

Detecting Deception Through Nonverbal Cues?

"Experiments on behavioural lie detection have indicated that observers can detect a communicator's lies with above-chance accuracy, and that detection accuracy may be enhanced when observers pay special attention to certain vocal and body-movement cues."

(...)

"Observer's accuracy in detecting attempted deception is usually better than chance, though not very high: When the chance level of deception-detection is 50%, actual accuracy typically is about 55%; it usually does not exceed 60%."

(...)

"Four factors enhance the ability to lie without getting caught:

- * Prior practice or experience in telling similar lies.
- * Lack of guilt about lying.
- * Confidence in being able to deceive successfully.
- * Natural ability to deceive."

Source: Peter J. DePaulo, Bella M. DePaulo, *Can Deception by Salespersons and Customers Be Detected Through Nonverbal Behavioral Cues?*, *Journal of Applied Psychology*, 1989, **19**, 18, pp. 1552-1577 – See also: Malcolm Gladwell, *The Naked Face – Can you Read People's Thoughts just by Looking at Them?* *The New Yorker*, August 5, 2002.