

## **Lie Spotting: Application and Practical Approach**

Have you ever wanted to know every time people are lying to you?  
Did you ever feel as if you've just been lied to but didn't know for sure?  
Are you missing sales because you can't 'read' your customers?  
Do you want to enhance your relationship by understanding your partners?

### **Introduction**

Do you know that we counter with lies and deception each day? It is very difficult to detect lies and deception. Do you know one in four Americans believes it's okay to lie to an insurer? Do you know one-third of all resumes contain false information and one in five employees says he is aware of fraud in his workplace? Most of the lies go undetected. Identification of deception or lie spotting is not as simple as learning each gesture, facial expression, and verbal communication skills. It needs practical exercise for you to excel in identifying deception.

### **Program Objectives**

This program aims to

- Understand the danger of deception
- Learn the skills to identify lie and deception nonverbally
- Identify lies and deception through verbal communication.
- Prevent deception that could harm or trouble you

### **Learning Outcomes**

After completing this program, participants should be able to

- Understand the psychological perspective during deception
- Identify deception through verbal and nonverbal communication
- Practice methods to avoid the trap of deception

### **Who should attend?**

Non-managerial, first-line management, middle management, senior management and anyone who has the interest to apply lie spotting

### **Methodology**

Case studies, forum discussion, role-play, presentations, gamification

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## Program Outline

Time	Day One
9.00am– 10.30am	<p><b>The Deception Pandemic</b></p> <p>In this module, participants would understand the pandemic of deception, meaning of lie and Deception, nature of deception, human communication and deception, Law of Deception and tools of Identifying Deception.</p>
10.30am-11.00am	<p><b>Break and Networking</b></p>
11.00am-1.00pm	<p><b>Secret Scene Behind Deception</b></p> <p>In this module, participant starts to understand people who involve in deception, the time when they involve in deception and reasons why they involve in deception</p> <p><b>Understand the Concept of Deception</b></p> <p>In this module, the participants would learn the definition of deception, the law of deception, the common observation of a lie, emotion and feeling when lying is shared with participants in this module.</p>
1.00pm-2.00pm	<p><b>Lunch Break and Networking</b></p>
2.00pm-3.30pm	<p><b>Nonverbal and Deception</b></p> <p>The participants would learn baselining as fundamental of lie spotting. At the same time, participants would learn the principle of nonverbal leakages such as emblems, illustrators and manipulators.</p>
3.30pm-4.00pm	<p><b>Break and Networking</b></p>
4.00pm-5.00pm	<p><b>Facial Expression and Deception</b></p> <p>In this module, participants start to learn face: A Marquee Advertising of Emotions, Mood and Attitude, Facial management, style of Facial Management, Facial Expression Analysis, Emotions and Facial Expressions.</p>

Time	Day Two
<b>9.00am– 10.30am</b>	<p><b>Body Language and Deception</b></p> <p>Focusing on nonverbal cues helps in lie detection. In this module, participants would learn nine cues to deceit, reading the cues of deception such as eyes, mouth and breath. The participant would continue to learn how to read the cues of deception such as hands and arms, body movement and feet.</p>
<b>10.30am-11.00am</b>	<b>Break and Networking</b>
<b>11.00am-1.00pm</b>	<p><b>What Deception Sounds Like</b></p> <p>This module shares the verbal habits for deceptive people, identification of types of data and statements, description of opinion and argumentation types and argumentation types during the lie detection process.</p>
<b>1.00pm-2.00pm</b>	<b>Lunch Break and Networking</b>
<b>2.00pm-3.30pm</b>	<p><b>Statement Validity Assessment and Scientific Content Analysis</b></p> <p>Transcription analysis, statement validity check, content analysis and reality analysis are applied in lie detection.</p>
<b>3.30pm-4.00pm</b>	<b>Break and Networking</b>
<b>4.00pm-5.00pm</b>	<p><b>The BASIC Interview/Questioning/ Interrogation Method</b></p> <p>This training helps the participant to master various interview skills that cover the five steps to the truth and a few warnings in an interview.</p>