

A MATTER OF COMMUNICATION

TRUTH vs. LYING

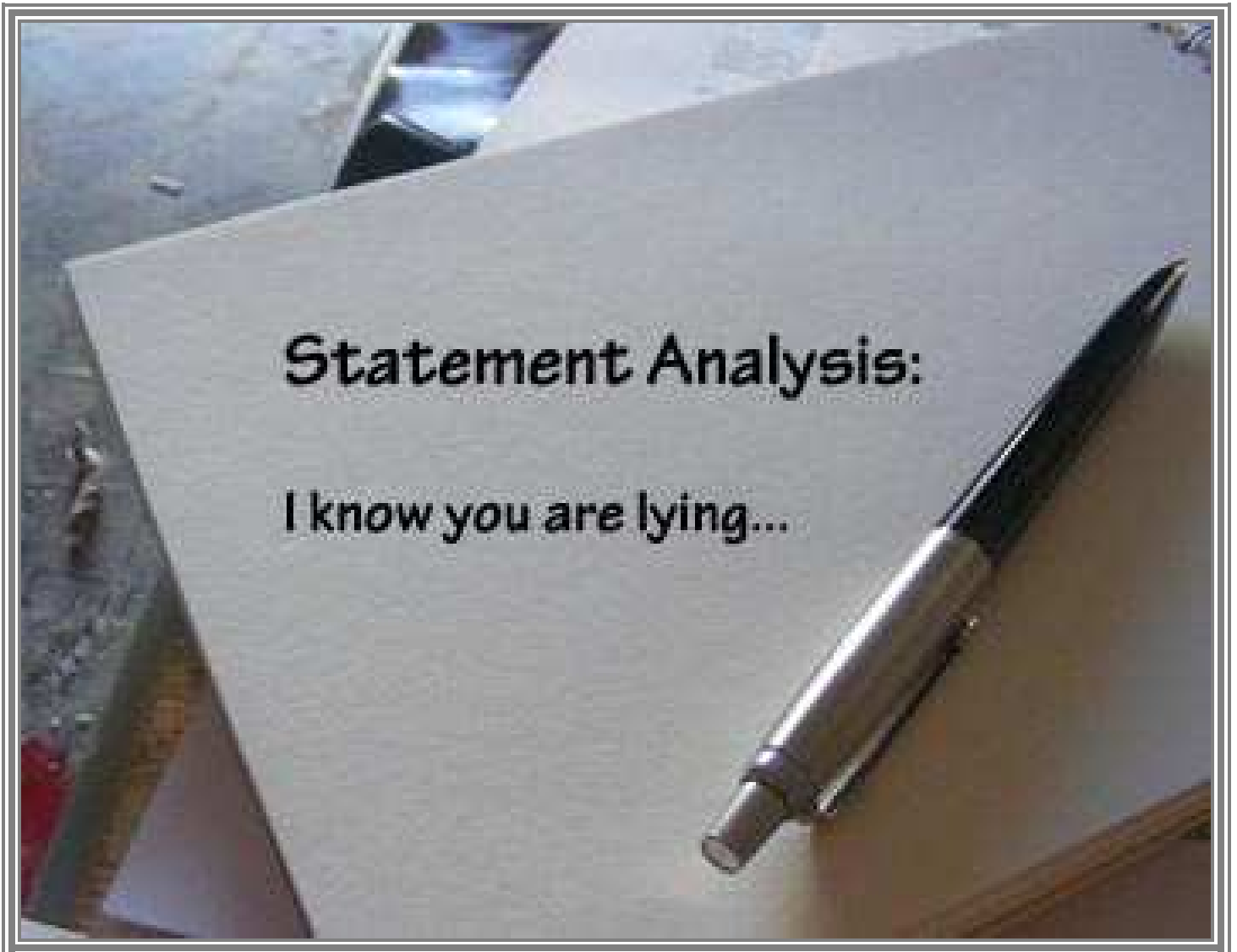


Photo by Mark McClish "Statement Analysis®" at Blifaloo.com

Human spoken and pictorial languages can be described as a system of symbols (sometimes known as lexemes) and the grammars (rules) by which the symbols are manipulated. The word "language" also refers to common properties of languages. Language learning normally occurs most intensively during human childhood. Most of the thousands of human languages use patterns of sound or gesture for symbols which enable communication with others around them. Languages seem to share certain properties although many of these include exceptions. There is no defined line between a language and a dialect. Constructed languages such as Esperanto, programming languages, and various mathematical formalisms are not necessarily restricted to the properties shared by human languages.--Wikipedia

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Photo by Mark McClish "Statement Analysis®" at Blifaloo.com

It is important to understand: This is SPECULATIVE DATA. Most of it is unverified. Use it for hints and pointers, but DO YOUR OWN RESEARCH!

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A MATTER OF COMMUNICATION

Lying:

Lying has become, sadly, an accepted tool of many politicians, the news media and educators who teach and shape our young generations of children. This eventuality has lead to a massive amount of misinformation and has relegated ideological dishonest politicians and news media outlets to the level of propaganda bureaus instead of "news" media bureaus.

Apparently the trend is difficult or impossible to turn around. Politicians, news media outlets and America's educators, who believe in truth and honesty, at all costs, while in the minority, have been attempting to fight back using a defensive strategy and tactics. Obviously the defensive approach has failed too. More effort, a clear workable strategy and tactics the people can use is needed.

It appears that the despicable practice of lying and misinforming the public and colleagues will continue because it has proven so effective in subverting the truth. If lying and misinformation can not be stopped by defensive tactics the people who are concerned about liars in our society, such as many of our politicians, news media talking heads and educators and administrators at all levels of our education system will have to develop their own offense.

We citizens, who were raised with the concept that telling the truth is akin to godliness and those who were raised with the concept that telling lies is justified if one wins in the end divides our population into two factions: 1) Lie Tellers and 2) Truth Tellers. One can say definitely that these two factions match up perfectly with the progressive and conservative ideological factions in the United States. However, there is a huge population imbalance within the two factions, but you be the judge, once you learn how to spot liars, cheats and dishonest individuals.

Who are you? Are you a teller of lies or a teller of the truth?

We have seen political parties, news media and groups using scare tactics over several election cycles to sway voters, especially the elderly voters. These political scare tactics aren't very often based on any truth, nor are they honest as a general rule. These political scare tactics are more often than not based on lies, half-truths, misinformation and omissions...all propoganda.

Today we see obvious lies used in advertisements on television with no apology. Why do otherwise honest truth telling people purchase these businesses' goods, products and services? I don't!

Lies: A noun meaning a false statement made with deliberate intent to deceive; an intentional untruth; a falsehood; something intended or serving to convey a false impression; imposture; and an inaccurate or false statement.

A lie (also called prevarication or falsehood) is a type of deception in the form of an untruthful statement, especially with the intention to deceive others. To lie is to state something with disregard to the truth with the intention that people will accept the statement as truth. To state the obvious a liar is a person who is lying or lies, who has previously lied, or who tends by nature (congenital lying) to lie repeatedly - even when not necessary. There are congenital liars who can not bring themselves to tell the truth in any instance. They are mentally addicted to not telling the truth, as one would be addicted to alcohol or drugs.

Lying is typically used to refer to deceptions in oral or written communication. Other forms of deception, such as disguises or forgeries, are generally not considered lies, though the underlying intent may be the same. However, even a true statement can be used to deceive others. The omission of true facts tactic can be used to deceive others. In this situation, it is the intent of being overall untruthful rather than the truthfulness of any individual statement that is considered the lie. As in the boy who cried wolf. The only promising truth about this type of lying is that eventually others will come to assume the individual is lying about every thing they say and eventually ignore anything they say, at which the individual become irrelevant to others, such as the boy who cried wolf to

often only to eventually be ignored when the real wolf showed up to devour his sheep.

Serious lies (such as perjury, fraud and defamation) are punishable by local, state and federal laws.

