Why People Lie

Morgan S. Peck

Why We Lie David Livingstone Smith,2007-08-07 Readers of Richard Dawkins and Steven Pinker will find much to intrigue them in this fascinating book, which declares that our extraordinary ability to deceive others - and even our selves - 'lies' at the heart of our humanity.

Telling Lies Paul Ekman, 1985 Distills 15 years of scientific study of nonverbal communication and the clues to deception. Mr. Ekman {is} a pioneer in emotions research and nonverbal communication.
. . Accurate, intelligent, informative, and thoughtful.--Carol Z. Malatesta, New York Times Book Review. Photographs.

Deception: Why Do People Lie? Michelle R. Prather, 2018-08-01 For hundreds of years, psychologists, researchers, and philosophers have studied what compels people to lie. From the little white lies that are told to spare someone's feelings, to the whoppers that are told to gain attention, telling lies is part of human behavior. The question remains--what drives people to lie? Packed with fun facts and fascinating sidebars, this full-color informational text examines contemporary issues and the topic of deception through high-interest content. Featuring TIME© content and images, this nonfiction book has text features such as a glossary, an index, and a table of contents to engage students in reading as they build their comprehension, vocabulary, and reading skills. The Reader's Guide and extended Try It! activity increase understanding of the material, and develop higher-order thinking. Check It Out! offers print and online resources for additional

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Deception: Why Do People Lie? Michelle R. Prather, 2024-02-13 For hundreds of years, psychologists, researchers, and philosophers have studied what compels people to lie. From the little white lies that are told to spare someone's feelings, to the whoppers that are told to gain attention, telling lies is part of human behavior. The question remains--what drives people to lie? Packed with fun facts and fascinating sidebars, this full-color informational text examines contemporary issues and the topic of deception through high-interest content. Featuring TIME? content and images, this nonfiction book has text features such as a glossary, an index, and a table of contents to engage students in reading as they build their comprehension, vocabulary, and reading skills. The Reader's Guide and extended Try It! activity increase understanding of the material, and develop higher-order thinking. Check It Out! offers print and online resources for additional reading. Keep students reading from cover to cover with this captivating text!

Why We Lie Dorothy Rowe, 2011 Why do we lie? Because we are frightened of being humiliated, being treated like an object, being rejected, losing control of things, and, most of all, we are frightened of uncertainty. Often we get our lies in before any of these things can happen. We lie to maintain our vanity. We lie when we call our fantasies the truth. Lying is much easier than searching for the truth and accepting it, no matter how inconvenient it is. We lie to others,

and, even worse, we lie to ourselves. In both private and public life, we damage ourselves with our lies, and we damage other people. Lies destroy mutual trust, and fragment our sense of who we are. Lies have played a major part in climate change and the global economic crisis. Fearing to change how they live, many people prefer to continue lying rather than acknowledge that we are facing a very uncertain but undoubtedly unpleasant future unless we learn how to prefer the truths of the real world in which we live rather than the comforting lies that ultimately betray us. We are capable of changing, but will we choose to do this?

The Truth About Lying Gird Graham Scott, 2006-06-21 The Truth About Lying is a book about how and why people lie, how we respond when others lie to us, how to tell when someone is lying, and what to do about it. The book includes a questionnaire to determine your own Lie-Q Score: how much you lie. As the book illustrates, we lie for all kinds of reasons-to protect ourselves, gain an advantage, avoid punishment, protect other's feelings, escape blame, or get out of something we don't want to do. Though philosophers, religious leaders, teachers, and parents tell us lying is morally wrong-at some time, everyone does it. And in the last decade, we have seen more and more examples of lying in the daily news. The Truth About Lying provides a broad overview of the subject in a book that has become a classic. It begins with an overview of the pervasiveness of lying today and throughout history. Then, it discusses the range of lies,

reasons people lie, and different types of lies in different situations, using many stories from ordinary, respectable people to illustrate. The concluding chapters discuss how readers can deal with lying in their own lives.

The Truth about Lying Gini Graham Scott,1994 The author of The Empowered Mind presents a fascinating look at the many reasons why people lie.am Scott focuses on different types of lies we tell, and presents the stories of ordinary people who have lied to gain advantages in their careers, relationships, and other aspects of their lives.

