



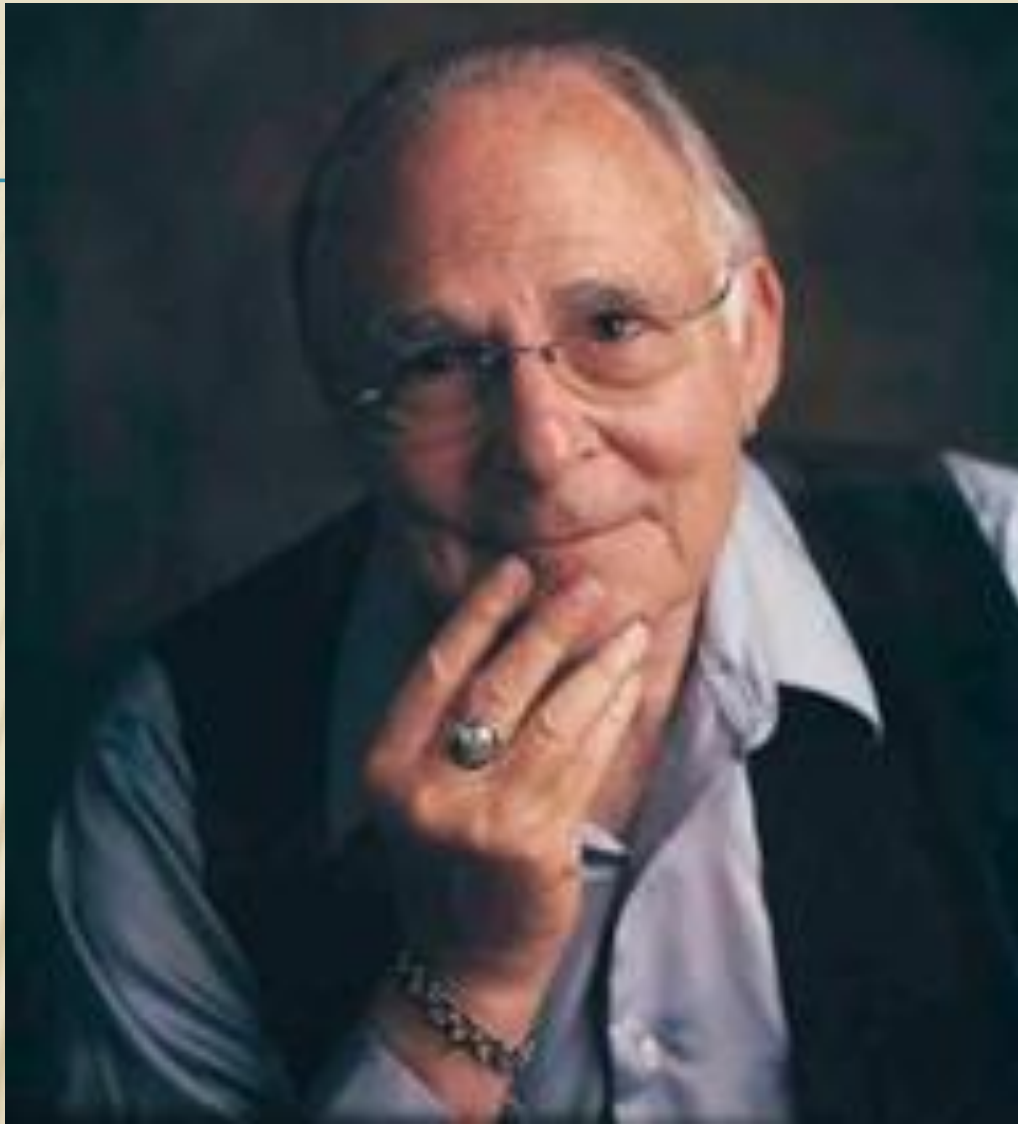
Lie to me*

* He sees the truth. It's written all over his face.

WED JAN 21 9/8c **FOX**

LIE TO ME

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."

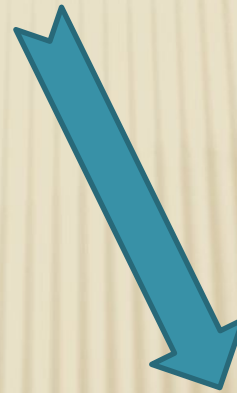
A LIAR CAN *CHOOSE NOT TO LIE.*

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.

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* ГВИЛТ 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

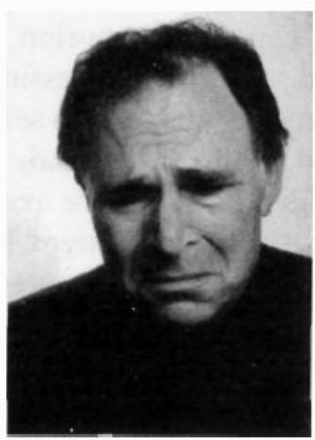
THE PERSON IS TRYING TO CONCEAL

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

FACIAL CLUES TO DECEIT

THE FACE CAN SHOW:

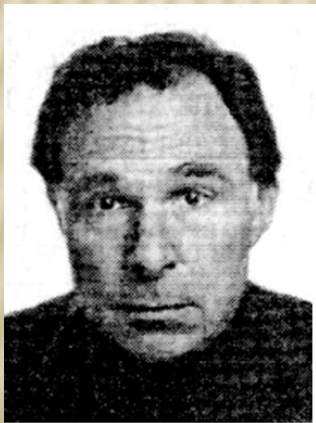
- WHICH **EMOTION** IS FELT—ANGER, FEAR, SADNESS, DISGUST, DISTRESS, HAPPINESS, CONTENTMENT, EXCITEMENT, SURPRISE, AND CONTEMPT CAN ALL BE CONVEYED BY DISTINCTIVE EXPRESSIONS;
- WHETHER **TWO EMOTIONS** ARE BLENDED TOGETHER—OFTEN TWO EMOTIONS ARE FELT AND THE FACE REGISTERS ELEMENTS OF EACH;
- THE **STRENGTH** 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

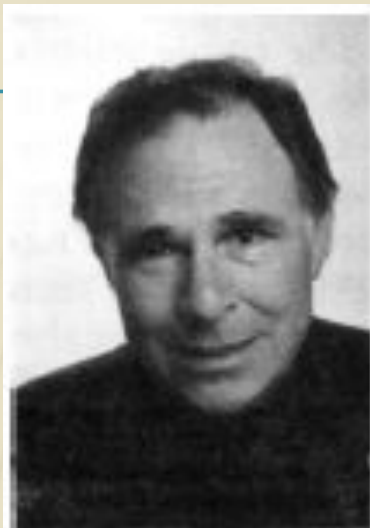


Figure 5B Fear smile



Figure 5C Contempt smile



Figure 5E Miserable smile



Figure 5D Dampened smile