Ways of detecting lies -

Become a Human Lie Detector:

Warning: sometimes ignorance is bliss; after gaining this knowledge, you may be hurt when it is obvious that someone is lying to you. The following deception detection techniques are often used by police, forensic psychologists, security experts and other investigators, but you too can use it to sort out liars from truth tellers.

Detecting Lies: This knowledge is also useful for managers, employers, and for anyone to use in everyday situations where telling the truth from a lie can help prevent you from being a victim of fraud/scams and other deceptions, particularly political deceptions that can come back to hurt you, your family, friends, peers and your Nation later on when it is more difficult to do anything about it, such as impeaching the individual or individuals.

Lying is an impeachable offense for United States government politicians and officials according to the definition of impeachment in our U.S. Constitution under the "high crimes and misdemeanors" clause. It is also an impeachable offense in the U.S. government when a subordinate of a high official or politician lies to the public. One may ask, why then aren't more politicians and high officials impeached? The short answer is because we the people have been too complacent and have ignored all the lies and dishonest in our U.S. Central Government. We have to demand honesty and truth telling in our Government.

Following is just a basic run down of physical (body language) gestures and verbal cues that you can look for to help you decide if someone is being untruthful or not.

Signs of Deception -

Body Language of Lies:

- The individual's physical expression will be limited and stiff, with few arm and hand movements. Hand, arm and leg movement are toward their own body, the liar will take up less space.
- A person who is lying to you will avoid making eye contact.
- Their hands will be constantly touching their face, throat and mouth. They will be seen touching or scratching their nose or scratching behind their ears. They are not likely to touch their chest or heart with an open hand.

Emotional Gestures and Contradiction:

- Timing and duration of emotional gestures and emotions are off their normal pace. The display of emotion is delayed, stays longer than it would naturally then stops suddenly.
- Timing is off between emotions gestures/expressions and words. Example: Someone says "I love it!" when receiving a gift and then smile after making that statement, rather than at the same time the statement is made.
- Gestures/expressions don't match the verbal statement, such as frowning when saying "I love you."
- Expressions are limited to mouth movements when someone is faking emotions (like happy, surprised, sad, awe) instead of the whole face. For example; when someone smiles naturally their whole face is involved: jaw/cheek movement, eyes and forehead push down.

Interactions and Reactions:

- A guilty person gets defensive. An innocent person will often go on the offensive.
- A liar is uncomfortable facing his questioner/accuser and may turn his head or body away.
- A liar might unconsciously place objects (book, coffee cup or other objects) between themselves and you.

Verbal Context and Content:

- A liar will often use your words to answer your questions. When asked, "Did you eat the last cookie?" The liar answers, "No, I did not eat the last cookie."

- A statement with a contraction is more likely to be truthful: "I didn't do it" instead of "I did not do it"
- Liars sometimes avoid "lying" by not making direct statements. They imply answers instead of denying something directly. They often change the subject or give an answer to a question you did not ask.
- The guilty person may speak more and longer than natural or needed, adding unnecessary details to convince you... they are not comfortable with silence or pauses in the conversation. During pauses they will often fidget or look away.
- A liar may leave out pronouns and speak in a monotonous tone. When a truthful statement is made the pronoun is emphasized as much or more than the rest of the words in a statement.
- Words may be garbled and spoken softly and syntax and their normally good grammar may be off. In other words, their sentences will likely be muddled rather than emphasized.

The use of distancing language: Distancing language partly shields health workers from the impact of workplace experiences, e.g. "bled to death" substituted with "exsanguinated".

Military personnel may use a range of distancing terms for combatants either killing or dying. They may also employ distancing, dehumanizing terms for combatants on the opposing side. "Collateral damage" for the death of uninvolved civilians is an example.

Everyday euphemistic references to death, dying, burial, corpses and to the people and places which deal with death are also protective, distancing terms either formal or informal, e.g. "croaked", "bought the farm", "expired", "passed on".

An indirect statement implying an answer, rather than a direct answer, may indicate lying. For example, replies such as "would I do such a thing?" or even "I wouldn't do such a thing", rather than "I didn't do it". Referring to someone known well by the speaker as "that woman" instead of using her name or "her" is another example.

There are many techniques that people subconsciously and sadly conscientiously use to distance themselves from the truth. This is especially apparent when someone is attempting to avoid the consequences of their actions. For example, the use of pronouns changes when one is being deceptive. "My" becomes "the." For example, "I drove 'my' car to the ramp" becomes "the car rolled into the lake."

Other constructs to examine may include the addition of unnecessary words. For example, "We didn't see her" might come out "We didn't really see her." The additional word could be an indication of deception. There are many references on the Internet to articles about detecting deception. Many of these techniques are used by the police in criminal investigations. These and other techniques are taught to Correctional Staff in an introductory course (*Can You Read Between the Lines?: Detecting Deception*, by Dr. Stephen Strunk) offered at The Academy for Staff Development (Virginia Department of Corrections) Crozier, Virginia.

Other Signs of a Lie:

- Individuals may be lying when you attempt or change the subject of a conversation quickly. A liar will follow along willingly and becomes more relaxed. The guilty wants the subject changed; an innocent person may be confused by the sudden change in topics and will want to go back to the previous subject.
- Using humor or sarcasm to avoid a subject.

Summary:

Obviously, just because someone exhibits one or more of these signs does not make them a liar. The above behaviors should be compared to a person's base (normal) behavior whenever possible. That said, it is often all too obvious when an individual is lying.

Most lie detecting experts agree that a combination of body language and other cues must be used to make an educated guess on whether someone is telling the truth or a lie. Bottom line, you will have to give the individual the benefit of your doubt.

Eye Direction and Lying:

The direction a person's eyes are looking can sort of reveal whether or not they are making a truthful statement or not. But, it isn't as simple as some recent television shows or movies make it seem.

In these shows a detective will deduce if a person is being untruthful simply because they looked to the left or right while making a statement. In this situation other interactions must also be considered.

In reality, it would be foolish to make such a snap judgment without further investigation... but the technique does have some merit. If there is movement within the subject's peripheral visions they may automatically glance to identify what has moved and has nothing to do with the truth or a lie. You have to be the judge.



Forced or "polite" smile.
Only muscles directly around
the mouth are involved.



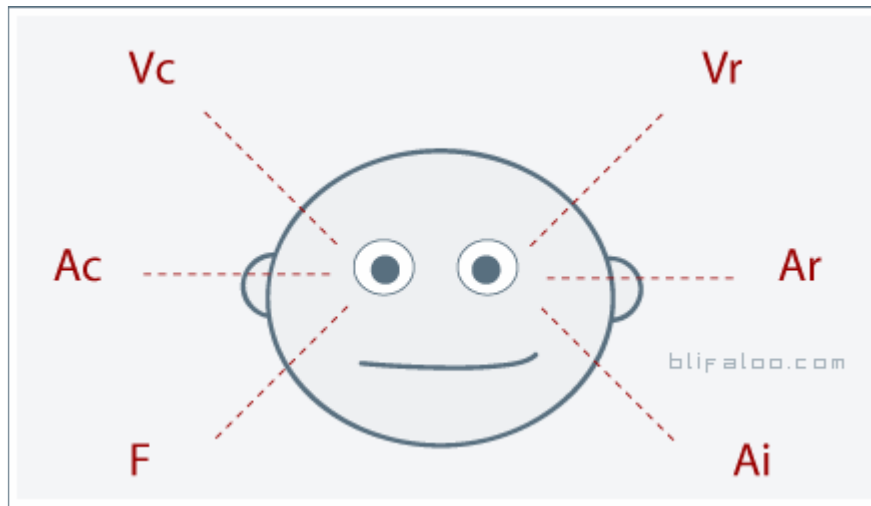
Natural Smile.
Many facial muscle groups
move involuntarily. The forehead
muscles will "push down", cheeks
and jaw move, and the nose may
wrinkle.
The easiest way to spot a real smile
is to look at the eyes. In natural smile
the eyes become "squished" and may
cause "crows feet." Only a small % of
people can voluntarily move these
eye muscles to "fake" a "real" smile :)

Deceptive and Truthful Smiles

So, here it is... read, ponder and test what you have learned on your friends and family to see how reliable it is for yourself and then use your newfound knowledge on television personalities, politicians, news media talking heads and educators. Seek the truth! The truth will set you free...John 8:32.