Why Men Lie Linden MacIntyre, 2012-03-27 This latest novel from Scotiabank Giller Prize winner Linden MacIntyre, Why Men Lie, offers a moving and emotionally complex conclusion to the Cape Breton trilogy. Two years after the events of The Bishop's Man, we're introduced to Effie MacAskill Gillis, sister of the troubled priest Duncan. It's 1997, and Effie is an independent, middle-aged woman working as a tenured professor of Celtic Studies, but her complicated and often disappointing love life has left her all but ready to give up on the opposite sex. Then suddenly, a chance encounter with a man on a Toronto subway platform gives Effie renewed hope. J.C. Campbell is an old friend she hasn't seen for more than 20 years — an attractive, single man who appears to possess the stability and good sense she longs for. Effie met her last husband, Sextus, in her hometown of Cape Breton when the two were still children. As they grew older together, and started a family, she soon learned that when it came to other women, Sextus couldn't be trusted. After one too many betrayals, Effie leaves him behind, and so when she and J.C. seem to hit it off, his relaxed, open demeanour is a welcome change. But after a happy start to their relationship, cracks begin to show, and J.C. proves himself to be just as unpredictable as the others: one evening Effie spots him in a seedy part of town, but he denies ever having left his house; when she notices a scratch below his eye, he lies about its cause, blaming it on the cat. Then J.C., a journalist, becomes unhealthily engrossed in a story involving a convict on death row, and he and Effie begin to drift apart. Although he still checks in sporadically and insists there's nothing going on, she soon learns he has a deeply personal reason for his covert trips to that seedy downtown street. In fact, it turns out there's a lot about his past that Effie doesn't know, and a lot he's still learning himself. While J.C. is busy chasing his own past, Effie is rarely able to escape her own. Family ties and hometown connections to Cape Breton mean her two ex-husbands — Sextus happens to be the cousin of her first husband, John — are constantly coming and going in a turbulent mess of comfort and commotion, while her grown daughter, Cassie, brings some unexpected news of her own. After all of her experience in relationships with men, Effie thought she knew all she needed to about what to expect, and how to maintain her self-sufficiency. Why do men lie?, she wants to know. But whether it's for love, for protection, or for more selfish reasons. Effie soon learns that no amount of experience can prepare you for what might resurface from the past, and for the

damage that might cause, emotionally or otherwise. The Palgrave Handbook of Deceptive Communication Tony Docan-Morgan, 2019-04-29 Deception and truthtelling weave through the fabric of nearly all human interactions and every communication context. The Palgrave Handbook of Deceptive Communication unravels the topic of lying and deception in human communication, offering an interdisciplinary and comprehensive examination of the field, presenting original research, and offering direction for future investigation and application. Highly prominent and emerging deception scholars from around the world investigate the myriad forms of deceptive behavior, cross-cultural perspectives on deceit, moral dimensions of deceptive communication, theoretical approaches to the study of deception, and strategies for detecting and deterring deceit. Truth-telling, lies, and the many grey areas inbetween are explored in the contexts of identity formation, interpersonal relationships, groups and organizations, social and mass media, marketing, advertising, law enforcement interrogations, court, politics, and propaganda. This handbook is designed for advanced undergraduate and graduate students, academics, researchers, practitioners, and anyone interested in the pervasive nature of truth, deception, and ethics in the modern world.

The Body Language of Liars Lillian Glass,2013-10-21 Being fooled or conned can happen to anyone; It doesn't matter how intelligent, old, rich, or famous you are. Whether you have been scammed in business, swindled out of money, betrayed by a friend, relative, or coworker, or

cheated on by a spouse, rest assured you are not alone. The world is full of these most toxic people—liars. You can never be sure if people are lying until you analyze their body language, facial expressions, speech patterns, even their online writing patterns. Now, world-renowned body language expert Dr. Lillian Glass shares with you the same quick and easy approach she uses to unmask signals of deception—from "innocent" little white lies to life-changing whoppers. Featuring photographs of celebrities and newsmakers such as Bill Clinton, Lance Armstrong, O.J. Simpson, Kim Kardashian, Lindsay Lohan, and many others at the actual moment they were lying, their specific signals of deception will be permanently etched in your mind. Analyzing the body language of troubled or divorced couples such as Arnold Schwarzenegger and Maria Shriver, Katie Holmes and Tom Cruise, and Ashton Kutcher and Demi Moore, you'll learn the "obvious" signs to look for.

<u>People of the lie : the hope for healing human evil Morgan S. Peck,1983</u>

Why Kids Lie Paul Ekman, 1991-02-01 In this helpful book, Dr. Paul Ekman, a world-renowned expert on lying, shows parents how to deal effectively with the variety of lies children of all ages tell—from little white lies to boasting and bragging to the outright concealing of information. "My son Billy lied to me and he's only five. Is that normal?" "I know Joanne is lying when she tells me she doesn't smoke pot, but I can't prove it. What should I do?" "Heather won't tell me what she does on her dates. She says it's none of my business, but don't I have a right

to know?" You'll learn what motivates a child to lie, why some kids lie more than others, what to do if you suspect or discover your child is lying, how you can encourage your child to tell the truth, and more—all in easy-to-understand, practical language that makes this an invaluable book for every family.

