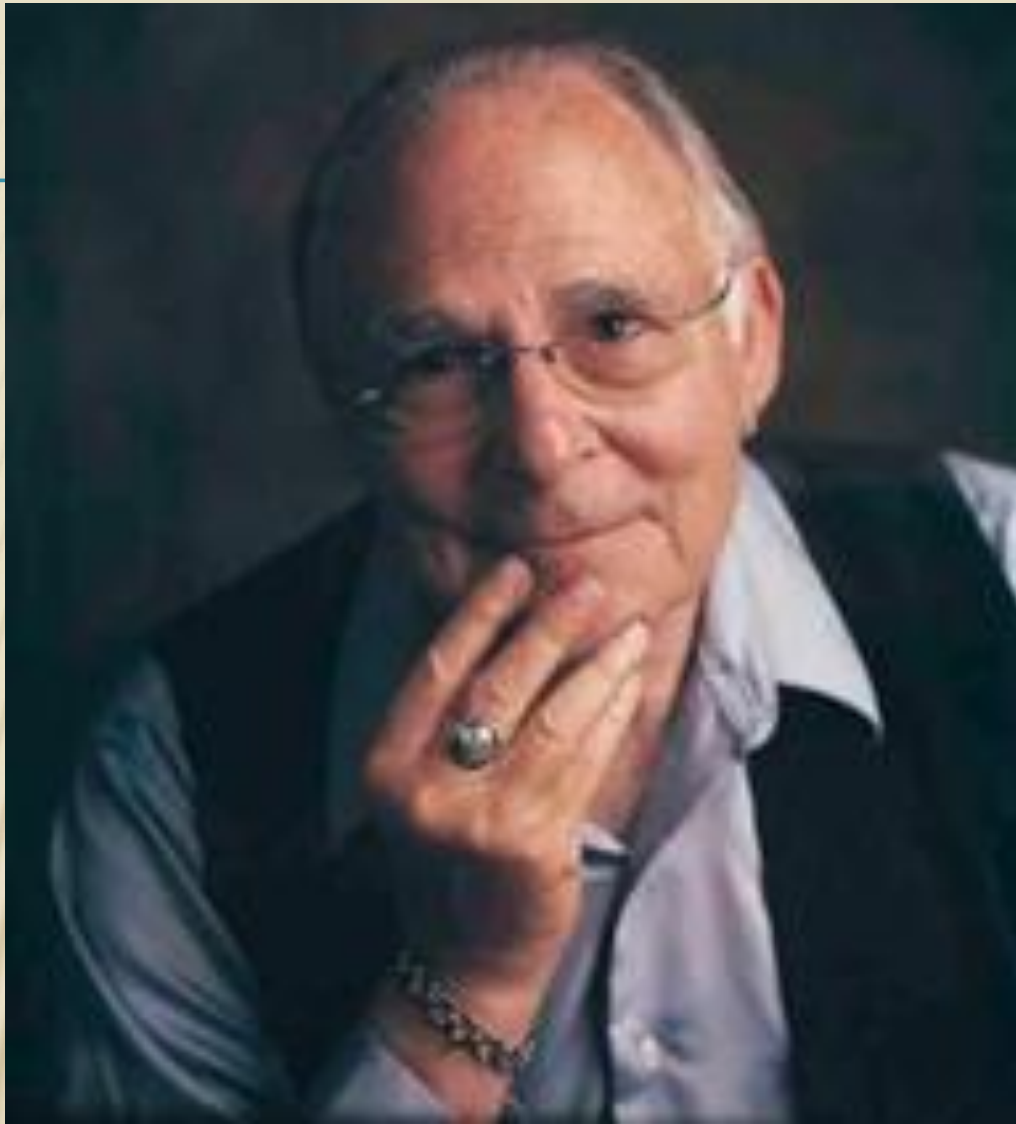


LIE TO ME



**PAUL EKMAN**





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# Paul Ekman



Paul Ekman was an undergraduate at the University of Chicago and New York University. He received his Ph.D. in clinical psychology at Adelphi University (1958), after a one year internship at the Langley Porter Neuropsychiatric Institute. After two years as 1st. Lt. and chief psychologist at Ft. Dix, NJ. he returned to Langley Porter/UCSF where he worked from 1960 to 2004. His research on facial expression and body movement began in 1954, as the subject of his Master's thesis in 1955 and his first publication in 1957. In his early work, his approach was influenced by thinking in semiotics and ethology, and his focus was primarily on gestures. By the mid 1960's Ekman focused on the face and emotion, initiating a series of cross cultural studies of expression and gesture. In addition to his basic research on emotion and its expression, he has also been studying deceit.

