truthful person will once again repeat that they are telling the truth or they didn’t do the act in question. The liar will stall, get overly aggressive, or become dismissive of you.

6. **Step 6.** (optional) Ask them, “Did you expect that I wouldn’t find out what really happened?” Now, the liar will say “Yes” or “No”; the truthful person will say something like, “I have no idea what you are talking about.”

**VIII. Exercising Your BS Barometer: The Interrogation**

The interrogation exercises build your confidence and develop patience. You need to have both if you’re going to be able to ask powerful questions and have the courage to WAIT for the answers! Below are some exercises for those who might be more interested in finding out what it’s like on the other side of the thin blue line—the police. The police put themselves in harm’s way every day to protect us. If everyone had a chance to walk in their shoes for a day, I think we’d all have a greater appreciation for how many liars they spare us from!

**IX. Review**

- **Open-ended questions are versatile.** Getting the person talking gives you more information on their story and also way more intel on their nonverbal quirks and their emotional hot spots.
- **Patience is your best tool.** When you’re the one looking for the truth, you really have nothing but time. The liar will be anxious to get things over with and may trip himself up. The truthful person will just be bewildered by your odd mannerisms.
- **Ask for the truth.** Believing in people’s intentions to be honest—and holding them explicitly accountable for that honesty—may be the most powerful truth serum we have.