Why Leaders Lie John J. Mearsheimer, 2013
Presents an analysis of the lying behavior of
political leaders, discussing the reasons why it
occurs, the different types of lies, and the costs
and benefits to the public and other countries
that result from it, with examples from the recent
past.

Lying and Deception in Everyday Life Michael Lewis, Carolyn Saarni, 1993-02-05 I speak the truth, not so much as I would, but as much as I dare....-- Montaigne All cruel people describe themselves as paragons of frankness.' -- Tennessee Williams Truth and deception--like good and evil--have long been viewed as diametrically opposed and unreconcilable. Yet, few people can honestly claim they never lie. In fact, deception is practiced habitually in day-to-day life--from the polite compliment that doesn't accurately relay one's true feelings, to self-deception about one's own motivations. What fuels the need for people to intricately construct lies and illusions about their own lives? If deceptions are unconscious, does it mean that we are not responsible for their consequences? Why does self-deception or the need for illusion make us feel uncomfortable? Taking into account the sheer ubiquity and ordinariness of deception, this interdisciplinary work moves

away from the cut-and-dried notion of duplicity as evil and illuminates the ways in which deception can also be understood as a adaptive response to the demands of living with others. The book articulates the boundaries between unethical and adaptive deception demonstrating how some lies serve socially approved goals, while others provoke distrust and condemnation. Throughout, the volume focuses on the range of emotions--from feelings of shame, fear, or envy, to those of concern and compassion--that motivate our desire to deceive ourselves and others. Providing an interdisciplinary exploration of the widespread phenomenon of lying and deception, this volume promotes a more fully integrated understanding of how people function in their everyday lives. Case illustrations, humor and wit, concrete examples, and even a mock television sitcom script bring the ideas to life for clinical practitioners, behavioral scientists, and philosophers, and for students in these realms.

Get the Truth Philip Houston, Michael Floyd, Susan Carnicero, 2015-03-24 Getting someone to tell the truth is an essential skill that very few people possess. In the boardroom, classroom, or our own homes, every day we interact with others and try to get the truth from them. People are often untruthful out of fear of negative consequences associated with divulging information. But if a person is made to forget the long-term outcomes of lying, he or she can be influenced to disclose sensitive information that's being withheld. The aim is to encourage the person to remain in short-term thinking mode, shifting focus away from the

long-term ramifications of telling the truth. As former CIA agents and bestselling authors of Spy the Lie, Philip Houston, Mike Floyd, and Susan Carnicero are among the world's best at detecting deceptive behavior and eliciting the truth from even the most accomplished liars. Get the Truth is a step-by-step guide that empowers readers to elicit the truth from others. It also chronicles the fascinating story of how the authors used a methodology Houston developed to elicit the truth in the counterterrorism and criminal investigation realms, and how these techniques can be applied to our daily lives. Using thrilling anecdotes from their careers in counterintelligence, and with easy-to-follow instructions, the authors provide a foolproof means of getting absolutely anybody to give an honest answer. Get the Truth is the easy and effective way to learn how to get the truth every time.

Anatomy of a Lie Diane M. Komp,1998 Anatomy of a Lie offers a riveting, close-up look at lying, the moral epidemic that affects our faith, our marriages, our children, our relationships, our careers, and every aspect of our lives. With surgical precision, Yale Medical School physician and best-selling author Diane Komp probes the human soul to uncover the causes of our lies -- and the cure.

<u>Liespotting</u> Pamela Meyer,2010-07-20 GET TO THE TRUTH People--friends, family members, work colleagues, salespeople--lie to us all the time. Daily, hourly, constantly. None of us is immune, and all of us are victims. According to studies by several different researchers, most of us

encounter nearly 200 lies a day. Now there's something we can do about it. Pamela Mever's Liespotting links three disciplines--facial recognition training, interrogation training, and a comprehensive survey of research in the field-into a specialized body of information developed specifically to help business leaders detect deception and get the information they need to successfully conduct their most important interactions and transactions. Some of the nation's leading business executives have learned to use these methods to root out lies in high stakes situations. Liespotting for the first time brings years of knowledge--previously found only in the intelligence community, police training academies, and universities--into the corporate boardroom, the manager's meeting, the job interview, the legal proceeding, and the deal negotiation. WHAT'S IN THE BOOK? Learn communication secrets previously known only to a handful of scientists, interrogators and intelligence specialists. Liespotting reveals what's hiding in plain sight in every business meeting, job interview and negotiation: - The single most dangerous facial expression to watch out for in business & personal relationships - 10 questions that get people to tell you anything - A simple 5-step method for spotting and stopping the lies told in nearly every high-stakes business negotiation and interview - Dozens of postures and facial expressions that should instantly put you on Red Alert for deception - The telltale phrases and verbal responses that separate truthful stories from deceitful ones - How to create a

circle of advisers who will guarantee your success *Spy the Lie* Philip Houston, Michael Floyd, Susan Carnicero, Don Tennant, 2013-07-16 Three former CIA officers share their techniques for lie detection, outlining methods for identifying deceptiveness as revealed by verbal and non-verbal behaviors from facial expressions and grooming gestures to invoking religion and using qualifying language.