When he retired from the University of California in 2004, after more than thirty years as a full professor, he decided to translate his research findings into training tools, workshops and books that could be of help to the general public. He formed the Paul Ekman Group PEG LLC, wrote his book EMOTIONS REVEALED: Understanding Faces and Feelings to Improve Emotional Life, and developed

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# Telling Lies

CLUES TO  
DECEIT  
IN THE  
MARKETPLACE,  
POLITICS,  
AND MARRIAGE

PAUL EKMAN

ПОЛ ЭКМАН

ПСИХОЛОГИЯ  
ЛЖИ




ОБМАНИ МЕНЯ



# MISLED - ВВОДИТЬ В ЗАБЛУЖДЕНИЕ


---

CONCEAL  
HIDE  
MASK



СКРЫВАТЬ

LEAKAGE  
LEAK



УТЕЧКА

IMPOSE ОБМАНЫВАТЬ  
DECEIT ОБМАН  
CHEATING ОБМАН

MOST OFTEN LIES FAIL BECAUSE  
SOME **SIGN OF AN EMOTION** BEING  
CONCEALED LEAKS (УТЕЧКА). THE  
STRONGER THE EMOTIONS  
INVOLVED IN THE LIE, AND THE  
GREATER THE NUMBER OF  
DIFFERENT EMOTIONS, THE MORE  
LIKELY IT IS THAT THE LIE WILL BE  
BETRAYED BY SOME FORM OF  
BEHAVIORAL LEAKAGE (УТЕЧКА).

**AN EMOTION** THAT IS DOUBLY  
PROBLEMATIC FOR THE LIAR—NOT  
ONLY MAY SIGNS OF IT LEAK  
(УТЕЧКА), BUT  
**THE TORMENT OF GUILT** (МУЧЕНИЕ  
ВИНЫ) MAY MOTIVATE THE LIAR TO  
**MAKE MISTAKES** SO AS **TO BE**  
**CAUGHT.**



---

**TRUTH** CAN BE USED AS A  
BLUDGEON (ДУБИНКА), CRUELLY  
INFLICTING (НАНЕСЕНИЕ) PAIN.

---

NO LIAR SHOULD PRESUME  
(ПРЕДПОЛАГАТЬ) TOO EASILY THAT **A**  
**VICTIM DESIRES TO BE MISLED**  
(ВВОДИТЬ В ЗАБЛУЖДЕНИЕ). AND NO  
LIE CATCHER SHOULD TOO EASILY  
PRESUME THE RIGHT TO EXPOSE  
(РАСКРЫТЬ) EVERY LIE.

---

THE TERM *LIE* WHEN *NOT TELLING*  
*THE TRUTH* OR DECEIT.



NORMALLY A VIOLENT (СИЛЬНЫЙ)  
EXPRESSION OF MORAL  
REPROBATION (ОСУЖДЕНИЕ), WHICH  
IN POLITE CONVERSATION TENDS **TO**  
**BE AVOIDED**, THE SYNONYMS  
*FALSEHOOD (ЛОЖЬ) AND UNTRUTH*  
*BEING OFTEN SUBSTITUTED*  
*(ЗАЩИЩАТЬ) AS RELATIVELY*  
EUPHEMISTIC."

---

**A LIAR CAN *CHOOSE NOT TO LIE.***

**DELIBERATE (HAMEPEHHO)**

---

**A LIAR MAY COME  
OVER TIME TO BELIEVE IN HER OWN  
LIE.**

**NO LONGER BE A LIAR**

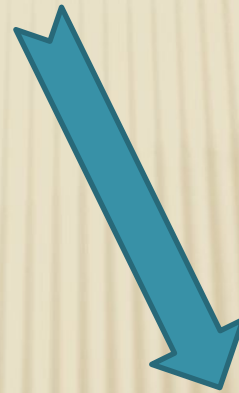


## 2 PRIMARY WAYS TO LIE

---



to conceal  
(скрыть)



to falsify

---

**HAVE A GOOD ENOUGH MEMORY TO  
BE A LIAR**

---

LIARS MAY FEEL **LESS GUILT** ABOUT  
**CONCEALING** THAN FALSIFYING



---

**CONCEALMENT LIES ARE ALSO  
MUCH EASIER TO COVER  
AFTERWARD (ПОЗЖЕ)  
IF DISCOVERED.**

BY FALSIFYING ONLY A FAILURE TO REMEMBER, **THE LIAR AVOIDS HAVING TO REMEMBER A FALSE STORY**; ALL THAT NEEDS TO BE REMEMBERED IS THE UNTRUE CLAIM (УТВЕРЖДЕНИЕ) TO A **POOR MEMORY**. AND, IF THE TRUTH LATER COMES OUT, THE LIAR CAN ALWAYS CLAIM NOT TO HAVE LIED ABOUT IT, THAT IT WAS JUST A MEMORY PROBLEM.

