

HOW TO SPOT A LIAR



Retired FBI Special Agent Jack Schafer suggests that to catch a liar, listen for...

* THE "LAND OF IS"

When asked direct questions, liars tend not to give direct answers. They play with the wording of your question or become vague and foggy in their responses.

Suspicious? Ask more direct questions and look for contradictions.

* RESPONSES TO EITHER/OR QUESTIONS

Lying is hard work. So hard that, when asked a question and given a choice between two answers, liars tend to pick one of the answers provided. They don't suggest another possibility.

Suspicious? Suggest either/or answers to your questions and see if other answers are offered.

* SIGNAL WORDS

Words like *well* and phrases like *and then* can signal that someone is leaving information out—especially if you hear those words in clusters.

Suspicious? Drill deeper to discover what facts are being omitted.

* TELLING THE TRUTH...BUT ABOUT WHAT?

Liars tend to hide their deception by earnestly telling the truth—but not answering the questions you actually asked.

Suspicious? Keep coming back to the issue at hand until you get a direct, relevant response.

HOW TO SPOT A LIAR



Retired FBI Special Agent Jack Schafer suggests that to catch a liar, listen for...

* THE "LAND OF IS"

When asked direct questions, liars tend not to give direct answers. They play with the wording of your question or become vague and foggy in their responses.

Suspicious? Ask more direct questions and look for contradictions.

* RESPONSES TO EITHER/OR QUESTIONS

Lying is hard work. So hard that, when asked a question and given a choice between two answers, liars tend to pick one of the answers provided. They don't suggest another possibility.

Suspicious? Suggest either/or answers to your questions and see if other answers are offered.

* SIGNAL WORDS

Words like *well* and phrases like *and then* can signal that someone is leaving information out—especially if you hear those words in clusters.

Suspicious? Drill deeper to discover what facts are being omitted.

* TELLING THE TRUTH...BUT ABOUT WHAT?

Liars tend to hide their deception by earnestly telling the truth—but not answering the questions you actually asked.

Suspicious? Keep coming back to the issue at hand until you get a direct, relevant response.

ADDITIONAL TIPS

* LISTEN FOR THE WORDS *NEVER* AND *ALWAYS*.

What follows “I always...” or “I never...” is seldom true.

* ASK CLEAR, CONCISE QUESTIONS THAT CAN BE ANSWERED WITH A SIMPLE “YES” OR “NO.”

The more complex your question, the easier it is for a liar to find wiggle room.

* ASK THE UNEXPECTED.

Zero in on a detail that doesn't seem relevant—but can be checked. A liar's story often unravels when details don't check out.

* LOOK FOR CONTRADICTIONS.

Between how the story was presented the first and second time, between gestures, facial expressions, emotions, and the events described.

* TRUST YOUR GUT.

If it just doesn't add up...it may be a lie.

* DECIDE TO ERR ON THE SIDE OF TRUST.

Even lie detectors aren't completely accurate, so you won't be either. Give people the benefit of the doubt when possible.

“You will know the truth, and the truth will set you free.”

—Jesus

(John 8:32)



LifetreeCafe.com

Copyright © 2019 Group Publishing, Inc.

ADDITIONAL TIPS

* LISTEN FOR THE WORDS *NEVER* AND *ALWAYS*.

What follows “I always...” or “I never...” is seldom true.

* ASK CLEAR, CONCISE QUESTIONS THAT CAN BE ANSWERED WITH A SIMPLE “YES” OR “NO.”

The more complex your question, the easier it is for a liar to find wiggle room.

* ASK THE UNEXPECTED.

Zero in on a detail that doesn't seem relevant—but can be checked. A liar's story often unravels when details don't check out.

* LOOK FOR CONTRADICTIONS.

Between how the story was presented the first and second time, between gestures, facial expressions, emotions, and the events described.

* TRUST YOUR GUT.

If it just doesn't add up...it may be a lie.

* DECIDE TO ERR ON THE SIDE OF TRUST.

Even lie detectors aren't completely accurate, so you won't be either. Give people the benefit of the doubt when possible.

“You will know the truth, and the truth will set you free.”

—Jesus

(John 8:32)



LifetreeCafe.com

Copyright © 2019 Group Publishing, Inc.