The Psychology of Lying and Detecting Lies Bella DePaulo, 2018-03-27 This book is a collection of 29 of the most popular blog posts and chapters on deception written by Dr. Bella DePaulo, one of the world's leading experts on the psychology of lying and detecting lies. Drawing from research - much of it her own - Professor DePaulo helps us understand big-time liars as well as the more ordinary liars in our everyday lives. Want to know what science has to say about detecting deception? There are 7 short chapters on that. Another 9 chapters explore the dynamics of deceit in our interactions with our romantic partners, friends, and family. Regardless of what you think you already know about deception, you will undoubtedly learn something new and surprising from this book. CONTENTS. I.FIRST, SOME TRUTHS ABOUT LIES 1.6 truths about lies 2. Why do people lie to you? II.PROFILES OF ORDINARY LIARS 3.Who lies? 4.Men or women: Who lies more? III.BIG-TIME LIARS 5.How ordinary people become extraordinary liars 6.Bigtime liars: Top 7 lies they tell themselves 7. How President Trump's lies are different from other people's 8. For writing about President Trump's lies, I got called an ugly witch and more 9. Deception: It's what Dexter does best (well,

second best) 10.Getting suckered by a killer IV.FIGURING OUT WHEN YOU ARE GETTING DUPFD 11.Looks can kill - your better judgment 12.Why are we so bad at detecting lies? 13. How body language lets us down 14. Unconscious, gut-level lie detection? 15.Can't keep your story straight: Maybe not such a great cue to deception after all 16. If you watch 'Lie to Me, ' will you become more successful at detecting lies? 17. Suppose you could know exactly what other people were thinking and feeling: Would you want to? V.LYING AND DETECTING LIES IN RELATIONSHIPS (AND NOT JUST ROMANTIC ONES) 18.Do relationships need lies to survive? 19. Infidelity: Who are the real cheaters? 20. Spotting a cheater: How long do you have to know a person before you can do it accurately? 21. Manti Te'o and the revenge of the romantic fantasy 22. When you are the last to know you've been duped 23. Friends and lovers: Is there a 'knew it all along' effect? 24.What friends know that others don't 25. The power and peril of hurt feelings VI.LYING AND DETECTING LIES IN SPECIAL CONTEXTS 26.Do audio-only press briefings make it easier to mislead? 27.Airport screening post-9/11 - what happens before you even get to any of the machines 28.Can a computer tell when you are lying? 29.Accused of doing something awful? Here's how to convince others of your innocence

Nine Lies About Work Marcus Buckingham, Ashley Goodall, 2019-04-02 Forget what you know about the world of work You crave feedback. Your organization's culture is the key to its success. Strategic planning is essential. Your competencies should be measured and your weaknesses shored up.

Leadership is a thing. These may sound like basic truths of our work lives today. But actually, they're lies. As strengths guru and bestselling author Marcus Buckingham and Cisco Leadership and Team Intelligence head Ashley Goodall show in this provocative, inspiring book, there are some big lies--distortions, faulty assumptions, wrong thinking--that we encounter every time we show up for work. Nine lies, to be exact. They cause dysfunction and frustration, ultimately resulting in workplaces that are a pale shadow of what they could be. But there are those who can get past the lies and discover what's real. These freethinking leaders recognize the power and beauty of our individual uniqueness. They know that emergent patterns are more valuable than received wisdom and that evidence is more powerful than dogma. With engaging stories and incisive analysis, the authors reveal the essential truths that such freethinking leaders will recognize immediately: that it is the strength and cohesiveness of your team, not your company's culture, that matter most; that we should focus less on top-down planning and more on giving our people reliable, real-time intelligence; that rather than trying to align people's goals we should strive to align people's sense of purpose and meaning; that people don't want constant feedback, they want helpful attention. This is the real world of work, as it is and as it should be. Nine Lies About Work reveals the few core truths that will help you show just how good you are to those who truly rely on you.

Uncover the mysteries within Crafted by is enigmatic creation, Why People Lie . This downloadable ebook, shrouded in suspense, is available in a PDF format (Download in PDF: *). Dive into a world of uncertainty and anticipation. Download now to unravel the secrets hidden within the pages.

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