

**Darkside Hypnosis**  
**The Lie Detector**

Alright welcome to The Lie Detector.

You are now in possession of some very powerful information that is unknown to most people, and being able to know when someone is lying to you is a skill that you can use in pretty much any social interaction because statistically speaking, the average person tells 3 lies per 10 minutes of conversation.

And whether you realise it or not, everyday when you leave your house, you're actually giving away more about yourself than you could imagine, so if you can learn to read signals from people, tiny unconscious clues that portray their thoughts, you'll be able to have a conversation with them and to know for sure, whether they're lying to you or not, and it's almost like being able to read someone's mind.

So after you've gone through this section of the course you can be sure that there will never be a situation in your life again when you feel like someone is lying to you, or where you feel like someone is hiding something from you.

When you're armed with this set of techniques you'll instantly be able to see if a person's story checks out, and just by knowing this set of techniques you will find yourself automatically reading people, and seeing through whatever lie it is they're telling you.

And most people have heard about lie detection or lie detectors before, and most of the time when someone thinks about lie detection they immediately think of a polygraph test.

Now as with most things, a polygraph does have its purpose.

But the problem with a polygraph is it will often give you a false positive, because someone can easily feel an increase in any emotion whether it's fear, anger, sexual arousal or anything else and the polygraph test will detect these changes even if the emotion they're feeling isn't guilt, so it makes it look like the person is lying even if they're not.

And as well as that, a polygraph test can actually be beaten, so when it comes to finding out if someone is lying to you or not, the polygraph is not your best option.

Instead, to get the truth out of anyone you need to have the ability to understand exactly what it is that they're communicating to you through their verbal communication, and through their non-verbal communication.

Because every interaction that you've ever had in your entire life, there's always been a lot more information communicated to you than just the words that are being said.

And maybe you've never thought about it before, but every human interaction is full of information and when you know exactly how to decode it, then you will have an understanding into what people are thinking, feeling and intending to do that no one else has, so this is another element of Darkside Hypnosis that puts you 50 moves ahead of anyone you talk to.

So when it comes to detecting deceit, there are a lot of ways we can actually make it easier for ourselves, so the main things to look for are covering movements, things like someone bringing their hand up to their mouth, blinking, folding arms, using objects to shield themselves, so basically anything which someone would do to cut themselves off from the person they're talking to.

And we all do this when we lie, and the reason why is because it creates distance between us and the person we're lying to, and distancing helps to alleviate the anxiety we feel when we lie to someone.

Another thing you want to be on the look out for is tension and breaking a pattern that's established by honest answers, and these are all things that we're going to be getting in to throughout this section of the course.

So the first thing I want to make sure you realise before we dig even deeper into the lie detector is that you need to first of all look for signs of lying.

So let's say you suspect someone is lying to you, or you think that maybe your partner is cheating on you... then the first thing you need to do is look for signs of lying.

And if you do notice any of the signs that we are going to get into throughout this part of the course, then one thing I will say is that you never want to just come right out and accuse them of lying right there and then, because if you do then it will straight away ruin your chances of lie detection.

Because if you already think that someone is lying to you then you're going to be looking at them with the wrong frame of mind and then your observations are not going to be as reliable as they would be if you'd approached this situation with the mindset of "maybe they're lying, maybe they're telling the truth, I don't know yet so I'm going to find out."

That's the best mindset to have when you're applying these techniques, and if you come at this with that idea in mind, with the idea of "maybe they're lying, maybe they're not" then you'll be giving yourself the absolute best chance of finding out if someone's lying.

So what you need to do is go through the lie detector process, and look for some other signs that they are lying to you, because if you accuse them of lying right from the start then first of all, if there are lying they're most likely going to deny it anyway.

And even if they're not lying, just the fact that you're accusing them of something is going to make their body language change and you're going to have a harder time trying to read their unconscious cues.