Visual Accessing Cues:

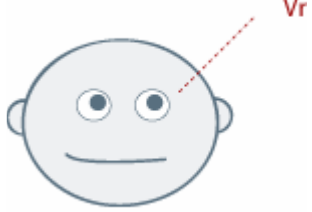

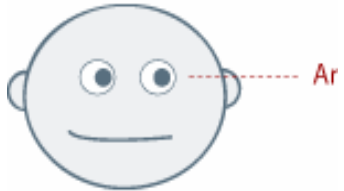
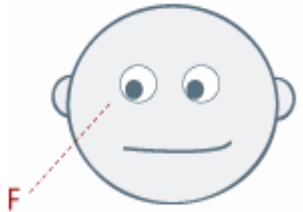
It is believed that the first time "Visual Accessing Cues" were discussed was by Richard Bandler and John Grinder in their book "Frogs into Princes: Neuro Linguistic Programming (NLP)" From their experiments this is what they found.



Facial Expressions

When asked a question a "normally organized" right-handed person looks like the following graphic depictions...

	<p><i>From your viewpoint, looking at them...</i></p> <p>Looking Up and to the Left Indicates: Visually Constructed Images (Vc) If you asked someone to "Imagine a purple buffalo", this would be the direction their eyes moved in while thinking about the question as they "Visually Constructed" a purple buffalo in their mind.</p>
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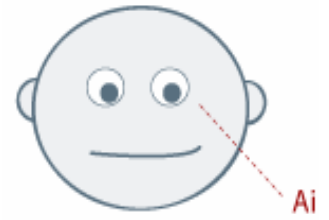
<p><i>From your viewpoint, looking at them...</i></p> <p>Up and to the Right Indicates: Visually Remembered Images (Vr) If you asked someone to "What color was the first house you lived in?", this would be the direction their eyes moved in while thinking about the question as they "Visually Remembered" the color of their childhood home.</p>		
	<p><i>From your viewpoint, looking at them...</i></p> <p>To the Left Indicates: Auditory Constructed (Ac) If you asked someone to "Try and create the highest the sound of the pitch possible in your head", this would be the direction their eyes moved in while thinking about the question as they "Auditorily Constructed" this this sound that they have never heard of.</p>	
<p><i>From your viewpoint, looking at them...</i></p> <p>To the Right Indicates: Auditory Remembered (Ar) If you asked someone to "Remember what their mother's voice sounds like ", this would be the direction their eyes moved in while thinking about the question as they "Auditorily Remembered " this sound.</p>		
	<p><i>From your viewpoint, looking at them...</i></p> <p>Down and to the Left Indicates: Feeling / Kinesthetic (F) If you asked someone to "Can you remember the smell of a campfire? ", this would be the direction their eyes moved in while thinking about the question as they used recalled a smell, feeling, or taste.</p>	

From your viewpoint, looking at them...

Down and To the Right

Indicates: **Internal Dialog (Ai)**

This is the direction of someone eyes as they "talk to themselves".



The Gist of it all...

How you can use this information to detect lies:

Example: Let's say a child asks you for a cookie, and you ask: "Well, what did your mother say?" As they reply "Mom said... yes.", they look to the left. This would indicate a made up answer as their eyes are showing a "constructed image or sound. Looking to the right would indicate a "remembered" voice or image, and thus would be telling the truth.

Summary:

*** Looking straight ahead or with eyes that are defocused / unmoving is also considered a sign of visual accessing.

*** A typical left-handed person would have the opposite meanings for their eye-directions.

*** As with other signs of lying, you should first establish and understand a person's base-behavior before concluding they are lying by the direction of their eyes.

*** Many critics believe the above is a bunch of bull malarkey. But, why not find out for yourself? Make up a list of questions like the sample ones here and give them to your friends / family or anyone who would be your guinea pig, observe their eye movements and record the results.

*** This guide is hardly in-depth, I recommend getting the book "*Frogs into Princes: Neuro Linguistic Programming*" by Richard Bandler and John Grinder for a more thorough explanation if the subject interests you...and it should as a concerned American.

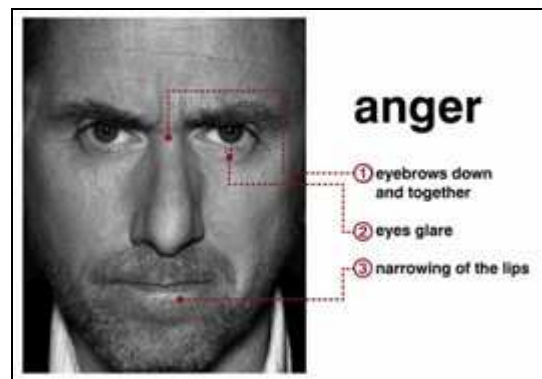
Micro Expressions, Subtle Body Language and Lying

A micro expression is a momentary involuntary facial expression that people unconsciously display when they are hiding an emotion. They are quick and intense expressions of concealed emotion.

The main points to remember are that micro expressions are:

Brief: Micro-expressions can appear then disappear off the face in a fraction of a second. In other words micro-expressions occur so quickly, that most people don't even notice them.

Involuntary: A micro-expression is caused by involuntary movements in facial muscles. Most people cannot control these involuntary muscles which are affected by their emotions.

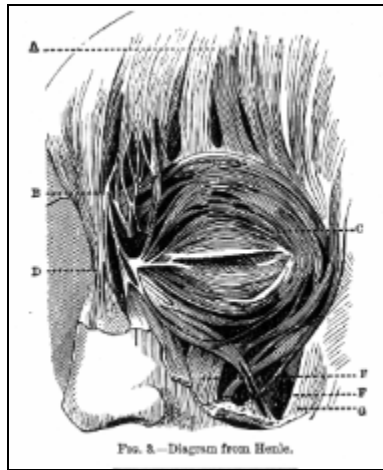


Anger Expressions

Micro Expressions are generally grouped into seven universal emotions: **anger, disgust, fear, sadness, happiness, surprise and contempt.**

Micro Expression Theory:

According to Wikipedia, Micro Expressions were first discovered by Haggard and Isaacs in the 1960s. In 1966, Haggard and Isaacs outlined how they discovered these "micromomentary" expressions published under the title: *"Micromomentary Facial Expressions as Indicators of Ego Mechanisms in Psychotherapy"*.



Eye Muscles

Although it is not included in most histories of micro expressions; I would like to point out that Darwin's book *"The Expression of the Emotions in Man and Animals"* published in 1872 deserves a mention. Darwin noted the universal nature of facial expressions, the muscles used in facial expressions, among other related topics.

William Condon was a pioneer who studied hours of tapes in the 1960s, frame by frame, to discover micro movements like micro expressions. There is little info on this research but there is some other interesting body language and verbal expression / NLP (Natural Language Processing) research by Dr. William S. Condon. Others mentioned as pioneering researchers in the field include John Gottman and Paul Eckman.

Dr. Paul Ekman's research (along with the work of Silvan Tomkins) in the study of emotions and their relation to facial expressions took Darwin's work to the next level proving that facial expressions of emotion are not culturally determined, but biological in origin and universal across human cultures. Ekman co-developed the *Facial Action Coding System (FACS)* with Wallace V. Friesen in 1976. FACS is a system to taxonomize human facial expressions and is still used today by psychologists, researchers and animators.

Micro-Expressions and Lying:

Micro Expressions betray us when we lie. We can try to cover our feelings with fake smiles, but involuntary face muscles reveal our hidden emotions.

Paul Ekman and his research is the inspiration for the TV series *"Lie to Me"*.

Trained investigators, customs agents, etc. use micro expression recognition along with other body language and speech cues to determine truthfulness.

While most people can be trained to recognize micro expressions and other deceptive cues, some folks are naturals. Ekman calls them "*Truth Wizards*". You and I need to become Truth Wizards...

