

COMMUNICATION: PART 13

Definition of Lying: Telling something not accurate—verbal or written. Deception is much broader—deliberately and intensely misleading to keep others from knowing the truth.

Why do people lie? There might be many reasons, including protecting against punishment and concealing “things” from others to know reality and truth.

Research identifies human lying in three categories:

1. Lies of Commission: Someone tells you something that is not fact.
2. Lies of Omission: Someone leaves out something, something is missing, or fails to correct existing misconceptions to hide the truth.
3. Lies of Influence (aka Character Lies): Telling something completely unrelated to the truth to cover up a lie. It is intended to make you feel that the person lying is unlikely to be suspected of lying.

In addition—How about The Little White Lie? These are little untruths causing little harm to the point that situations often continue smoothly.

Most normal people lie sooner or later. The good news is that most people are honest! However, there are a small group of people known as prolific liars—or so-called compulsive liars. They lie about small things without good cause, and—by the way—they are usually closer to you in proximity than you realize. One of the most current and well-known situations that can be a personal enticement for lying is the contest for political votes.

Spotting a Liar: Spotting a liar is a skill. Only 50 people out of 20,000 have this natural ability/talent. It is said that the average person can pick up on only about 54% of lies. There is such a thing as a “Truth Wizard.” These wizards can detect lies 80% of the time, relying on various clues. However, the skill of detecting a lie can be learned. There are known body language giveaways in adults as to whether a person is lying. Body language is the major giveaway. It often includes a change in eye movements, fidgeting, nervous sweats, rubbing or touching the nose, or rubbing the neck or ear. Research has shown that women are more skilled than men in lying and detecting lies. Men tell more simple lies, and women more complicated lies. However, small children are often the biggest liars. It is hard, for example, to miss a child’s lie when the truthful evidence is on their face or the clothes.

Phone calls represent many scams and lies due to no opportunity to visualize a person’s body language as they present their lies. I had a personal experience of a computer scam with numerous lies about saving my recent computer information and many possible opportunities for accessing and using my computer and website. It involved a personal request to perform technical gyrations with (of course) non-visual giveaways of lying from “a national expert (by company title) to save computer access and privacy” located in supposedly a Washington DC office. As a side note: Such unrelated questions were—Are you alone? How many cars do you have? Do you use the computer to buy items? And, you guessed it—the onset of several male individuals speaking with foreign accents, all proclaiming their desire (lies!) to be helpful. All were blatant lies from a cadre of males designed to attempt to deceive an unsuspecting older woman. The increasing sophistication of lying is alarming—be aware!

Rules:

- Don't believe everything you hear, see, or read.
- Know the procedure to immediately dismiss scams (with accompanying lies) from your computer.
- Know that scams containing numerous lies can confuse and entice the listener—especially the elderly and unsuspecting.
- Ask the RIGHT QUESTIONS and be thorough with your questions. Such questions will usually reveal the truth.

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