So if that's the first thing you want to do when it comes to lie detecting, just bide your time, assess the situation and to wait for more signs that they're lying to you and then you'll be able to analyse the situation a lot more effectively than you would be if you just go in there and start accusing them right from the start.

So if you do all this and you do everything that I'm about to tell you then you will get your answers, you will find out the truth.

Alright, so let's get to some things you can look for, some signs of deception, some ways you can tell if someone is lying to you...

So the first thing I want you to understand is that anytime we communicate with someone there are normally two main ways in which we do it and they are verbal communication and non-verbal communication.

And we've already touched on verbal communication and non-verbal communication earlier in the course, but just to recap, verbal communication is of course what we say and the way we speak and non-verbal communication is what we're communicating through our body language.

And one thing that not a lot of people know is that most of our communication is actually through body language, so when I was talking to you earlier in The Godfather Method section and I talked about the sub communications of alpha body language, well this is the same thing, and it's actually around 65% of our communication that is communicated non-verbally through body language.

The other 35% of communication is through out verbal communication, so the things we say.

Now what the lie detector is going to let you do is to understand exactly how verbal communication and non verbal communications work together and how they can let you read someone to the extent that you can be having a conversation with them and you'll be able to tell just by listening to what they're saying and by looking at their body language if they're lying to you or not.

Now trying to find out if someone is lying to you isn't the easiest thing to do but when you're armed with this knowledge and these techniques then it's going to make it a lot easier for you than if you just go in there completely unprepared and start accusing someone of lying

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So the first thing I want you to understand is you need to stick to the guidelines...

The 5 lie detector guidelines will help you along the way and if you stick to them then you have the best chance of finding out if someone is lying to you.

Ok, the guidelines are Baseline Behaviours, Clusters, Groups, Continuous Reactions and Analysis

## **AUDIO 2 – BASELINE BEHAVIORS**

Ok so the first guideline that I'm going to get into is the "Baseline Behaviours".

Basically what the “Baseline Behaviours” guideline is all about is that you need to identify what a persons usual behaviours are before you can identify any new ones that might develop while you’re talking to them and edging towards accusing them of lying to you.

So that’s why we call these usual behaviours a persons “Baseline Behaviours”, because they’re the persons control behaviours.

And as an example I have got so good an reading peoples controls I can instantly tell when someone who is close to me like my wife walks in through the door I can tell instantly what kind of state she’s in or what kind of mood she’s in.

If my wife comes home from work I can tell if she has had a stressful day just by the way she looks at me, she doesn’t even need to say anything to me and I can tell.

And I’m sure you’ve probably had this kind of situation with someone who is close to you where you see them and maybe their posture is kind of slumped or they’re kind of frowning.

And these are the clues you need to look for, if you want to be sure someone close to you is telling the truth then you need to make mental notes of all of their controls because a persons controls are the foundation for the whole lie detection process.

So if you suspect someone close to you is lying to you then your first step in the lie detection process is to think back over the time you have known hem and think back to particular times when they have been upset, stressed, happy, angry and any other behaviours you can think of and just make some mental notes to yourself.

What is their body language like under these conditions, do they bite their lip when they’re nervous?

If they’re sad how do they act compared to when they’re angry.

Also think about the sound of their voice under different circumstances, does it go high when they’re stressed?

Just think about any situations you can when you have seen this person feeling different emotions and find this persons controls and then take some mental notes of all of them so that you can be prepared and be familiar with this person’s usual behaviour.

Ok, so that’s what you do if someone is familiar to you, what about if you don’t really know a person and you want to use the lie detector to be sure they’re telling you the truth.

Well as you know you need to do your best to figure out a persons controls and if you’ve just met the guy and you suspect he is lying to you then it’s not the easiest task to do but it can be done.

The way to do it is just to engage him in a normal conversation, it need to be just normal fluff talk where he is completely comfortable to be himself so you definitely don't want to get on the subject that relates to what you think he is lying about.