Latest Micro Expression Research and Training:

Dr. Paul Ekman (Download free: <http://www.filestube.com/b370387bca931fad03ea,g/Paul-Ekman-METT-Micro-Expression-Training-Tool-By-Seiryu.html>) and Dr. David Matsumoto () created METT (Micro-Expression Training Tool), an online micro expression training tool. METT and METT2 are being discontinued, but both Ekman and Matsumoto have developed their own micro expression training software available on their respective Websites.

(See <http://face.paulekman.com/aboutmett2.aspx> and <http://wn.com/Microexpression>)

Dr. Mark Frank, a former student of Ekman's, continues work on deception and micro facial movement research. Frank identified specific and sometimes involuntary movements of the 44 human facial muscles linked to fear, distrust, stress and other emotions related to deception. Frank's work is being tested for its use in anti-terrorism investigations.

Opinion: Another important thing to remember about micro-expressions is that they only show what someone is feeling...not whether they lying per-se, and not what they are thinking. The micro-expression only tells you their knee-jerk emotional state, in my opinion.

I believe, with no proof or scientific basis that micro-expressions can also reveal emotions that are unconscious or only partially related to whatever is being talked about. In other words, just because someone says "that's awesome!" and flashes a brief micro-expression of contempt ... doesn't necessarily mean they are lying about their feelings.... just that there is something about the subject that "bugs" them and they may not even know it is bothering them.

So, you show your friend Sarah a picture of your new dog. She looks at you and says "wow, really cute", but you catch a micro-expression glimpse of "disgust". I believe it would be presumptuous to take this as a sign that Sarah thinks your puppy is ugly. She may have been bit by a dog in the past and that emotion briefly flashed across her face when she looked at the picture of your dog. Don't jump to conclusions...

I'm just cautioning readers who can see micro-expressions from simplifying and presuming too much -- human thoughts and emotions are complicated! Tread lightly...

How People's Words Betray Them

"Statement Analysis®" is a technique used by police and other investigators to determine the truthfulness of written or spoken words.

Author Mark McClish is a well-respected retired Deputy United States Marshal and an expert in interviewing techniques.

Intro to Statement Analysis

Statement Analysis is the process of analyzing a person's words to determine if the subject is being truthful or deceptive. The reason these techniques work is because people's words, expressions and behavior will betray them.

There are usually several ways you can phrase a statement. People will always word their statement based on all their knowledge. Therefore, their statement may include information they did not intend to share.

It is nearly impossible to give a lengthy deceptive statement without revealing that it is a lie.

The Statement Analysis techniques are very accurate because they are based on the English language, specifically word definitions and the rules of grammar. For example, when a person states, "I am trying to be honest" he is telling us he is not being honest. The word "tried" means he is only attempting to be truthful. When a rape victim uses the pronoun "we" in her statement she is revealing she is being

deceptive. The pronoun "we" not only shows plurality but it also means a partnership was formed. We would not expect a rape victim to partner up with her attacker. When a person uses phrases such as "later on" or "afterwards" they have withheld some information by skipping over something in their story.

An example of utilizing the rules of grammar would be to analyze the verb tenses in statements. When a person is telling you what happened, they are required to speak in the past tense. Therefore, if present tense language appears in their statements, this is a sign they are making up their story. Consider the following statement: "I was sitting in my car when a man opened my door, pointed a gun at me and *tells* me to get out."

While the person starts out using past tense language, they switch to present tense language with the word "tells." The present tense language is an indication they are not drawing their story from their memory.

Another example of using the rules of grammar to detect deception is how a person uses articles within his statement. When we introduce someone or something that is unknown, we are required to use the indefinite articles "a" or "an." Once the introduction has been made, we then use the definite article "the." We see this in the following statement:



"A man approached me and pointed a gun at me. He stuck the gun in my ribs and forced me into the car."

In the first sentence, the victim properly refers to the attacker and the weapon as "a man" and "a gun." Having identified the gun, he then correctly refers to it as "the gun" in the second sentence. A problem arises when he refers to the vehicle as "the car." Since this is the first time he mentions the vehicle, he should have called it "a car." Using the article "the" tells us the victim either recognized the

car or he is making up the story.

Many times the truth goes unnoticed because people like to interpret what a person has said. However, you should never interpret. First, one cannot read someone else's mind. Secondly, people mean exactly what they are saying. Interpreting is much like assume...it makes an ass of u and me.

We see a good example of this with a real suicide letter. This was the letter that was discovered when tan well known individual failed to turn himself into the police. The letter starts out saying, "First everyone understand, I had nothing to do with her murder." That is how you heard it. That is how you saw it printed. The problem is that is not what the perpetrator wrote. In his letter, he crossed out the words "I had." His letter actually reads, "First everyone understand, nothing to do with her murder."

He Took Himself Out of the Denial:

So, why do most people include the words "I had?" Most likely because they believe this is what the perpetrator meant. However, people mean exactly what they say or in this case write. The perpetrator meant to cross out those words.

By using the Statement Analysis techniques, you can determine exactly what people are telling you. This allows you to obtain additional information that sometimes goes unnoticed. These techniques will also show you if individuals are lying or telling the truth. *Blifaloo.com by Mark McClish*

Half-truths:

A half-truth is a deceptive statement that includes some element of truth. The statement might be partly true, the statement may be totally true but only part of the whole truth, or it may utilize some deceptive element, such as improper punctuation, or double meaning, especially if the intent is to deceive, evade, blame or misrepresent the truth.

The purpose and / or consequence of a half-truth is to make something that is really only a belief appear to be knowledge, or a truthful statement to represent the whole truth, or possibly lead to a false conclusion. According to the justified

true belief theory of knowledge, in order to know that a given proposition is true, one must not only believe in the relevant true proposition, but one must also have a good reason for doing so. A half truth deceives the recipient by presenting something believable and using those aspects of the statement that can be shown to be true as good reason to believe the statement is true in its entirety, or that the statement represents the whole truth. A person deceived by a half-truth considers the proposition to be knowledge and acts accordingly.

Examples:

- "You should not trust Peter with your children. I once saw him smack a child with his open hand." *In this example the statement could be true, but what if Peter was actually slapping the child on the back, because he was choking.*
- "I'm a really good driver. In the past thirty years, I have gotten only four speeding tickets" *This statement is true, but irrelevant if the speaker started driving a week ago.*
- After being stopped for drunk driving, the inebriated driver proclaims "I only had a couple of beers" in slurred speech. *The driver may have also consumed alcoholic drinks other than beer, and the "beers" may have been litre-sized as opposed to the usual contents of a normal-sized can, bottle, or can.*
- The classic story about blind men and an elephant. Each blind man touches a different part of the elephant and reaches a different conclusion about the nature of the elephant; while each man's experience of the elephant is accurate, none of them have a full understanding of the nature of the beast. One may be touching the tail and believe that the elephant is long and thin another may be touching the belly and say that it is round and big.

Politics:

Some forms of half-truths are an inescapable part of politics in representative democracies. The reputation of a political candidate can be irreparably damaged if they are exposed in a lie, so a complex style of language has evolved over time to minimize the chance of this happening. If someone has not said something, they cannot be accused of lying. As a consequence, politics has become a world where half-truths are expected, and political statements are rarely accepted at face value.

William Safire defines a half-truth, for political purposes, as "a statement accurate enough to require an explanation; and the longer the explanation, the more likely a public reaction of half-belief". Did you ever notice some politicians on television who go on and on when responding to a question? Some may think those long-winded politicians or surrogates are simply attempting to dominate the time segment to prevent the opposing politician or surrogate from having enough time to respond adequately. That too occurs, but next time look for clues that the long-winded politician or surrogate is lying and misleading the audience.

In his 1990 work *The Magic Lantern: The Revolution of 1989 Witnessed in Warsaw, Budapest, Berlin and Prague*, Timothy Garton Ash responded to Václav Havel's call for "*living in truth*" by saying the following.

