

How To Spot A Liar

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Chapter One

Tell Tale Signs of the Tall Tale Teller

The following techniques are often used by police and security experts to reveal lies. This knowledge is also useful for managers, employers, and for anyone to use in everyday situations where identifying a lie can help prevent you from being a victim of fraud/scams and other deceptions.

You might feel like you'll never find the truth unless you strap each suspect to a lie detector. With these tips, however, you'll be able to spot a liar on your own.

In today's world, where anyone with a boarding pass and a piece of carry-on is a potential menace, the need is greater than ever for law enforcement's most elusive dream: a simple technique that can expose a liar as dependably as a blood test can identify DNA or a Breathalyzer can nail a drunk.

Quietly over the past five years, Department of Defense agencies and the Department of Homeland Security have dramatically stepped up the hunt.

Though the exact figures are concealed in the classified "black budget," tens of millions to hundreds of millions of dollars are believed to have been poured into lie-detection techniques as diverse as infrared technology to study the eyes, facial recognition software to identify suspects on no-fly lists, sensors to spot potential liars from a distance, and analysts trained to scrutinize the unconscious facial flutters that often accompany a falsehood.

While there may not be any one specific foolproof method, there are techniques that one can employ to help spot a liar and his deceptions. The techniques listed here are from the same bag of tricks that law enforcement and security personnel use to help determine when someone is lying. With a little practice and attentive observation this knowledge can become part of your arsenal as well.

Is the person you're talking to very fidgety? You often see children do this when they're telling a tale. That's a sign that a lie is being told.

You see, a person speaking the truth is not concerned about whether you understand them at first because they are always willing to clarify.

The liar, on the other hand, wants to be sure you understand their point immediately so that he can change the subject and no further questions will be asked. When the evidence is fragile, the words they use often become bold.

Yet another way to spot a lie is to look for micro-expressions in the face. You may be surprised that a classic training film for interviewers is the President Clinton footage, in which you can actually see the telltale micro-expression of his forehead as he is denying the thing with Monica.

Some people may be better "lie detectors" than others, better able to distinguish a lie by facial expression, cadence of speech, and other methods but, according to David J. Lieberman PhD, these methods can be learned by just about anyone.

Some methods of questioning may be more likely to elicit the truth. For example - "when was the last time you smoked marijuana?" - is more likely to get a truthful answer than - "do you smoke pot?". Asking the question most likely to get the information you want is a skill and can be learned. Avoiding vague questioning will help avoid lies of omission or vagueness.

If it sounds too good to be true or if someone says they never lie, they are usually among the worst of the liars.

There are two kinds of people in the world, liars and hypocrites and it's the hypocrites who will deceive you more often. When trying to assess a person's honesty, propose a solution that you know is too difficult to attain. If they tell you this is difficult or not doable they are confident enough to be honest. If they agree to do the impossible and never even acknowledge the task as hard, you can assume they will lie to achieve their ends.

A good memory helps when spotting a liar. You will notice that the stories they tell often contradict one another. Liars forget their lies because they are only focused on the moment they are fabricating and telling the lie. They tend to forget the lie they told you just a few days ago.

Also rely on your instinct. You probably are not paranoid. You probably do not have trust issues. A liar will make you feel instinctively insecure for some reason unknown to you consciously. You just have that insecure feeling about them. To be even reading this report it is likely you have a liar in your midst.

Liars tend to move their arms, hands, and fingers less and blink less than people telling the truth do, and liars' voices can become more tense or high-pitched. The extra effort needed to remember what they've already said and to keep their stories consistent may cause liars to restrain their movements and fill their speech with pauses. People shading the truth tend to make fewer speech errors than truth tellers do, and they rarely backtrack to fill in forgotten or incorrect details.

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Chapter Two

The “Hands” Tell The Truth

It's a fact: Lies make our lives more difficult. Liars distort and twist the truth, con us into believing things that never happened or took place. There are literally thousands and thousands of ways such truth distortions and falsehoods taint our life experience and make living our daily lives more of an effort than it really should be.

So what can we do about it? How can we put a stop to lies the second we hear them and reveal the true truth, the actual facts, the exact situation?

The answer is natural lie detection. Natural lie detection consists of techniques, strategies and knowledge that give a person the rare and invaluable ability to separate the real from the fake and always know what to believe and what to question.

Natural lie detection uses no machines, test papers, no video or audio recordings. It is, as the name suggests, a science based on human perception and skill.

It has 3 main components.

- Body language
- Psychology
- Verbal communication.

