

FINDING THE TRUTH

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FINDING THE TRUTH – WHAT HAPPENED HERE?

















FINDING THE TRUTH IS A VITAL SKILL!

- “WHO KNOWS WINS”
- USEFUL TO KNOW WHETHER SOMEONE IS LYING IN A WHOLE RANGE OF DIFFERENT SITUATIONS - MEETINGS, PHONE CONVERSATIONS, STATEMENTS, ACCOUNTS
- “In war the truth is so precious..... Churchill

BUT REMEMBER

- “PRETTY MUCH ALL THE HONEST TRUTH TELLING THERE IS IN THE WORLD TODAY IS DONE BY CHILDREN” – Oliver Wendell Holmes

AIM OF DETECTING TRUTH

- TO IMPROVE EFFECTIVENESS
- TO OBTAIN ACCURATE INFORMATION TO BASE DECISIONS ON



REMEMBER



- NOT ALL LIES CAN BE DETECTED (Psychopathic liars)
- EXCEPTIONS TO EVERY RULE (Cultural factors/Body language)
- SUCCESS IN FINDING TRUTH 90%
PREPARATION 10%
EXECUTION

LIES – WHAT ARE THEY?

- SOMETHING THE TELLER DOES NOT BELIEVE HIMSELF
- TOLD WITH A VIEW TO MISLEADING THE VICTIM OR WITH WILFUL DISREGARD TO THE OUTCOME
- PROVIDES A BENEFIT TO THE LIAR

TYPES OF LIES

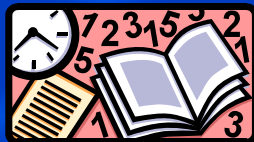
- THERE ARE GOOD LIES AND BAD LIES:
- COMFORTING LIES “You will get well soon”
- FLATTERING LIES “ You look great”
- BOASTFUL LIES “I am the best”
- CONVENIENT LIES “The cheque is in the post”
- NOBLE LIES (Falsehood justifying laudable goal) –WMD in Iraq

LIES CAN BE CONVEYED

- DIRECTLY
- INDIRECTLY
- VERBALLY
- IN WRITING
- THROUGH BODY LANGUAGE
- BY CONCEALMENT
- BY FALSIFICATION

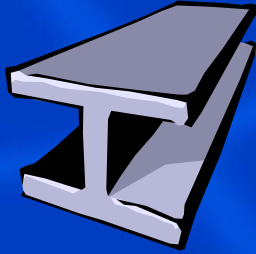
RESEARCH INDICATES

- That 75% of CV's contain false information
- US citizens lie 40 X each week
- Bad lies less common at home than at work



THE HARD REALITY

- If you are a manager you are lied to every day
- We like to believe (bias towards truth)
- We often do not like to ask direct questions
- Most frauds could be prevented if honest people had asked the right questions at the right time



BEHAVIOUR PATTERNS OF LIARS/FRAUDSTERS

- Similar to animals under threat
- Attack if they believe they can win
- Attack if cornered
- Run or hide if cannot win
- Capitulate if no alternative



RESPONSES FROM SUSPECTS

- Repressed emotion always comes to the surface
- The more adverse information you have the more you have to repress
- Individual responses have to be treated with caution however consistently repeated responses have significance



TRUTH

- TRUTH COMES DIRECTLY FROM MEMORY
- It is :
- Usually natural
- Usually spontaneous
- Consistent in detail
- Can be repeated without hesitation

LIES

- LIES COME FROM IMAGINATION
- They are :
- Contrived
- Usually not spontaneous
- Inconsistent in detail
- Are usually difficult to accurately repeat

UNDER STRESS OF INTERROGATION

- Memory and imagination become confused
- This leads to inconsistencies and slip ups
- Detail is everything for an investigator



SELF DECEPTION

- Natural inclination for suspects to repress and deny
- Projection and displacement – “The CEO would never do that”
- Rationalisation and Minimalisation – “Its not that bad” – “Its not that much” – “they deserved it”

RAISING ANXIETY

- Anxiety increases when a suspect perceives the demands of a situation exceed his ability to cope
- Raising anxiety and stress can cause a suspect to panic and lead to a confession
- This can be triggered by prospect of punishment, shame or remorse

CONCEALMENT AND FALSIFICATION

- 80% of lies involve concealment
- Concealment involves “being economical with the truth” – its passive and easier, involves little anxiety and provides a plausible excuse if detected
- Falsification is a much more dangerous strategy – can be hard to maintain detail, produces anxiety – no excuse for an outright lie

