

## Chapter 12: Deception

### Key Terms and Concepts

human inaccuracy at detecting deception	high stakes lies
veracity effect	deception detection
deception	deception stereotypes
motives for lying	wrong subjective cue hypothesis
distortions, omissions, falsifications	familiarity and deception detection
Information Manipulation Theory	truth bias
manipulating quantity, quality, relevance, and manner of information	lie bias
Four-Factor Model (arousal, attempted control, cognitive, and affective factors)	suspicion
sending capacity hypothesis	opposing effects model
Interpersonal Deception Theory	probing effect
strategic versus nonstrategic behaviors	behavioral adaptation explanation
demeanor and deception	probing heuristic
Machiavellianism	Othello error
high self-monitor	imposing-cognitive load approach
prepared versus spontaneous lies	strategic-questioning approach
motivational impairment effect	contextual knowledge and detection
	nonverbal cues to deception (Box 12.3)

### Chapter Summary

- I. People are not accurate deception detectors
  - A. People's detection accuracy is above 50 percent for truths, but well below that for lies. This effect is known as the veracity effect.
  
- II. Deception is a form of persuasion and has been conceptualized in a number of ways.
  - A. Lies can be categorized according to the deceiver's motivation for telling them (e.g., lie to affiliate, lie to protect self, lie to avoid conflict).
  - B. Lies can be distinguished by strategy (i.e., distortion, omission, and falsification).
  - C. Information Manipulation Theory suggests that deception occurs when speakers manipulate the amount, relevance, veracity, and/or clarity of information being communicated.
  
- III. Considerable research has examined the enactment of deception.
  - A. Two theoretical frameworks have been used to describe the behaviors we might expect deceivers to engage in.
    - 1) The Four-Factor Model suggests that, compared to people telling the truth, liars are more aroused, attempt to control their behavior more, experience more negative emotions, and expend more cognitive effort.
      - a. The sending capacity hypothesis argues that in the process of lying, individuals attempt to control their behaviors, yet they pay more attention to some behaviors over others.

- 2) Interpersonal Deception Theory suggests that while liars strategically create messages (i.e., liars manipulate information in their messages, intentionally control their behaviors, and manage their images), they also exhibit nonstrategic behaviors (i.e., they leak nonverbal cues that signal deception).
  - 3) Though theoretical perspectives have been criticized as inaccurate, they may be useful for identifying behaviors enacted during specific types of deception (e.g., high stakes lies).
  - 4) (Box 12.3) There are numerous verbal and nonverbal cues related to deception.
- B. Several factors influence how successful a liar is at getting people to believe him/her.
- 1) Some people are especially transparent and easy to detect, while others have an honest demeanor and are difficult to detect.
  - 2) Machiavellians, high self-monitors, socially skilled individuals, and males are the most successful at not being detected when lying.
  - 3) Prepared lies and lies containing emotional information may be easier to detect than spontaneous lies and lies containing factual information.
  - 4) The motivational impairment effect suggests that as people become more motivated to lie successfully, their behavior becomes more rigid and over-controlled.
  - 5) People telling high stakes lies may be more detectable, as they are more motivated to succeed.

IV. Considerable research has also examined the detection of deception and has noted how complex and idiosyncratic the process of deception detection can be.

- A. Several factors influence how successfully people detect deception.
- 1) The wrong subjective cue hypothesis suggests that people tend to have stereotypes about deception (e.g., "people don't look you in the eye while lying") and that such stereotypes are inaccurate and hinder detection.
  - 2) Research suggests that people say they rely on one set of cues to detect deception, but actually rely on intuitions that may be somewhat accurate (in other words, the subjective cue hypothesis is wrong).
  - 3) Training people to detect deception may help or hinder their detection abilities, depending on the method of training.
  - 4) When a large number of studies are examined side-by-side, individual differences do not appear to play a significant role in deception detection.
  - 4) Perceptual biases like the truth bias (the belief that people are generally honest) and the lie bias (the belief that people are generally deceptive) hinder successful detection.
  - 5) Familiarity with a liar can facilitate detection by making you more aware of changes in his/her behavior, but hinder detection by making you more susceptible to the truth bias.
  - 6) The opposing effects model says that being suspicious makes you more accurate when judging lies and less accurate when judging truths.
  - 7) Probing liars for more information may make a person less successful at detecting deception. There are two competing explanations for this "probing effect."
    - a. The behavioral adaptation explanation asserts that when probing occurs, liars realize they are suspected of lying and alter their behavior to be more believable.
    - b. Another explanation says the probing effect results because detectors fall victim to a probing heuristic. Specifically, they think that it is so difficult to lie while being probed and that probed people simply choose to behave honestly.

- 8) The Othello error occurs when individuals mistake anxious behavior as a sign of deception.
- 9) Making lies difficult to tell (imposing cognitive load) and the use of strategic questions may help elicit cues to deception.
- 10) Understanding the context within which a lie is told can improve deception detection