By having a deep and expert knowledge of all three, you can become capable of spotting 99 out of 100 lies, whether they're spoken over the phone, in person or even over the Internet or via text message.

As this is a condensed Free Report, we cannot cover the multitude of techniques that will teach you how to spot every liar. However, we believe what follows will give you enough knowledge to prove to yourself that these techniques will work for you in your daily life.

This next collection of principles falls under the Body Language category of natural lie detection and focuses solely on how a dishonest person uses, or avoids using, their hands when they're being deceitful.

There are 3 main hand-related signals of deceptiveness.

Signal #1: HAND GESTURE FREQUENCY

People use their hands to visually illustrate and emphasize their statements – it's a way of painting an abstract picture in the air to better help the person or people they're talking to understand the concepts being covered. When someone lies, however, their mind works differently than normal. Their thought process is dominated by the act of being dishonest, convincingly, and they therefore tend to change how they use their hands.

The first change you should look for is in how often they gesture with their hands while talking. The majority of people, when they lie, lessen the amount of movements they make with their hands because they subconsciously want to restrict the volume of information being given to the person they're lying to – out of fear of saying too much, either verbally or physically, and getting caught out or questioned.

More proficient liars, or people who have rehearsed or planned a lie before telling it, actually tend to increase the frequency of their hand gestures. They'll slice the air more with the blade of their hand or point their finger (President Clinton) or clench their fists more frequently to illustrate and back-up what they're saying. So, in short, compare the difference between the amount of hand gestures a person uses when in normal, day-to-day, obviously truthful conversation to when you suspect they may be lying to you or have a good reason to twist or otherwise alter the truth.

Signal #2: HAND-TO-FACE ACTIONS

The second signal you should look out for is an increase in the number of hand-to-face actions a person makes when you think they could be lying. The main reason they touch their faces more often when lying as when telling the truth is because of the internal social pressure they're feeling, which leaks out in the form of hand-to-face actions.

Look for moments when the person momentarily covers their mouth with their hand or fingers. This is a subconscious attempt to stifle themselves and physically block the lie from leaving their lips. They do this to try to block their falsehood from reaching you and thereby decrease the chance of getting caught and lessen their feeling of guilt.

Many people are, on some level, aware of how mouth covers may be interpreted (as a sign that they're lying) so, instead, they try to camouflage the action by lightly touching their nose (which indirectly covers their mouth with their hand).

Another reason many liars touch their noses is because of the increased blood-flow that occurs in its deep tissues, which creates an almost imperceptible tingle that, although not consciously felt and reacted to, causes the liar to unwittingly touch their nose for a moment. So, always keep an eye out for increased hand-to-face actions, especially those that cover a person's mouth in some way or another.

Signal #3: THE HAND SHRUG

When people don't know the answer to something or want to convey the messages: "I'm not sure," or "I don't care," they often lift and quickly drop their shoulders in a shrugging motion.

A variation of shoulder shrugging is the hand shrug: a quick lifting and dropping of one or both upturned hands.

Like shrugging with the shoulders, it's a way of expressing a type of diminished responsibility in regards to an issue or topic – and that's why liars tend to overuse the hand shrug while being dishonest.

Instead of using it only to accompany words that express a feeling of uncertainty or ambivalence – the way people do when being honest – liars use the hand shrug alongside verbal statements that don't relate to "not knowing" or "not caring." They do this subconsciously to distance themselves from the lie they're telling.

Look for these 3 signs of potential dishonesty whenever you suspect someone might be lying and you'll be a step closer to becoming a true master of deceit detection – a human lie detector.

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Chapter Three

The Voice Of The Liar Reveals The Truth

You can instantly know whether you're being lied to by analyzing what someone is saying and the way that they're saying it.

Have you ever been having a conversation with someone, say, in the office, at home or out-and-about and doubted the truthfulness of something they've said? If you're like most people, you no doubt have.

It's a frustrating position to be in. Even though you might suspect one or more of their statements to be false, you have no proof and can't really risk accusing them for fear of being wrong, upsetting them and making a really bad impression.

But, what about if you aren't with them face-to-face and talking on the phone instead or even listening to a message they've left you on your answering machine?

Accurately judging whether or not what they're saying is the truth or a lie is made even harder.

You can't look at their eyes, view their body language or use any other visual clue to help you decide on whether or not they're trustworthy. So what CAN you do? Well, you can use natural lie detection techniques to get a good grasp on what they're saying and, most importantly, whether it's been made-up, twisted or is the entire truth.

