

Pinocchio Effect



Man was given a tongue with
which to speak and words to
hide his thoughts.

Hungarian proverb

Is It Easy To Lie?

How easy is it to lie?

Does everybody do it?

Have we taught our children how to lie?

Bill Clinton

I never had sexual relations with that woman

Truth or a lie?



What Is Linguistic Lie Detection?

Statement:

- ◆ The information a subject is willing to give.

Analysis:

- ◆ Ability to examine the information and determine its truthfulness or deception.

Why Use It?

- ◆ To get the information from the subject.
- ◆ To determine its truthfulness or deception.
- ◆ To understand what information the subject is actually giving you.
- ◆ So the interviewer does not reveal what they do not know.



Subject Sets the Tone

The subject sets the tone for the interview.

We receive more information by analyzing the patterns of speech given by the subject.

Only then do we know what the pressure points are for the subject.

Dick Cheney Interview



Dick Cheney Interview

Dateline August 29, 2011

- ◆ **JAMIE GANGEL:** In your view, we should still be using enhanced interrogation?
- ◆ **DICK CHENEY:** Yes.
- ◆ **JAMIE GANGEL:** Should we still be waterboarding terror suspects?
- ◆ **DICK CHENEY:** I would strongly support using it again if we had a high-value detainee and that was the only way we can get him to talk.



Dick Cheney Interview

Dateline August 29, 2011

- ◆ **JAMIE GANGEL:** People call it torture. You think it should still be a tool?
- ◆ **DICK CHENEY:** Yes.
- ◆ **JAMIE GANGEL:** Secret prisons?
- ◆ **DICK CHENEY:** Yes.
- ◆ **JAMIE GANGEL:** Wiretapping?
- ◆ **DICK CHENEY:** Well, with the right approval.



What to Ask for in a Statement

- ◆ Ask the subject to write down everything from the time he/she woke up to the time they went to sleep.

Canada's Scandal

Toronto Mayor Rob
Ford

Initially said “I don’t
do drugs”





On Oct 31, 2014

- ◆ Police Chief Bill Blair released a 400 page report that stated they were in possession of a video where the Mayor was smoking crack cocaine.
- ◆ Ford's response



Analysis Basics

- ◆ Statements will usually be in the first person, past tense format.
- ◆ Disclaimer:
- ◆ Although this is a brief introduction to Statement Analysis, it should in no way be used in place of additional training.



Pronouns

- ◆ Pronouns include: I , my, we, you, he, she, it, my, your, them, they, us, their, our, etc.
- ◆ Pronouns can help determine if the subject acted alone or with someone else.
- ◆ Disputes about possession.
- ◆ Missing pronouns – indicate the subject’s lack of commitment to that particular statement.



Social Introductions

- ◆ The other people in the statement are important to take note of.
- ◆ The way the subject introduces them can determine their significance to the subject and to the events at hand.



Gary Condit interview with Connie Chung

◆ Social Introduction:

Chung: Did she want you to leave your wife?

Condit: No, I mean, I've been married for 34 years, and I intend to stay married to that woman as long as she'll have me.

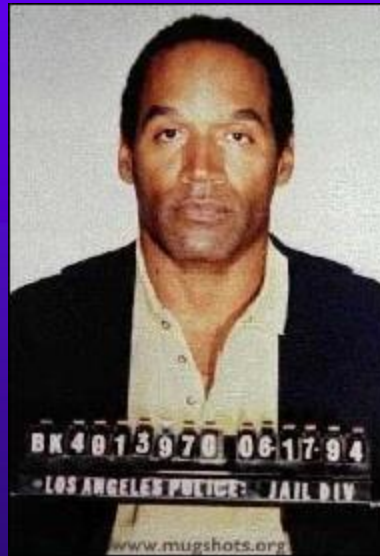
“I would like to thank two people who did a lot for me in my life. Number one did a lot and this woman is my mother. Number two did a lot for me and that person is my wife.”



DECLARATIONS

If I killed her it's because I loved her.

Esquire Magazine, February, 1996



OJ Simpson

- ◆ When interviewed Mr. Simpson was asked “Did you kill Nicole Simpson and Ron Goldman?”
- ◆ Simpson: “I never killed two people”

At no time after this was Mr. Simpson asked if he killed only one person.



Blood Diamonds



- ◆ What does her testimony reveal?
- ◆ Campbell: Dirty looking pebbles.

Testifying at the Trial of Charles Taylor that she didn't know she was given blood Diamonds.

Non Answers are Answers

Jay Leno interviewed Hillary in 2003 after the release of her biography

Jay: “Will you run for President of the United States?”

Hillary:
“I have no worries about my future”





Julian Assange

60 Minutes, January 30, 2011

- ◆ Steve Kroft: You've been called a lot of names. You've been characterized as a hero and as a villain. A martyr. Terrorist.
- ◆ Julian Assange: I'm not yet a martyr.

Bill Clinton

Before being elected Bill Clinton was asked if he had ever done drugs.

Response:

I never violated the laws of my country





Words mean different things to different people

Each person has their own linguistic code influenced by their background, education and spouse/family.

We cannot judge another person's linguistic code based upon our own logic.



Language in the 21st Century

- ◆ Doublespeak is really defined as “linguistic fraud”
- ◆ Well documented in books written by William Lutz
- ◆ “The New Doublespeak: Why No One Knows What Anyone is Saying Anymore”

Airplane Crash

Now termed as:

Unscheduled contact with the ground





More Doublespeak

Conflict of Interest
now defined as

Dual Commitment

As recorded in the *Annals of Internal
Medicine*



More Doublespeak

Destroy Evidence

Termed as

Correcting a management deficiency

Execution

Termed as

Lethal intervention

Words of Wisdom

Always tell the truth.

That way, you don't have to remember
what you said.

-Mark Twain



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