Now by now if you've made it this far in the course you know all about the different social proof tactics, rapport tactics, and alpha manoeuvres we use in Darkside Hypnosis and this is the time to put them to work for you, make him feel like he can trust you and you will have more of a chance of him being himself and because of that you will have more of a chance of finding out if he is trying to deceive you.

If you don't know the guy then you can use your new knowledge to remain dominant and to control the frame and just lead the conversation in the direction in which you want it to go.

But just remember, at this point you just want to keep it light, keep it cool and keep it calm, find his controls.

So, what if you want to find out if someone is lying but you're not really in the position to be having a conversation and asking questions about them.

Maybe it's a salesman trying to sell you a new TV and you want to be sure he's not lying about the insane discount he is going to give you if you buy the TV today or maybe it's the president of the United States, who knows?

Well, if this is the cases and you're in a position where you can actually engage the person in question in a conversation then all you need to do is observe them.

If it's someone who is famous then you will most definitely be able to head over to YouTube and fins some videos of the person giving interviews which is the best place to find someone who is in the public eye acting natural and all you need to do is just watch them and notice what their normal behaviour is and find those controls to base your analysis on.

### **AUDIO 3 - CHANGES**

Ok, the next one I want to talk to you about is call "Changes", now as the last one we looked at was the controls guideline I think this one is pretty self explanatory...

But just in case, basically what changes are about is we are looking for changes in the persons controls. And changes can pretty much be anything, you are just looking for changes in the person behaviour, or maybe there is even some kind of new behaviour like moving their foot nervously or tapping their fingers on the table, who knows?

So if you did used the first guideline in the right way then by now you will have a pretty decent set of controls for the person in question, so now as the second part of the lie detector you can begin to look for any changes in this persons behaviours.

Now when you're doing this stage of the lie detector just keep in mind that there are three main ways that a change can take place.

Either one of the behaviours will stop completely, you will find that the person now has a new behaviour which they didn't have before or one of their existing behaviours will change completely.

So let's say as an example you own a restaurant and you discover that somebody has been taking money from the cash register and as you talk to each member of staff individually in a hope of trying to find out who has been taking the money you start talking to one guy, called Rich.

And Rich is the kind of guy who always stands there with his arms folded, now a lot of people in this situation might think that Rich is automatically lying because he has his arms folded and a lot of times when you read in the magazine or maybe you see it on TV that arms folded is closed off body language and it means that Rich is trying to hide something.

But in fact as you know from the lie detector you have actually taken a mental note that Rich having his arms folded is actually one of his controls so it's no cause for concern.

But then when you start questioning him about the fact that some money has gone missing, now he has unfolded his arms and he has started gesturing with his hands while he is trying to explain to you how it couldn't have been him because he was working in the back section of the restaurant that night, nowhere near the cash register.

So what Rich has done the moment he felt that extra pressure on him from you questioning him about the incident is he has felt the pressure and he has actually stopped doing his normal behaviour and he has started a completely new one so there is a chance that this change is a clue of his deception.

Now the reason why it's so important to look out for these changes is because they don't just happen for no reason, something is always behind it.

And that's the most important part of the change, you need to be focused all the time and to be observing the person in question at all times, because these changes that take place are always due to some kind of stimulus maybe a question that you asked or a thought that they had in their mind in relation to the situation so you need to be ready for a change in behaviour both verbal and non verbal, and a change can come anytime from instantly to 5 seconds later.

And when the change does come then of course you don't want to instantly accuse them and say "hey I just saw a change in your behaviour... I know you're lying to me".

Instead what you need to do is go down the path of the stimulus, so whatever the stimulus was you just gave him that made his behaviour change you need to explore that and see how their behaviour changes.

## **AUDIO 4 - GROUPS**

Ok, now we're getting on to the groups guideline, now as I said before in the last section you can't just base your analysis on one change and then that is enough to determine whether or not someone is lying to you, instead you need to look for groups of changes.

