

# DETECTING DECEPTION

[ A PRACTICAL GUIDE TO SPOTTING SIGNS OF DECEPTION ]



People lie for many reasons. While no single behavior proves deception, clusters of signs (especially when they deviate from a person's baseline) can indicate someone may not be telling the truth.



## IMPORTANT

Use these indicators as a guide, not as proof. Context matters.

## THE 7 CATEGORIES OF DECEPTION INDICATORS

01

### VERBAL CLUES



- Vague or overly general answers lacking detail
- Unnecessary elaboration
- Frequent use of distancing words: "I think", "I guess", "as far as I know"
- Changes in tone, pitch, or speech hesitations

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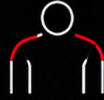
### NON-VERBAL BEHAVIORS



- Avoiding eye contact or unnatural stare
- Facial expressions that don't match the message
- Microexpressions of fear, contempt, or discomfort
- Head nods while saying "no" or shaking head while saying "yes"

03

### BODY LANGUAGE



- Closed-off posture (crossed arms/legs)
- Leaning away or creating distance
- Fidgeting or repetitive movements
- Touching face, neck, or mouth excessively

04

### BASELINE DEVIATIONS



- Behavior that deviates from their normal baseline
- Sudden changes in energy, expressiveness, or demeanor
- More rigid or more relaxed than usual

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### COGNITIVE LOAD SIGNS



- Longer pauses before answering
- Difficulty recalling simple details
- Mental blocking or searching for words
- Overuse of fillers: "um", "uh", "you know"

06

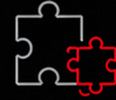
### EMOTIONAL LEAKS



- Sudden anger, defensiveness, or irritation
- Inappropriate laughter or smiling
- Signs of fear: widened eyes, tense jaw
- Attempts to redirect or shift blame

07

### CONTEXTUAL FACTORS



- High stakes of the situation
- Opportunity to lie
- Past behavior and credibility issues
- Consistency with known facts

## HOW TO ASSESS DECEPTION

01



### ESTABLISH A BASELINE

Observe the person in neutral conversation to understand their normal behavior patterns.

02



### ASK CLEAR, RELEVANT QUESTIONS

Use open-ended questions. Avoid leading or yes/no questions.

03



### OBSERVE HOLISTICALLY

Look for clusters across multiple categories, not isolated behaviors.

04



### CONSIDER CONTEXT

Evaluate the situation, history, and stakes before drawing conclusions.

05



### VERIFY AND CORROBORATE

Cross-check information and look for supporting or contradicting evidence.

## CLUSTERS > ISOLATED SIGNS

One sign can be a coincidence. Multiple signs together increase the likelihood of deception.

	VERBAL	NON-VERBAL	COGNITIVE	EMOTIONAL	CONTEXT
LOW LIKELIHOOD	●	●	●	●	●
MODERATE LIKELIHOOD	●	●	●	●	●
HIGH LIKELIHOOD	●	●	●	●	●

## PRO TIPS

- Build rapport. People are more likely to be truthful when they trust you.
- Stay neutral. Don't show suspicion or react to potential signs.
- Use silence. It creates space for more information to emerge.
- Re-ask in different ways. Deceptive stories often change over time.
- Trust your intuition then verify it with facts.