"Now we expect many things of politicians in a well-functioning parliamentary democracy. But "*living in truth*" is not one of them. In fact the essence of democratic politics might rather be described as "*working in half-truth*". Parliamentary democracy is, at its heart, a system of limited adversarial mendacity, in which each party attempts to present part of the truth as if it were the whole.

Philosopher Alfred North Whitehead was quoted as saying: "There are no whole truths; all truths are half-truths. It is trying to treat them as whole truths that plays the devil". If this is true, statements, or truths, which according to Whitehead are all half-truths, are susceptible to creating deceptive and false conclusions.

Misinformation:

Misinformation is false or inaccurate information that is spread intentionally and unintentionally. It is distinguished from disinformation by motive in that misinformation is simply erroneous, while disinformation, in contrast, is intended to mislead.



Makkai proposes the distinction between misinformation and disinformation to be a defining characteristic of idioms in the English language. An utterance is only idiomatic if it involves disinformation, where the listener can decode the utterance in a logical, and lexically correct, yet erroneous way. Where the listener simply decodes the lexemes incorrectly, the utterance is simply misinformation, and not idiomatic.

Damian Thompson defines counterknowledge as "misinformation packaged to look like fact." Using the definition above, this may refer to disinformation, as the motive is deliberate and often pecuniary.

How to Identify and Avoid Spreading Misinformation

Even if you've never embarrassed yourself by unknowingly spreading an urban legend as fact to friends and family or, say, re-tweeting a fake quote by Martin Luther King, Jr. after Osama bin Laden's death, you've at least been on the receiving end of one of these misinformed messages. Next time an e-mail, tweet, or link seems a little fishy, here's how to spot it before your itchy trigger finger sends it to all your contacts.

A Little Timely Back-story: Osama bin Laden's death resulted in millions of bin Laden-related tweets every hour on Twitter. Thousands of those related tweets included a nice quote attributed to Martin Luther King, Jr. that, unfortunately, had never been uttered by King. The story of how an innocent Facebook update turned into a widespread fake quotation is an interesting read, but more importantly, for those of us who prefer to avoid Internet egg on our faces: How

do you identify and avoid spreading misinformation, myths and urban legends on the Internet or anyplace else?

If It Walks Like a Duck:

The first step is the hardest. You've got to employ a healthy level of skepticism for what you're reading, watching or otherwise mentally consuming on the Internet or elsewhere. You've heard it before, but if it sounds too good to be true, it probably is! For example, the fake MLK, Jr. tweet read like this: "I mourn the loss of thousands of precious lives, but I will not rejoice in the death of one, not even an enemy." *Martin Luther King, Jr.*

As The Atlantic magazine writer Megan McArdle points out: ...it's a bit too a propos. What "thousands" would King have been talking about? In which enemy's death was he supposed to be rejoicing?

The fake quote was particularly easy to accept because it's a nice sentiment, and it's relatively harmless. Your 'BS' meter is likely twitching considerably more when an e-mail's subject reads: "You've been selected for a free iPad!" But both should send up some red flags to the skeptical 'netizen (Anyone who uses the Internet becomes a netizen.).

You should also consider the source. If it's coming from someone you know and trust, then you can employ some sort of sliding scale to whether or not you'll trust it implicitly or undergo some sort of verification on your own part. Even if you trust your friend, however, you may also want to consider whether they really knows anything about MLK, Jr.

At this point, you've decided whether you trust an item or not. If you don't, you're ready for the next step: '*mythbustin*'.

Mythbustin', Do Your Own Research:

This is the fun step, in which you get to turn to the Internet to search for answers! "Search the very source of the lies to discover if something is a lie," you say..."*Ludicrous!*" Maybe not...

Again, it's about finding sources you trust (you wouldn't burn all your books because you read one piece of propaganda), and using available tools in clever ways. You can certainly search sources other than the Internet if you really want, but you won't find many that index such a vast pool of the world's information and can also search it in milliseconds. Remember, you're just trying to decide whether to forward an e-mail or share a link here, not researching a dissertation. So, where to go? *Adam Pash*

Example:

We have, it seems, read scores of history books written, we learn later, by revisionist writers who call themselves "historians" but are in fact "ideologist progressives" who are attempting to shape the subject matter to fit their own view of history. Particularly we see this with books, articles and textbooks about the American War of 1861-1865 which these progressive revisionists call a "civil war". The War of 1861 was not a civil war even if it was president elect Abraham Lincoln who first used the term during his first inaugural address. The term was picked up from there by sympathetic newspaper editors and northern politicians and military commanders. Only the American War for Independence in 1775 to 1783 was a true civil war. The fact is, a civil war occurs when one faction within a nation attacks the sitting government of the nation with intentions of overthrowing it and replacing it with their own government. Clearly this never occurred in the War of 1861. The southern states had withdrawn peaceably from the Union to which they voluntarily joined with the belief that their ratification documents and the Declaration of Independence allowed them to withdraw from the Union when the Union's Central Government became too oppressive for the state's people. There is more to this story than I can cover here about truth and lies of that period or era but suffice it to say the minority President Abraham Lincoln, our first progressive president, also a staunch northern industrialist, had a habit of telling lies and using his famous oratory abilities to persuade the people using misinformation and propaganda that the Union was being attacked by the South when the southern states had peaceably withdrawn from the Union. That 1861 war was a war over tariff and economics much like the War for Independence.

Because some 620,000 young Americans died during that unnecessary American war and over one million were wounded and maimed, many for life, the progressive movement sensed a dire need to cover up all the despotism, oppression and tyranny hoisted upon the American people both South and North during their first progressive President Abraham Lincoln's first term. Consequently the progressive revisionist writers and historians have attempted and succeeded to a great extent in persuading the American people that Abraham Lincoln was "honest Abe", "the great emancipator" and the greatest United States President unfortunately has been misinformation and propaganda. However one may ask how do you know that?

Instead of believing all the progressive revisionist books, articles and textbooks about Lincoln and The War I chose many years ago to go to period documents, period newspaper articles, period personal letters and other period sources written during the early 1800s and the 1860s in which the events took place.

Since Lincoln was assassinated shortly following his second term began his supporting progressive revisionist writers and historians undertook the task of making Lincoln into a progressive myrtar. They have succeeded to a great extent but the real truthful history of Abraham Lincoln's presidency markedly different from what you understand it to be. Do your own research. *For more information e-mail Al Barrs at albarrs@wfeca.net*

Lies of Omissions:

To lie by omission is to remain silent and thereby withhold from someone else a vital piece (or pieces) of information. The silence is deceptive in that it gives a false impression to the person from whom the information was withheld.

It subverts the truth; it is a way to manipulate someone into altering their behavior to suit the desire of the person who intentionally withheld the vital information; and, most importantly, it's a gross violation of another person's right of self-determination.

The Biggest Lie About Lies

A Lie of Omission Is Not a Lie?

A lie of omission is the most insidious, most pervasive and most common lie on the entire planet. Commonly, those who use this type of lie, have conned themselves into believing that to intentionally remain silent when ethical behavior calls for one to speak up is not a lie at all. In spite of overwhelming evidence that their silence deceives, misleads and often causes untold grief and misery, they refuse to speak the truth.

The Inevitable Consequences: There is also the common misconception that intentional deception by silence has no consequences. Lies of commission (telling a lie) and lies of omission (withholding the truth) are both acts of intention deception. Both reap the same consequences. What liars by omission do not understand is that one cannot escape the laws of the universe.'

If lies of omission are so self-destructive, one has to ask, "Why would anyone use them?" *Harwell*

Ways to Spot Lies and Omissions in Due Diligence

We all do due diligence. Some of us do it in mergers and acquisitions. Some of us do it when we're getting ready to make a major purchase like a house or a car, or when we're getting ready to sign a contract for major home repairs. Due diligence is the research you do to make sure that what you buy is what you think you're paying for. It's verifying that the "facts" are correct and true as represented by the seller.