And the main reason for this is because all of our communication is a combination of verbal and non-verbal behaviours and all of the behaviours that we use as communication is a result of both external and internal stimuli so based on that fact it would be irresponsible to accuse someone of lying based on only one change.

That's exactly why in the last section when we talked about the change Rich made to his behaviour when he stopped folding his arms and became very physical with his gestures I described it as "there is a chance that this change is a clue of his deception".

So with that in mind just think for a second about how easily you might wrongly accuse someone if you're making your mind up based on only one change.

Maybe at that particular moment when Rich decided to unfold his arms he actually got a cramp in one of them so he needed to move them to stop the pain.

Or maybe he had his mobile phone in his pocket and he knows staff are not allowed phones on them at anytime during work hours and it just so happened that the second you asked the question about someone stealing the money that Rich just got a text message and he didn't want you to hear it vibrating in his pocket, so to try and get your attention away from his phone he used this change in his behaviour.

So the point is, don't just focus on that one change or you may be missing all the other verbal and non-verbal changes that are taking place, instead you need to look at the big picture and use the first change as a starting point and then focus on Rich's other controls and see how the whole thing develops.

The main point here is that we as humans are unpredictable by nature so there might well be times when a person who is telling you the truth may appear to be lying because you have just noticed one of his controls has changed or stopped completely.

And that's why you need to use groups because even though there is a slight chance that someone who is telling you the truth will have two or three or even more changes in their behaviour it is most likely not going to happen unless they're trying to lie to you.

So while a single change is definitely not enough to get you to the conclusion that someone is lying to you, if you have a good group of 3 or more changes that are taking place at any one moment while you're talking about a particular topic then there is definitely a good chance that someone is trying to lie to you.

## AUDIO 6

### CONTINUOUS REACTIONS

So by now you already know that you should be looking for changes in a person's behaviour but as we've already talked about these changes on their own don't instantly mean that a person is lying, instead what you're looking for is groups of changes in behaviour when you're talking about a particular topic and of course the topic you will be talking about is the thing you think they're lying about.

Then the next step in the whole process is to look for continuous reactions to the particular topic you think they're lying about.

The reason for this is because every time you talk about the topic you think they're lying about if they're lying you should see continuous reactions to the topic each time it is brought up in your conversation, and these continuous reactions should always be in groups.

So what you want to do to test this idea of continuous reactions is to bring up the topic in conversation and watch for their changes in behaviour.

So maybe the person you think is lying is sitting there in the chair and they're swinging their feet but as soon as you talk about the topic they immediately stop swinging them, and then you notice they're playing with their fingers or they keep running their fingers through their hair.

So then you've noticed these changes in behaviour so then next thing to do is to then steer the conversation away from the topic and maybe move onto something else completely so you bring up the fact that you've just remembered that you wanted to tell them about something, whatever it is it doesn't matter, you just need to steer the conversation away from the main topic.

Then as the topic of conversation goes of down another root you begin to notice that the person stops doing all the behaviours that they just developed and instead they go back to their control behaviours.

So once you can see they're back to normal you can steer the conversation back to the topic you think they're lying about and you can notice what happens.

This time when you begin talking about the topic again you notice that they start smiling a lot when they answer you, maybe to try and make it look like they're happy to talk about the topic or maybe they start leaning back in their chair to try and make it look like they're completely relaxed.

The point is, it doesn't matter what their behaviours are because the changes don't need to be the same every time you talk about the topic.

All you're looking for is the fact that when you bring up this particular topic in conversation there are changes in the person's behaviour and these changes always happen in groups.

## AUDIO 9

Alright, so now I want to go into some more of the verbal communication and I want to outline some things you can look for if someone is trying to deceive you, and of course the best thing you can do is to use these along with the 5 stages we've just been talking about.