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A **MEMORY** FAILURE IS CREDIBLE  
(ПРАВДОПОДОБНО) ONLY IN LIMITED  
CIRCUMSTANCES.



---

**A LIAR LOSES THE CHOICE WHETHER  
TO CONCEAL OR FALSIFY ONCE  
CHALLENGED (БЫЗОВ) BY THE  
VICTIM.**

---

**SOME LIES FROM THE OUTSET  
REQUIRE FALSIFICATION;  
CONCEALMENT  
ALONE WILL NOT DO.**

**FALSIFICATION** ALSO OCCURS, EVEN  
THOUGH THE LIE DOES NOT DIRECTLY  
REQUIRE IT, TO HELP THE LIAR **COVER**  
**EVIDENCE** OF WHAT IS BEING  
CONCEALED. THIS USE OF  
FALSIFICATION TO **MASK** WHAT IS BEING  
CONCEALED IS ESPECIALLY NECESSARY  
WHEN EMOTIONS MUST BE CONCEALED.  
IT IS EASY TO CONCEAL AN EMOTION NO  
LONGER FELT, MUCH HARDER TO  
CONCEAL AN EMOTION FELT AT THE  
MOMENT, ESPECIALLY IF THE FEELING IS  
STRONG.



---

**PANIC** ITSELF IS NOT PROOF OF  
LYING, BUT IT WOULD MAKE JERRY  
**SUSPICIOUS,**

MUCH EASIER TO DO SOMETHING WITH THEM—MAKE A FIST (КУЛАК) OR FOLD (СГИБ) THEM—THAN JUST LET THEM LIE STILL. WHEN LIPS ARE TIGHTENING (СЖИМАТЬ) AND STRETCHING (РАСТЯГИВАТЬ), AND THE UPPER EYELIDS AND BROWS ARE BEING PULLED UP IN FEAR, IT IS VERY HARD TO KEEP A STILL FACE. THOSE EXPRESSIONS CAN BE BETTER CONCEALED BY ADDING OTHER MUSCLE MOVEMENTS—GRITTING (СКРЕЖЕТ) THE TEETH, PRESSING THE LIPS, LOWERING (СНИЖЕНИЕ) THE BROW (БРОВИ), GLARING (ЯРКИЙ).

THE BEST WAY TO **CONCEAL STRONG EMOTIONS** IS WITH A **MASK**. COVERING THE FACE OR PART OF IT WITH ONE'S HAND OR TURNING AWAY FROM THE PERSON ONE IS TALKING TO USUALLY CAN'T BE DONE WITHOUT GIVING THE LIE AWAY. **THE BEST MASK IS A FALSE EMOTION**. IT NOT ONLY MISLEADS, BUT IT IS THE BEST CAMOUFLAGE. IT IS TERRIBLY HARD TO KEEP THE FACE IMPASSIVE OR THE HANDS INACTIVE WHEN AN EMOTION IS FELT STRONGLY. LOOKING UNEMOTIONAL, COOL, OR NEUTRAL IS THE HARDEST APPEARANCE TO MAINTAIN WHEN EMOTIONS ARE FELT. IT IS MUCH EASIER TO PUT ON A POSE, TO STOP OR COUNTER WITH ANOTHER SET OF ACTIONS THOSE ACTIONS THAT ARE EXPRESSIONS OF THE FELT EMOTION.



---

NOT EVERY SITUATION ALLOWS THE LIAR TO MASK THE FELT EMOTION. SOME LIES REQUIRE THE MUCH MORE DIFFICULT TASK OF CONCEALING EMOTIONS **WITHOUT FALSIFYING.**

**NOT EVERY SITUATION** ALLOWS THE LIAR  
TO **MASK** THE FELT EMOTION. SOME LIES  
REQUIRE THE MUCH MORE DIFFICULT  
TASK OF  
CONCEALING EMOTIONS WITHOUT  
FALSIFYING.

**SMILING** IS PART OF THE STANDARD  
GREETING AND IS  
REQUIRED FREQUENTLY THROUGHOUT  
MOST POLITE EXCHANGES.

TECHNIQUE THAT ALLOWS THE LIAR  
TO AVOID SAYING  
ANYTHING UNTRUE IS THE  
INCORRECT-INFERENCE DODGE.

ЕЩЕ ОДНА ВОЗМОЖНОСТЬ СОЛГАТЬ,  
НЕ ГОВОРЯ НЕПРАВДЫ, – ЭТО  
СБИВАЮЩАЯ С ТОЛКУ УВЕРТКА  
(DODGE)



THERE ARE TWO KINDS OF CLUES TO DECEIT: **LEAKAGE**, WHEN THE LIAR INADVERTENTLY REVEALS THE TRUTH; AND **DECEPTION** CLUES, WHEN THE LIAR'S BEHAVIOR REVEALS ONLY THAT WHAT HE SAYS IS UNTRUE.