When witnesses are sworn in before their testimony in a court of law, they swear to tell "the truth, the whole truth and nothing but the truth." It's the "whole truth" part that's usually the problem. The whole truth means that they have revealed all aspects of the truth. It means that they haven't just answered a question in a truthful but deceitful way. This is also the primary area of concern in due diligence: Someone may answer a question truthfully, yet they've held back the information that you really need to hear. Former President Bill Clinton's famous statement, "I did not have sex with that woman," is an example of the truth but not the whole truth. He interpreted the words the way he wanted to in

his mind, and told the truth as he wanted you to believe it, and in due diligence that's exactly the same thing that sellers are likely to do.

Ways to Spot Lies and Omissions -

Less Detail in One Area:

When information is provided to you, there's a consistent amount of detail provided in most areas, but less detail is provided in a few areas. There's usually a reason they don't want to go into detail in those few areas, and it's in your best interest to find out why.

Too Much Detail in One Area:

Opposite to the above, **Less Detail in One Area**, but the intent is the same. When you're getting too much information about one area, you tend to pay less attention to the areas where the real concern is. They may be using a red herring approach, distracting you from the real problem areas. Or they may be concealing the problem area by overwhelming you with other information in the same area so that finding the truth will be like looking for a needle in a haystack. Worse, actually, since you don't know that it's a needle you're looking for.

They Keep Changing the Subject:

When the discussion gets around to a certain topic somehow the subject gets changed and the topic never gets covered.

People in One Area Don't Ever Seem to be Available:

Isn't it interesting that the experts you really need in an area never seem to be available? There's probably a reason.

Discussion on One Area Keeps Getting Pushed to the End of the Agenda:

When the seller knows you have a time constraint (like a scheduled flight), they keep pushing the problem area to the end of the agenda, hoping that you won't take the time to do a thorough job.

Accomplishments and Plans Blur Together:

This is particularly common when you're discussing the capabilities of a system or

process. The seller talks about planned capabilities as if they're available today. This overstates the capabilities and gives you the impression that you're getting more than you really are.

The Verb Tense Keeps Changing:

This is usually a tip off that the seller is doing the above, **Accomplishments and Plans Blur Together**. Sometimes the seller says "the system will do something" and sometimes the seller says "the system does do something." Or perhaps different people talk about the same capability: some using current or past tense, and some using future tense. Make sure you know exactly what capabilities exist today.

Conflicting Answers from Different People:

If different people give different answers to the same question, then the answers are suspect. Some sellers avoid this problem by making sure that all of your contacts stay in the room for all of the questions. That's why it's better to break up your due diligence into smaller groups for some of the detailed questioning.

Physical Dues: Speech, Tone and Body language:

Listen to the seller's answers, but also notice how the seller is answering. In particular, look for differences in physical cues when certain subjects are being discussed. Sellers often exhibit stress when they're talking about a subject where they know there are some concerns. The stress is visible when they act differently during discussions on those subjects.

Website and Advertising Don't Match What They're Telling You:

If the seller is telling a customer one thing and potential acquirers something else, then there's probably a problem.

Denial Without Explanation:

The seller denies certain things, but makes no attempt to explain, probably because there isn't a good explanation. Don't take "no" at face value, ask why, and ask for examples to clarify the issue.

Everything is Perfect:

I don't mean to be cynical here, but the reality is that all acquisitions and purchases involve trade-offs. If you're due diligence shows that everything is exactly as you would like it to be look closer because something is wrong. I've never been involved in due diligence where everything was perfect; in all cases we had to decide whether the weaknesses we saw were outweighed by the strengths.

Lost in Translation:

When doing due diligence in a non-English-speaking country, the discussions usually have to be done through a translator. It's best (although more expensive) to use your own translator in addition to the one provided by the seller. If your translator is part of the due diligence team and committed to your success, then your translator should be able to listen for differences between what the seller says and what their translator tells you. Your translator should also be able to pick up on foreign-language discussion among the selling team participants. Often this discussion can reveal seller weaknesses or issues that the seller is hiding.

Silent Lies:

Know the truth and the truth will set you free.

Suppose I claim to be a skilled professional counselor who is offering free advice about home and family matters, and a woman, trusting that I am what I claim to be, comes to me for advice. Suppose she comes to me about family planning about sex, and about birth control, and I intentionally withhold information from her. Suppose I intentionally misguide her about the options she has by simply withholding from her certain information about some of her choices.

In a few months, she comes back to me and say that she missed your last period and fears that she is pregnant again. She already has nine children, far more than she can adequately care for and she wants my advice. Suppose I again withhold information from her, this time I don't tell her about the abortion option. Eight months later, she gives birth to her tenth child. Because of her concern for her other children, she abandons this child and allows it die.

What have I done? I've stolen her right of self determination. I've stolen her right to choose the options that I withheld from her. Is the woman free? NO! She is a slave to my deception and manipulation.

Propaganda:

A noun meaning information, ideas or rumors deliberately spread widely to help or harm a person, group, movement, institution, nation, etc; the deliberate spreading of such information, rumors, etc; and the particular doctrines or principles propagated by an organization or movement.



Propaganda Techniques -

Assertion:

Assertion is commonly used in advertising and modern propaganda. An assertion is an enthusiastic or energetic statement presented as a fact, although it is not necessarily true. They often imply that the statement requires no explanation or back up, but that it should merely be accepted without question. Examples of assertion, although somewhat scarce in wartime propaganda, can be found often in modern advertising propaganda. Any time an advertiser states that their product is the best without providing evidence for this, they are using an assertion. The subject, ideally, should simply agree to the statement without searching for

additional information or reasoning. Assertions, although usually simple to spot, are often dangerous forms of propaganda because they often include falsehoods or lies.

Bandwagon:

Bandwagon is one of the most common techniques in both wartime and peacetime and plays an important part in modern advertising. Bandwagon is also one of the seven main propaganda techniques identified by the Institute for Propaganda Analysis in 1938. Bandwagon is an appeal to the subject to follow the crowd, to join in because others are doing so as well. Bandwagon propaganda is, essentially, trying to convince the subject that one side is the winning side, because more people have joined it. The subject is meant to believe that since so many people have joined, that victory is inevitable and defeat impossible. Since the average person always wants to be on the winning side, he or she is compelled to join in. However, in modern propaganda, bandwagon has taken a new twist. The subject is to be convinced by the propaganda that since everyone else is doing it, they will be left out if they do not. This is, effectively, the opposite of the other type of bandwagon, but usually provokes the same results. Subjects of bandwagon are compelled to join in because everyone else is doing so as well. When confronted with bandwagon propaganda, we should weigh the pros and cons of joining in independently from the amount of people who have already joined, and, as with most types of propaganda, we should seek more information.

Card stacking:

Card stacking, or selective omission, is one of the seven techniques identified by the IPA, or Institute for Propaganda Analysis. It involves only presenting information that is positive to an idea or proposal and omitting information contrary to it. Card stacking is used in almost all forms of propaganda, and is extremely effective in convincing the public. Although the majority of information presented by the card stacking approach is true, it is dangerous because it omits important information. The best way to deal with card stacking is to get more information.

Glittering Generalities:

Glittering generalities was one of the seven main propaganda techniques identified by the Institute for Propaganda Analysis in 1938. It also occurs very often in politics and political propaganda. Glittering generalities are words that have different positive meaning for individual subjects, but are linked to highly valued concepts. When these words are used, they demand approval without thinking, simply because such an important concept is involved. For example, when a person is asked to do something in "defense of democracy" they are more likely to agree. The concept of democracy has a positive connotation to them because it is linked to a concept that they value. Words often used as glittering generalities are honor, glory, love of country, and especially in the United States, freedom. When coming across with glittering generalities, we should especially consider the merits of the idea itself when separated from specific words.

Lesser of Two Evils:

The "lesser of two evils" technique tries to convince us of an idea or proposal by presenting it as the least offensive option. This technique is often implemented during wartime to convince people of the need for sacrifices or to justify difficult decisions. This technique is often accompanied by adding blame on an enemy country or political group. One idea or proposal is often depicted as one of the only options or paths. When confronted with this technique, the subject should consider the value of any proposal independently of those it is being compared with.