THE FOUNDATIONS OF TRUTH AND DECEPTION

- Truth is built on a firm foundation and can be easily imparted
- Deception is built on lies and in the liars mind convincing is necessary

SILENCE



- The guilty often claim the right to silence
- The innocent usually seek to explain and are anxious to answer questions and provide explanations. The fear of being disbelieved may result in genuine anger

LIES ARE EXPOSED BY

- Confessions/ Partial admissions
- Clues:
- What is said
- The way answers are expressed
- Body language 65% of communication is non verbal
- Emblems – glasses, shoes, jewellery, cars etc. Signals how person perceives himself. Can be misleading. Look for inconsistencies

PERSONAL SPACE

- 6" (150mm) TO 18" (450mm) = Intimate zone
- Up to 48" (1200mm) = personal zone
- Up to 120" (3000mm) = social zone
- Invading personal space raises anxiety
- Liars want to increase personal space



HAND MOVEMENTS AND USE OF PROPS

- Hand Movements designed to soothe and calm- hands to mouth, brushing- difficult to disguise
- Props – pens worry beads etc
- During deception use of hand movements increase and props decrease

POSITIVE BODY LANGUAGE

- Relaxed posture and regular breathing
- Hands open palms up
- Good eye contact
- Smiling
- Humour
- Leaning close



NEGATIVE BODY LANGUAGE-Tell tale signs

- “Stoney faced”
- Looking away – “shifty eyed”
- Dry mouth
- False yawns
- Biting lip
- Sighing
- Also heavy sweating, leaning away, tapping feet, increased heart beat

TELL TALE SIGNS – CONTENT 1

- Refusal to answer questions
- Question in response to a question (“Why should I do that?”)
- Inability or reluctance to provide detail
- Changing excuses
- Obvious lies
- Contradictory statements

TELL TALE SIGNS – CONTENT 2

- Claiming virtue or honour
- Sudden lack of memory
- Gaps in explanation
- Contrived anger
- Attacking the interviewer
- Repeating answer or question
- Long and rambling answers

TELL TALE WORDS

- “To be absolutely honest”
- “You don’t have the evidence”
- “How should I know that”
- “Give me time”
- “No No No or Yes Yes Yes”

ATTITUDES CAN BE INDICATORS OF LYING

- Minimalises seriousness of matters in issue
– Nixon “dissembled the truth” Clinton
“smoked cannabis without inhaling”
- Tends to believe that everyone else is dishonest
- Will usually blame others
- Will not hold on to incriminating evidence

CONDUCTING AN INTERVIEW WITH A SUSPECT

- Plan strategy
- Listen and observe
- Rely on your instincts
- Press for detail
- Challenge
- Explain what you think the truth is



TACTICS TO BEAR IN MIND

- After detailed research - Begin with a firm statement that the suspect is guilty
- Do not allow the suspect to deny his involvement
- Offer a sympathetic series of possibilities as to how and why the crime took place
- Keep suspect on the defensive by undermining his self confidence

MORE TACTICS

- Give some persuasive arguments for telling the truth
- Alleviate the fear of confessing
- Use compliments to build rapport
- Watch for indications that show the suspect is ready to confess
- Move in and get the confession

WHY INDIVIDUALS CONFESS

- Convinced truth will come out eventually
- Not confident they can succeed with deception
- To lessen the consequences – resignation rather than dismissal, avoid family disgrace
- Remorse
- Avoid police action / imprisonment
- Wish to help victim

REMEMBER 1

- When in doubt press for more detail and make the liar falsify. In this way his confidence decreases, his anxiety increases and his verbal and non verbal signals spiral out of control
- A person who refuses to answer a question has in all probability implicated himself
- Raise the anxiety stakes to obtain a confession
- If a person objects to rather than denies an accusation of responsibility it is likely that he is being untruthful

REMEMBER 2

- Always confront a liar with the truth. His reaction will be highly significant
- Make it clear that lies will not succeed and there is plenty of time in which to uncover the truth
- Convey overwhelming confidence that the truth will be revealed
- Watch and carefully monitor body language

SYSTEMS FOR DETECTING LIES

- Polygraphs – Lie detectors
- Voice stress analysis – Digilog
- Truth drugs – “in vino veritas” sodium pentothal, SP17