First of all one thing to look for if someone is lying is they normally won't refer to themselves so to take us back to the restaurant example

if you're trying to get the truth out of someone as to whether or not they were actually at the restaurant you'll hear much less of the usual "I had this, or my meal was, and then she said to me..." and instead you'll hear them talk more about everyone else and the reason behind this is because it lets the person place distance between her and the lie so she feels more comfortable in telling it.

And another thing along the same lines as that is the quality of the details, so if you're asking your wife about her evening out at the restaurant and she has no problem going into detail and telling you every little bit of the night then chances are she is telling the truth because if someone is lying to you then they will just seem like they're not really interested in talking about it and will most likely just repeat themselves whenever you question them about it.

Another one which is really important and always something to look for is that people who are lying generally won't reproduce any parts of the dialogue that took place during whatever incident it is they are lying about.

So most of the time they would never say "So I said to him "What exactly is it you don't like about this place" instead if someone is lying they're more likely to say something like "I asked him why he didn't like the place."

Another thing you want to be on the look out for is does the person who you think is lying start his sentences with any of these phrases: "To be honest..." or "To tell you the truth" or "You won't believe this, but..." "Honestly..." because if they are using any of those phrases or phrases which are similar to those one then there is a very good chance that they're lying.

Of course there is always the chance that this person uses those phrases all the time anyway and if that's the case then you might not want to read too much into this one but if they don't use them all the time in everyday conversations then why would they feel the need let you know he's being honest, surely you would expect him to be honest anyway.

Another thing to look out for when someone is lying is a lot of pauses, stammers, ummm's and errr's.

So if someone is lying then it's a lot more likely that they will be having trouble getting their words out, the reason for this is because they're having to make up the lie

on the spot so every detail of the lie has to be created and remembered so there are too many thoughts being processed all at once.

If the person is pausing a lot it's because they need the extra time to try and sort out all of these thoughts to try and come up with a lie that sounds convincing enough so that they get away with whatever it is that they've done.

But the main thing that you might notice about their verbal communication if they're lying is that it seems almost to prepared like they have been memorising a monologue and the reason for that would be because they probably had already thought through in their head exactly what it was they were going to say just in case they were confronted with exactly this kind of situation.

Also another thing you want to look out for is a change in the pitch of their voice, now there are a lot of theories floating about that say if the persons pitch gets higher and loader then they must be lying but I have found that the more important thing to worry about is a change in the pitch.

Because as always we are looking for changes due to stimuli, so if their voice changes in any way then that is the thing to look out for.

## **VERBAL COMMUNICATION**

Alright, so when it comes to verbal communication then the first thing you need to know is that when we're communicating with anyone, the voice and the things we say only provide about 20 percent of the actual information being communicated.

So right now, we're going to go over a lot of different ways that you can find out if someone is telling you the truth or not based on a persons verbal communication.

Because there are a lot of things that you can look for, so in this section I want to talk about voice quality, voice pitch, volume, speech rate, and a few other things.

But first let's go with what's actually being said, so the first thing I want to tell you about is rigid repetition.

And what that means is a lot of times you'll find that people who are lying will often repeat almost your exact words that you're saying to them.

So as an example, if you ask someone... "Have you ever been to her house?" then typically if a person is lying they will say "No, I have never been to her house", if someone is lying they'll use almost your exact words to make their point.

And as well that if their verbal style is informal and then change to formal then there's a good chance that they're lying, anytime you see a change in someone you need to ask yourself what is behind that change.

Also is someone use a contraction, which is like "it wasn't me", instead of "it was not me" then there's a 60% chance that they're telling the truth.

So some contractions are:

“It wasn’t me”

“I wouldn’t do that”

“I couldn’t do that”

“I didn’t do that”

And when they use a contraction then that means that they’re most likely telling you the truth, but when they use the full two words “was not”, “would not”, “could not”, “did not”, then there’s a good chance that they’re lying to you.

