

## LIE DETECTOR

By Charlie Teljeur



"WE HUMAN BEINGS ARE TRUTHFUL BY NATURE AND MOST OF US FIND IT REALLY UNCOMFORTABLE TO LIE", SAYS MARK MCCLISH, FORMER US MARSHAL AND AUTHOR OF DON'T BE DECEIVED: THE DEFINITIVE BOOK ON DETECTING DECEPTION (WHICH YOU CAN ACQUIRE AT HIS WEBSITE STATEMENTANALYSIS.COM). MCCLISH HAS THREE DECADES OF LAW ENFORCEMENT EXPERIENCE AND IS AN EXPERT WHEN IT COMES TO DETECTING LIARS. "IN AN OPEN STATEMENT PEOPLE RARELY LIE AND YOU CAN DETERMINE THEIR TRUTHFULNESS FROM A CLOSE EXAMINATION OF WHAT THEY SAY - AND DON'T SAY." WHILE THERE IS A MULTITUDE OF THINGS TO LOOK FOR IN A LIAR THERE ARE SOME TELLTALE SIGNS TO PICK UP ON.

Here are five big ones to get you started.

### Watch Your Language

People ALWAYS word their statements based on their knowledge and the answer may contain more information than you might first think. Look closely at their wording which not only analyzes whether they're being truthful or not but also may contain more information than the respondent intended to offer up. When questioned about his possible affair with Monica Lewinsky, President Bill Clinton was asked about whether he had lied under oath or not. His answer? "I was bound to be

truthful and I tried to be." The word "tried" means attempting to do something but not succeeding. In other words the President was not intent on being truthful.

### Put Your Neck Out There

Having to lie builds internal and external pressure in a person. A body will automatically and involuntarily kick into a stressful mode, manifesting into things like twitches, odd mannerisms and perspiration - especially around the neck and collar area. This causes physical discomfort which is why

you'll often see liars reach for or rub their neck line. Hot under the collar isn't just a catchy phrase.

### Watch the Hands

From the time we're born we're inherently conditioned to think of lying as bad. A child who knowingly lies will often bring his hands up to his mouth as if he's trying to physically prevent himself telling the lie and whether we like it or not those genetic traits follow us into adulthood. Once you establish a baseline of how a person acts physically when telling the truth ("Where do you live?" for example) you can detect deviations when the respondent is given an opportunity to lie. He may touch his chin, ears, lip, anything that might indicate he's not telling the truth. It's instinctual and almost impossible to not fidget in this manner when lying.

### The Eyes Don't Have It

You might have heard that when we look up and to the right when answering a question we're accessing the creative part of the brain while up and to the left implies memory recall. But did you know that only applies to right-handed people? If you're left-handed the opposite is true. Eyes aren't nearly the telltale signs we want them to be. It's not really about where they look, and don't look, while answering a question but about the deviations they have between being truthful and lying like a rug.

### Be Straight With Me

Considering a human being's distaste for lying, one of the most obvious clues into someone's honesty is the simple ability to answer the question he's been asked. To avoid lying he will often deflect the question or cloud the issue by switching to another subject. This doesn't necessarily imply that the person is lying but it illustrates his tendency towards avoiding the truth. A person who avoids direct questions does so for a reason and once you determine that, you can discover what he may be trying to hide.

