

Deception Clues You Should Know About:

What You're Not Seeing While Speaking with People Who Aim to Deceive You



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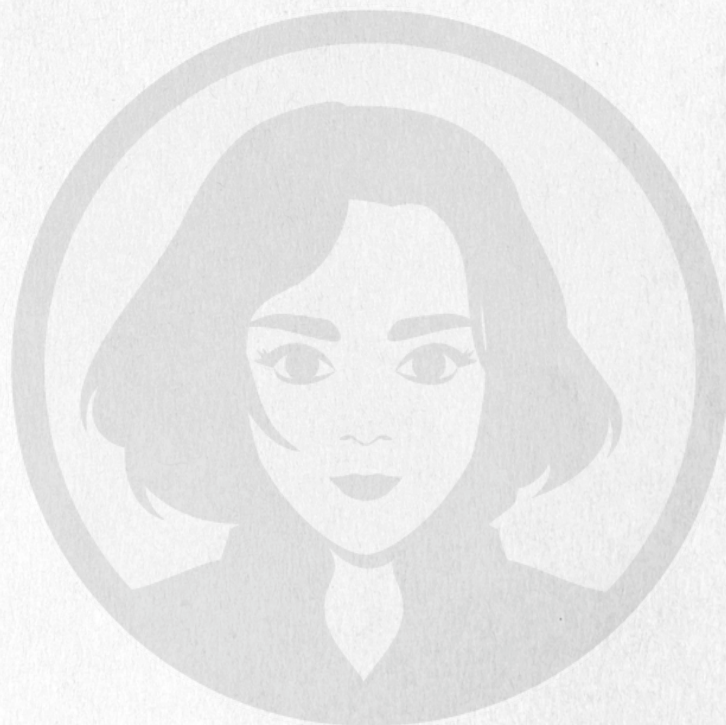


In today's world, uncovering the truth is paramount.

As the world's leading body language expert, I wanted to create a resource to help attorneys like you be more prepared to detect lies in the courtroom and beyond.

This guide will uncover the signs of lying that often slip past even the most discerning individuals.

Join me as we explore the nuances of deception and elevate your ability to navigate the legal landscape with confidence. By the end of this guide, you will possess the tools to detect deception, decipher hidden tells and achieve greater success in your pursuit of justice.



The Challenges You May Be Facing

As an attorney, you are already ahead of most people when it comes to spotting lies.
But without research-based training in deception detection, you may still be missing signs of deception.

Here's where the problem comes in:



Humans, by nature, have a difficult time looking and listening simultaneously.



You're limited by your busy schedule and need a quick way to spot deception.



You haven't had the chance to get formal training in deception detection.

If you've ever had a gut feeling that something wasn't right but couldn't figure out how to prove it, keep reading.

The 4 Signs of Deception You May Be Missing

In everything you do, from jury selection to vetting potential clients, accurate deception detection is a crucial skill.

To help you strengthen your ability to spot lies, I'm breaking down the four main signs that people often miss. By understanding and recognizing these signs, you'll gain a valuable advantage in identifying deception during important interactions. Once you master these, you can apply these tips in every area of your life: interviewing witnesses, watching election debates, and so much more!

1. Bolstering Words: The Power of Exaggeration

When individuals lack confidence in their statements, they naturally resort to bolstering words. These exaggerated expressions, such as claiming something is the “biggest ever” or “breathtakingly beautiful,” aim to convince you of their truthfulness. However, these over-the-top claims often serve as dead giveaways of deception.

By paying attention to these bolstering words, you can uncover hidden lies and determine the credibility of the speaker.

Example from Gwyneth Paltrow Ski Trial:

Claim: Terry Sanderson, bolstered words in his claim that Gwyneth Paltrow ran into him, “**knocking him out**, and **causing a brain injury, four broken ribs** and **other serious injuries**,” according to the lawsuit.

Truth: It was revealed that Sanderson ran into Paltrow and that he did not sustain the level of injuries claimed in his lawsuit.



PHOTO: RICK BOWMER/AP/SHUTTERSTOCK

2. Using “We” Statements Instead of “I” Statements

Pronoun usage can reveal crucial insights into the truthfulness of statements.

While “we” statements may seem inclusive and trustworthy, they are often employed to distance individuals from personal responsibility and avoid direct accountability.

On the other hand, first-person singular pronouns like “I” suggest ownership and truthfulness.

By analyzing the use of pronouns, you can uncover hidden motives and discern the honesty behind the words spoken.



3. Neck/Chest Touching: Revealing Discomfort

Nonverbal cues can be incredibly revealing, and one such sign is the placement of hands around the neck or chest. This gesture signifies discomfort and concern. When individuals are lying or feeling uneasy, they often exhibit this subconscious response.

By observing this behavior during a trial, for example, you can gain valuable insights into their true emotions and assess the likelihood of deception.

Example of nonverbal cues from the Alex Murdaugh Trial:

Alex Murdaugh was observed demonstrating several signs of guilt during his trial. From chin dimpling, tongue poking, shaking his head back and forth, continuous touching of the nose, among other gestures, but no tears.

This indicates Alex Murdaugh was experiencing a mega cluster of distress, regret and guilt. Throughout the trial, he can be seen folding in and hunching his body – a common sign of shame.



Continuous touching of the nose.



Hunched shoulders.



Flushed face.

4. Pauses and Hesitations

Pay close attention to pauses and hesitations during conversations.

These intentional breaks in speech can indicate hidden emotions and deceptive tactics.

Fear often manifests through these pauses as individuals are stalling so they can conjure up a story quickly.

By recognizing and interpreting these pauses and hesitations, you can uncover hidden agendas and make more informed decisions.



In-Depth Example

See these ‘tells’ in action: Elizabeth Holmes



Elizabeth Holmes, the Stanford University dropout who fell from grace when her lies caught up with her and her scam collapsed, is the perfect example.

Before Elizabeth Holmes’ blood-testing company came crashing down in 2013, I was hired by a defendant being sued by Holmes. As an expert in analyzing truthfulness and detecting deception, I was tasked with examining Holmes’ claims and unraveling the truth behind her revolutionary blood-testing machine.

My research revealed that Holmes lacked confidence in her invention and was deceiving the public regarding the test’s efficacy. In short, I reported that she was a fraud before her lies truly caught up to her.



Here’s What Gave Her Away:

- Holmes said, “We have the tremendous belief . . .”
– She was using a bolster word and “we” as her pronoun instead of owning it herself.
- She placed her hand over the collarbone, wrapping around her neck and displaying her discomfort. The key here is that this action wasn’t consistent with the baseline Holmes established in previous interviews.
- The pauses in her speech, combined with the other signs, gave her away. I could see her consciously fabricating her words, and her low confidence level betrayed her.

Unleash the power of body language and unlock the secrets of deception.

You've taken the first step in uncovering the secrets of deception detection with this guide. But there's so much more to learn!

Dive deeper into the world of body language with expert Susan Constantine at her live workshop, *How To Spot a Liar in 7 Seconds or Less*. Uncover hidden cues, decode subtle gestures, and master the art of detecting deception.



Get an inside look at this exclusive workshop.

[Watch Intro Video](#)

Ready to enhance your deception detection skills?

Orange County Bar Association | Orlando, FL | Friday, February 2nd, 2024

Join Susan at Her Live Workshop: *How to Spot a Liar in 7 Seconds or Less*

Learn from Susan in person at this 8-hour Florida Bar approved CLE course. Dive into advanced techniques for spotting deception, giving you an advantage in the courtroom and beyond.

Learn more at www.susanconstantine.com/live-workshop