Name Calling:

Name calling occurs often in politics and wartime scenarios, but very seldom in advertising. It is another of the seven main techniques designated by the Institute for Propaganda Analysis. It is the use of derogatory language or words that carry a negative connotation when describing an enemy. The propaganda attempts to arouse prejudice among the public by labeling the target something that the public dislikes. Often, name calling is employed using sarcasm and ridicule, and shows up often in political cartoons or writings. When examining name calling propaganda, we should attempt to separate our feelings about the name and our feelings about the actual idea or proposal.

Pinpointing the Enemy:

Pinpointing the enemy is used extremely often during wartime, and also in political campaigns and debates. This is an attempt to simplify a complex situation by presenting one specific group or person as the enemy. Although there may be other factors involved the subject is urged to simply view the situation in terms of clear-cut right and wrong. When coming in contact with this technique, the subject should attempt to consider all other factors tied into the situation. As with almost all propaganda techniques, the subject should attempt to find more information on the topic. An informed person is much less susceptible to this sort of propaganda.

Plain Folks:

The plain folk's propaganda technique was another of the seven main techniques identified by the IPA, or Institute for Propaganda Analysis. The plain folk's device is an attempt by the propagandist to convince the public that his views reflect those of the common person and that they are also working for the benefit of the common person. The propagandist will often attempt to use the accent of a specific audience as well as using specific idioms or jokes. Also, the propagandist, especially during speeches, may attempt to increase the illusion through imperfect pronunciation, stuttering, and a more limited vocabulary. Errors such as these help add to the impression of sincerity and spontaneity. This technique is usually most effective when used with glittering generalities, in an attempt to convince the public that the propagandist views about highly valued ideas are similar to their own and therefore more valid. When confronted by this type of propaganda, the subject should consider the proposals and ideas separately from the personality of the presenter.

Simplification (Stereotyping):

Simplification is extremely similar to pinpointing the enemy, in that it often reduces a complex situation to a clear-cut choice involving good and evil. This technique is often useful in swaying uneducated audiences. When faced with simplification, it is often useful to examine other factors and pieces of the proposal or idea, and, as with all other forms of propaganda, it is essential to get more information.

Testimonials:

Testimonials are another of the seven main forms of propaganda identified by the Institute for Propaganda Analysis. Testimonials are quotations or endorsements, in or out of context, which attempt to connect a famous or respectable person with a product or item. Testimonials are very closely connected to the transfer technique, in that an attempt is made to connect an agreeable person to another item. Testimonials are often used in advertising and political campaigns. When coming across testimonials, the subject should consider the merits of the item or proposal independently of the person or organization giving the testimonial.

Transfer:

Transfer is another of the seven main propaganda terms first used by the Institute for Propaganda Analysis in 1938. Transfer is often used in politics and during wartime. It is an attempt to make the subject view a certain item in the same way as they view another item, to link the two in the subject's mind. Although this technique is often used to transfer negative feelings for one object to another, it can also be used in positive ways. By linking an item to something the subject respects or enjoys, positive feelings can be generated for it. However, in politics, transfer is most often used to transfer blame or bad feelings from one politician to another of his friends or party members, or even to the party itself. When confronted with propaganda using the transfer technique, we should question the merits or problems of the proposal or idea independently of convictions about other objects or proposals. *Oracle*

Democracy vs. Dictatorship Propaganda:

Adolph Hitler and his Nazis and ally partners in aggression in the 1930s and 1940s were not the only experts in propaganda. The weapon of propaganda in the modern world can be parried and the blows returned by counter-propaganda. In the struggle for minds that are constantly being waged by propagandists there is, however, a fundamental difference between the propaganda of dictatorship and the propaganda of democracy.

Hitler himself, in his book *Mein Kampf*, laid down his rules for dictatorship. He stated the "principle of the whopping lie" and of the gullibility of the masses. If

you are going to tell a lie, he said, and nobody doubts that he intended to, don't tell a little one, because it will be recognized as a lie. Tell the biggest and most unlikely lie you can think of, keep on telling it and the people will think it must be the truth and believe it. "The greater the lie, the more effective it is as a weapon," said the master of Hitler's alleged "master race."

Moreover, Hitler went on, don't be fooled into thinking that you have to sway the influential people—the leaders of opinion—to your side first. "Toward whom must propaganda be directed?", he asked, "toward the scientific intelligentsia or toward the uneducated masses?" His answer was, "It must always and exclusively be directed toward the masses. The teachability of the great masses is very limited, their understanding small, and their memory short." In a word, Hitler believes that it pays to take advantage of ignorance and that it is therefore best to keep the people ignorant. Sound familiar?

Democracy is a different kind of governance system from the ground up. It is based on the people, and it works well in proportion as the people are enlightened and informed about what goes on both in peace and in war (though of course democratic people recognize the wisdom of some wartime censorship imposed for security reasons). This basic democratic principle was stated by President George Washington in his Farewell Address when he said, "In proportion as the structure of a government gives force to public opinion, it is essential that public opinion should be enlightened." To the degree that people are denied access to the facts and to a wide range of independent interpretations of the facts, democracy fails to function effectively. Read what Washington said again...

These simple truths determine the underlying or governing principles of democratic propaganda. The Nazis blindfold their people against the truth. In exact opposition to the rules of Hitler, the democratic countries must present the truth in their propaganda. A free people will soon find out the truth in spite of official suppressions and distortions. And when propaganda has been revealed to be deceitful and distorted, it is longer effective. Moreover, democratic propaganda must observe the right of the people to know the facts, however unpleasant they may be. The strategy of truth and honesty is not only in accord with the basic principles of democracy, but is also a hardheaded and realistic

policy for effective dealing with allies, neutrals and even enemies. *G.I. Roundtable Series*

Unfortunately and the truth of the matter is that most of the lies and misinformation today lies at the feet of the progressive movement in the United States. There are occasions when conservatives too are not truthful. Both must be stopped.

Let's look first at the early writings about truth and honesty through human history.

Truth is Authenticity:

Truth is authenticity and the opposite of lying. Truth results in people speaking the truth from their hearts. Truth goes hand in hand with wisdom, discipline and understanding. Telling the truth is not always easy. In fact, telling the truth often means telling people something that they don't want to hear. However, truth is what sets people free, so you need to tell people the truth, whether they want to hear it or not.

Truth offers people many positive benefits. Truth can protect you. Truth can guide and lead you. Truth can guide and teach you, bringing you to hope. Truth has the power to set you free from the bondage.

Failing to tell the truth can lead people astray. Many people have been lead astray as a result of others distorting the truth. Man's wickedness can suppress the truth and result in incurring the wrath of others.

Lying in America:

Go to any American home any evening of any week, watch television with the family and count the number of false, unjustifiable or misleading statements you hear broadcast. (Take a mechanical counter! You'll need it.) Compare the campaign promises made by any politician with his or her actions after being elected. Performing these acts will reveal just how pervasive lying is in the American culture. Lying may very well be the defining characteristic of today's American society.

How Widespread Is Lying in America?

Used car salesmen and politicians may get a bad rap, but the rest of us may be just as bad when it comes to lying.

In recent weeks several people in the public eye have been forced to admit making up facts about their pasts.

The *Boston Globe* reported last month that Pulitzer Prize-winning Mount Holyoke College professor Joseph Ellis had lied to his students about being a Vietnam combat veteran.

Days later, *The Globe* also found that the city's transit authority chief, Robert Prince Jr., had fabricated a story about witnessing a lynching in Alabama three decades ago. Prince, the first black head of the transit organization, made the statements three years ago, when the MBTA faced hundreds of discrimination and retaliation claims filed by employees.

Reactions range from outrage to pity, some see such deceptive behaviors more to be pitied than condemned.

"In general people who make those types of statements are probably more to be the object of pity than the object of scorn or anger," says Charles Ford, a psychology professor at the University of Alabama, Birmingham, who has written about lying.

Generally, people who exaggerate their accomplishments or experiences are really trying to bolster their own self-esteem, more than take advantage of others, he suggests.