Let's look at 4 ways in which people alter or change the way they speak or the words they use when they lie to you. Listen for each one whenever you want to tell if someone is lying to you, either over the phone or face-to-face.

Sign #1: NEGATIVITY

Liars know that when they try to deceive someone they're breaking an unspoken moral and social code – lying, to any normal, decent person – is plain wrong 99% of the time. Because what they're saying is negative, they themselves feel a sense of negativity and cynicism, which leaks out in the words they choose to use.

For example, a liar might say: "I wasn't there when the fire started," instead of, "I was at home when the fire broke out." Or "I never tell lies," instead of, "I always tell the truth."

Sign #2: SELF-REFERENCING

When trying to deceive others, people frequently want to psychologically distance themselves from the lie or lies they're telling. They often do this by decreasing the amount of times they use self-referencing.

For example, they might say: "That car was in the driveway. God knows how it could cause an accident at the same time." An honest person is much more likely to not worry about referencing themselves in their statement, and might instead say: "My car was parked in my driveway. I don't know how it could possibly have been on the road and caused an accident at the same time."

Sign #3: VERBAL DISCLAIMERS

There's a type of verbal deceit signal that many liars use that actually occurs before they tell you a lie, rather than during or after. They are called verbal disclaimers. They consist of sentences that precede a lie, which 'prep' the person who's about to be deceived in an attempt to lessen the chance of them suspecting dishonesty or becoming suspicious of the liar's claims.

For example, saying things like:

"I know you probably won't believe this..." and ... "I can assure you..."

Sign #4: SPEECH SPEED

Because of the complicated mental task of constructing a lie and the equally tricky task of expressing it in words, convincingly, liars often unknowingly slow down their speech speed to help their brains cope. As well as slowing down the speed at which they talk, to give themselves extra time to think up what they're going to say next, liars also do it because they know that speaking more slowly gives their statements more weight. It also allows the person or people listening to take in everything the liar's saying, which decreases the chances of them asking further questions, thereby lessening the chance of the liar being caught out.

There you have it - 4 verbal signs you can spot to ascertain whether or not someone is lying to you. The great thing about knowing these 4 signs, and the dozens of other signs and pieces of info we haven't covered here, is that 99.999% of people have never heard of them and cannot, therefore, try to avoid exhibiting them to keep up their con.

Chapter Four

Calling a Liar A Liar

How can you confront someone you suspect may be lying to you without fear of being wrong?

Like most people, I'm sure you hate being lied to. The problem most people face, who think they've been lied to, apart from finding out the truth, is confronting the person that's been conning them.

It's a really tricky social situation. What if, by some chance, they weren't lying? Or, what if they were lying but won't admit it and instead just choose to aggressively deny being deceptive?

Dozens of questions and uncertainties make confronting a liar a difficult task for anyone to face but there are things you can do to help you succeed.

We're going to look at just one technique of many that you can use to discreetly acquire additional, hard proof of someone's untruthfulness and use that proof to confidently confront them, safe in the knowledge that they cannot possibly deny what they've done because your evidence is simply too strong and damning.

It's called...

FALSE FACT CONTRIBUTION

This discreet detection technique is a favorite of many skilled natural lie detectors, purely because of its high level of effectiveness and reliability. It involves the adding of a fictional fact of your own that relates to their suspected lie, expressed as the truth, to evoke a telling response from them that you can use as a measure of their reliability.

Here's an example. Your partner has supposedly been to the movies with a friend, but you have a sneaking suspicion that they may not be telling you the truth. When they return home you casually greet them in a non-threatening, relaxed way. Once you have eye contact with them, you mention hearing on the radio that there was a massive road traffic accident outside of the movie theatre and ask if it caused them any trouble when they had to leave.

Now, if your partner is lying, you have set up a mighty tricky situation for them. Do they go along with what you've said, assuming it to be true, and say that they saw the accident scene and got out fine, or do they risk saying they saw nothing?

The key to using the false fact contribution technique lies in making the fact you use something they cannot have possibly missed (if it were true). This means you'll get a usable, telling response from them. Either they'll make a reference to it and therefore expose their dishonesty. Or, having actually gone to the movies, they'll say – truthfully – that they saw nothing. In this scenario, you quite casually brush off the whole thing, and say you must have misheard the road name on the radio or something along those lines.

Remember, take note of how your partner – or whoever you're using this technique on – reacts when you contribute the false fact. Watch for changes in their body language, a lessening of eye contact and any attempts they make to quickly change or ignore the subject you've raised.

Looking for these signs give you the best chance of acquiring what you deserve: the truth.

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