ДВА ВИДА ПРИЗНАКОВ ОБМАНА: УТЕЧКА  
ИНФОРМАЦИИ (ЛЖЕЦ ВЫДАЕТ СЕБЯ НЕЧАЯННО) И  
ИНФОРМАЦИЯ О НАЛИЧИИ ОБМАНА (ПОВЕДЕНИЕ  
ЛЖЕЦА ВЫДАЕТ ЛИШЬ ТО, ЧТО ОН ГОВОРIT  
НЕПРАВДУ).

BOTH LEAKAGE AND DECEPTION CLUES ARE  
**MISTAKES**. THEY DO  
NOT ALWAYS HAPPEN.

# WHY LIES FAIL

---

- *BAD LINES* НЕУДАЧНАЯ ЛИНИЯ ПОВЕДЕНИЯ
- *LYING ABOUT FEELINGS* ЛОЖЬ И ЧУВСТВА
- *FEELINGS ABOUT LYING* ЧУВСТВА И ЛОЖЬ
- *FEAR OF BEING CAUGHT* СТРАХ РАЗОБЛАЧЕНИЯ
- *DECEPTION GUILT* МУКИ СОВЕСТИ
- *DURING DELIGHT* ВОСТОРГ НАДУВАТЕЛЬСТВА

***NATURAL LIARS* KNOW**  
**ABOUT THEIR ABILITY, AND SO DO**  
**THOSE WHO KNOW THEM WELL.**

**SKILLS**  
**THE SKILL NEEDED TO PLAN A**  
**STRATEGY**  
**AND THE SKILL NEEDED TO MISLEAD**  
**AN OPPONENT IN A FACE-TO-FACE**  
**MEETING.**



# DETECTING DECEIT FROM WORDS, VOICE, OR BODY

---

## - THE **WORDS**

- THE INFORMATION DOESN'T SLIP OUT
- EMOTION —FURY, HORROR, TERROR, OR DISTRESS—THAT CAUSES THE LIAR TO GIVE AWAY INFORMATION

## - THE **VOICE**

- EMOTIONS
- PAUSE
- SOUND OF VOICE
- A CHANGE IN PITCH WITH DECEIT. A SIGN OF FEAR OR ANGER, PERHAPS ALSO OF EXCITEMENT

## - THE **BODY**

- EMBLEMS ARE ALMOST ALWAYS PERFORMED DELIBERATELY.
- LEAK INFORMATION

THE PERSON IS TRYING TO CONCEAL

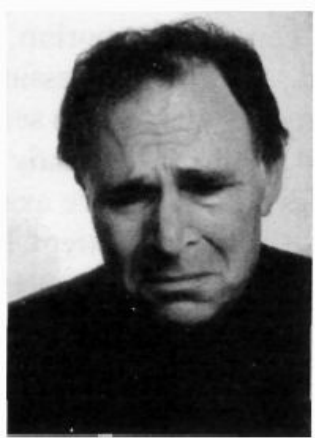
- **ILLUSTRATORS** - THEY ILLUSTRATE SPEECH AS IT IS SPOKEN
- **MANIPULATORS** - STATES—DISCOMFORT AND RELAXATION

# FACIAL CLUES TO DECEIT

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THE FACE CAN SHOW:

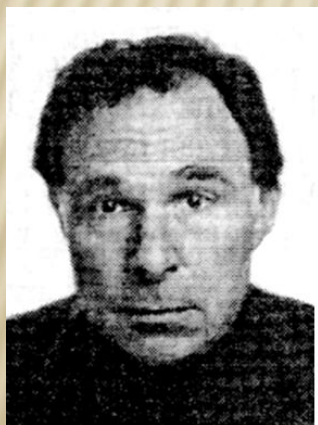
- WHICH **EMOTION** IS FELT—ANGER, FEAR, SADNESS, DISGUST, DISTRESS, HAPPINESS, CONTENTMENT, EXCITEMENT, SURPRISE, AND CONTEMPT CAN ALL BE CONVEYED BY DISTINCTIVE EXPRESSIONS;
- WHETHER **TWO EMOTIONS** ARE BLENDED TOGETHER—OFTEN TWO EMOTIONS ARE FELT AND THE FACE REGISTERS ELEMENTS OF EACH;
- THE **STRENGTH** OF THE FELT EMOTION—EACH EMOTION CAN VARY IN INTENSITY, FROM ANNOYANCE TO RAGE, APPREHENSION TO TERROR, ETC.



**1 ANGER**



**2 FEAR**



**3 SURPRISE**





Figure 5A Felt smile



Figure 5B Fear smile



Figure 5C Contempt smile



Figure 5E Miserable smile



Figure 5D Dampened smile