"They aren't doing it for some specific gain," Ford says.

He notes that in many cases where people in the public eye have been caught lying about their past when there was little real reason to do so.

"The obvious contradiction is that these people are already impressive," he says.

Creating 'Personal Myths':

In any case, few of us should rush to condemn such people, many experts say, because most of us may engage in similar behavior at times.

"Each of us creates our own personal myth — our own story about ourselves," Ford says. That story often involves exaggerating or omitting certain details.

Bella DePaulo, a social psychologist who studies deception at the University of Virginia, says some lying is necessary in everyday life.

But, I disagree with DePaulo, says Al Barrs, Author. Lying is never "necessary"! One can simply decline to answer questions or refuse to respond when the truth may genuinely hurt a friend's feelings. Telling them a lie is worse. What happens to them when they eventually find out the truth, that you lied to them you friends? I was raised with the instance to tell the truth. When I told my children to never tell a lie, because you can't remember exactly what they said to individuals using lies, they will eventually be outed and their peers will look on them with disdain, distain even worse than if you simply declined to respond to your friends in the first instance. I told them, if you tell the truth all the time you don't have to remember what you said earlier because the truth is forever. I told them that they weren't capable of remembering all the lies they would tell, so just don't!

"It would be a disaster if everybody were totally honest," she says, describing a college student who tried to avoid any lies for several weeks. The student, DePaulo said, was unable to complete his experiment, and was forced to apologize to scores of people afterward.

Others caution against excusing deceptive behavior, however.

"It's certainly true that everybody has told a lie in their lives," says Paul Hurley, an ethicist and philosopher at Pomona College in Claremont, Calif. But, he says, that doesn't mean some lies aren't "particularly heinous." Mr. Hurley should speak only for himself!

Hurley includes lies about past achievements told by professors or other authority figures in that category.

"With scholarship and teaching, there is such an overwhelmingly important implication of honesty," he says. "There's just no room for this."

Lies Can Be Hard to Spot:

If people do often lie about elements of their past, there may be little risk involved.

"People are very poor at spotting liars," says Stan Walters, a deception expert who teaches law enforcement officers to better detect lies.

"We ignore the symptoms of deceitfulness," Stan said.

The only difference between public figures and the general public may be the extra scrutiny of what they say. The temptation to invent facts about ourselves may say more about human nature than about the particular characters of people in the media spotlight.

"Lies are like wishes," says DePaulo. Or, are they more like revisionism?

"Behind almost every lie there is a wish that the lie was true." *By Oliver Libaw, ABC News*

The first thing to remember in this day of mass media saturation is that there are no great lies: If something is repeated often enough it becomes the truth. That being said, the ultimate great lie is that it is always better to tell the truth. There are perhaps needful lies although I can't think of one; lies of omission, white lies and lies of social exigency. The truth can set you free - free to make an unpardonable social gaffe and become a social pariah by lying.

The only lies that are supposedly taboos are the malicious lies, lying to hurt someone or something, and even these are regularly countenanced in politics, public relations and marketing. We are social beings and social lying allows us to interact with one another without offending or embarrassing one another; it is the

social lubricant that eases all rites of passage. Let us counter the not-so-egregious offence of lying with some unpardonable truths, situations where the truth is not only unnecessary, but positively harmful.

Is it bad?:

This statement from your companion on a military battlefield who has been mortally wounded elicits a gut wrenching dilemma. Do you say "No it isn't bad!" or do you say something truthful like "I can't tell!", or decline to respond directly to the question? What is absolutely not required here is the response: "Bob, buddy I haven't seen a hole that big since I visited the Grand Canyon as a kid, you are probably going to linger in agony for days before you finally die." A simple "Hang on buddy the medics are coming!" is the absolutely necessary truth here.

How Do You Like My New Car?:

Please avoid a truthful response like, "Buddy, it's great for a pimp or a drug dealer and matches perfectly the vulgar, too-young clothes and bad, trendy haircut and inappropriate girlfriend that comprise the triumphant triumvirate of your mid-life crisis. What the hell are you playing at here?" Something like "It looks great" or even better, sidestepping the question with another question like "What kind of mileage you getting with that puppy" are possible friend-saving solutions, your can use that aren't lies.

Honey, Do These Pants Make Me Look Fat?

Response: "Dear, it's not the pants that make you look fat it's the fat that makes you look fat!" This truthful response is guaranteed to render its profferer *persona non grata* relationship-wise and offers a speedy trip to the doghouse. And, just for the record, what possible motivation can there be that prompts questions that you don't want to hear an honest answer to? And if you do not hear an immediate response to a fatuous question please consider simple grace and social responsibility and do not pursue the matter with the diligence of a crown prosecutor out to make a reputation. Lack of a response or a discreet 'no', is the needful social fiction here.

What About This Expense Here, How Do You Justify It?

A put-the-rue-in-true response might be something like "What justification - I am cheating on my patently unfair taxes just like everyone else in this country who isn't brain dead or a large multinational corporation that is getting a free pass by the same government that those taxes pay for." This is not a response that is calculated to bring about a happy ending. A simple "Oh, am I not allowed that expense?" might avoid the thorough scrutinizing and inevitable bankruptcy court that the first response might engender.

The truth can set you free - free of annoying encumbrances like jobs, relationships, money, social opportunities even, if proffered to the wrong question, liberty and/or life. In these enlightened times lying is not unfortunately taboo - it is prevalent in our society today and should your conscience ever trouble you remember, as Pontius Pilate so famously asked, "What is truth?"

One person's lie is another person's perceived truth and thus remember to speak the truth carefully all the time. *Troy Media by Dana Wilson, Essayist*

Obama Building:

Yesterday, news broke that Citibank, despite its turmoil and despite having accepted billions in federal aid to stay afloat, was purchasing a 50 million dollar jetliner. Citibank added insult to injury when it was discovered that the jet they were in the process of purchasing was foreign made! In response, Senator Carl Levin of Michigan lashed out, insisting that Citibank not carry through with its purchase of the airplane.

Pressures on Citibank were massive to halt the purchase since the news first leaked. But Huffingtonpost.com took the opportunity to make Obama the hero, because Obama was implied to have apparently made a call to Citibank adding to the pressure to stop the purchase. The quote was attributed to Obama, "Fix it".

The fact is, Obama called no one. People throughout Washington expressed disgust and contacted Citibank, and the bank did back down on the purchase, but Huffington credits the act to Obama, in turn discrediting them as a viable news outlet once again. Some Obama officials (whatever that qualification means)

apparently also contacted Citibank, but the headline attributed Obama with contacting Citibank directly and telling them to "Fix It".

Obama is credited with a quote he never made. Obama is credited with a phone call he never made. And Obama is credited as almost single-handedly stopping Citibank's purchase, but if one actually reads into the incident, even in the article itself one realizes it wasn't Obama at all. In fact, it was pressure from Washington as a whole, and the Senator that led the fight is NOT on Obama's staff. Carl Levin is a top Democratic Senator, but he is NOT part of Obama's Administration. Nor is he an extension of Obama's persona.

There are other missing facts from the Huffington Puffington Post's article? Citibank is in the process of selling two older jets that would net more cash than the new jet costs, so no tax dollars would be spent. The jet was under a purchase agreement for two years, long before any problems were evident at Citibank and there would be costs for canceling the order. The plane was made in France, a close ally of America. And finally, helping Europe's economy helps America's, and halting purchases from France hurts their economy. *By The Lie Politic*

This is the kinds of partial truth articles you have to be looking for in the news media, especially a news media that has shown in the past that they unethically but blatantly support a politician or political party.

Obviously it does matter how you communicate, but it matters more how you listen and observe.

In order to stamp out lying and deceit every American who loathes liars must develop their knowledge and skill in recognizing when some person is lying. You must hone your skill to a level that you can confidently challenge liars. If liars go unchallenged they come to believe that they have pulled a fast one over on you and others. You need not be embarrassed by calling them out when you detect lies...they obviously don't think very much of you if they will lie to you. Calling them out levels the playing field and gives you the advantage.

Begin now!