

# Behavior Dynamics Journal

A bi-monthly publication focusing on the Operational Application of Behavior



## Decoding verbal indicators of deception

There are some in the behavior community that believe nonverbal indicators are generally less reliable than verbal ones. However, when combined with verbal indicators such as saying “yes,” while shaking the head “no,” the combination of the two can be a powerful tool in determining veracity and truthfulness. Getting answers comes down to what you ask, how you ask, and listening carefully to the answers. This includes setting challenges in addition to the questions, such as having someone tell their story backwards or asking them to be as detailed as they can. Increasing the cognitive load or thinking process will increase the likelihood that someone who is lying will run out of story material and details because what they are talking about just isn’t true.

When assessing credibility or truthfulness, it is important to remember some very basic but relevant components to what you are being told. In other words:

1. Does the story make sense?
2. Are the responses to your questions very brief?
3. Does the individual make corrections so that the facts are accurate?
4. Is the individual consistent with their statements or do they contradict themselves?
5. Are there adequate details that lend themselves to the fact that what the individual is telling you is indeed true?
6. Are details lacking from a supposed true activity or situation, possibly indicating the story may be fabricated?

If there are any changes in their demeanor during this encounter remember, it is critical that you be aware to what caused the change in demeanor during the engagement. What did you ask? What happened that caused the person to show you some of the concerns related to the above?

If you pay attention and know what to look for, you can be very successful at identifying suspicious behavior and deception and be ready to act accordingly.

Deception of the month: <https://tpidg.us/temp/downloads/lance.php>

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## TYPES OF EFFECTIVE QUESTIONS THAT WILL HELP DETERMINE

### The Best Predictors of Credibility are:

1. Coherence
2. Spontaneous Reproduction
3. Appropriate Detail
4. Contextual Embedding
5. Descriptions of Interactions
6. Reproduction of conversation (s)

When individuals are motivated to lie, it can produce language and emotional differences that can be identified in real time and after careful analysis. Statement analysis assumes that a description based on experience is qualitatively and perhaps, quantitatively different from one based on invention and deceit. This method is based on the assumption that only true statements are influenced by the cognitive processes associated with memory recall.

### Memory is a reconstructive process:

Scattered in the brain, reconstructed not “produced”

Content dependent (cues)

Unlimited but prone to error

### Best for events of personal significance

Amount of detail should make sense