So let’s say you think your husband is cheating on you with his assistant and you’re talking to him and as soon as the subject of an affair with her comes up then he stops using contractions and he start referring to her as “that woman”, so if you hear him say something like “I did not cheat on you with that woman” then you can be pretty sure that he’s trying to hide something from you.

Because first of all he stopped using contractions, and secondly he’s started referring to his assistant as “that woman”, so he’s using distancing language.

And it’s the same thing president Clinton said when asked about Ms Lewinsky... “I did not have sexual relations with that woman Ms Lewinsky.”

And also another thing Clinton was doing that you should be aware of was the finger pointing in the different direction of where he’s looking. When lying, you’re brain can’t fully put everything together and the finger ends up pointing in the “wrong” direction.

And along those lines, some other things to look out for are stuttering, stammering, mumbling, hesitations and pausing, because all of these things let you know that his brain can’t fully put everything together and they’re having a hard time processing what they’re saying.

And as well as that, when you see any of these signs you can also take it that he’s trying to delay his response until he’s had time to think of the answer which is going to seem less like he’s lying.

Also if the conversation is going in a certain direction and then he tries to take it somewhere else, then again, there’s probably a good chance he’s lying because he’s either trying to get off of the subject completely, or if that’s not possible then he’ll be trying to buy himself sometime to come up with a response which seems truthful.

Alright, here’s another one that’s really important... if he’s using qualifying statements and prefacing what’s being said with something like “I’m only going to say this once...” well if he was telling the truth then he wouldn’t feel the need to preface the statement in the first place, and what he’s actually trying to do is deflect attention from himself and the question, which means he’s probably lying.

Now a couple of things that you can look out for that will let you know that they might be telling the truth are admitting to incriminating events.

So as an example, in an investigation only an innocent person would admit to having an argument with a murder victim, a guilty person will never admit to anything which might seem incriminating.

So if we take the example of the husband having an affair with his assistant, if he's innocent and he hasn't been cheating on his wife then he'll have no trouble admitting to the fact that sometimes he's given his assistant a ride home late at night.

But if he has been having an affair, then you can be sure that he won't admit to giving her a ride home as it looks incriminating.

Another thing you can look for when you're trying to decide if someone is telling you the truth is memory lapses.

So, if they admit a lack of memory about certain details or if they make spontaneous corrections like "I gave her a ride home and I dropped her off about 9 O'clock, actually it was more like 9:15", then this is a good sign that he's probably telling the truth.

Alright, so that was some good things you can look for from their verbal content that they're giving you.

The second thing you need to pay attention to is the way that they're saying it and we call that their voice quality.

## **VOICE QUALITY**

### **PITCH**

So when it comes to voice quality, voice pitch is a really important one and when you notice that a person's voice is higher pitched then it means that their emotions are heightened.

So if someone was accused of something then a normal pitch would be something like "How can you even say that?"

And then a higher pitch where someone's emotions are heightened might sound something like "How can you even say that?"

So can you hear how that sounds, it's like with the high pitch you're really trying to convince them that you didn't do anything, but the fact of the matter is if you know you didn't do it then you would be more calm about it anyway so the pitch of your voice will sound more like the first one because if you're telling the truth then you would expect to be believed.

### **VOLUME**

The next thing you want to pay attention to is their may crack or may the volume of their voice may be inconsistent.

So first of all you need to make sure you know what their baseline volume is, so if their voice is loud and energetic and then you notice that they've become quiet and introvert then you know that for some reason there has been a change, so that tells us that something's going on, it doesn't necessarily mean that they're lying, it could be that they're lying or it could mean they're more interested in what you're saying.

## **SPEECH RATE**

Another thing you need to look out for is a person's speech rate, because when someone's talking faster or their speech is hurried then it means that their emotions are heightened and it's usually a sign of anxiety.

As well as a person's speech rate speeding up, a lot of times if someone is lying then they'll start slowing down their speech and they'll start having more speech errors and one that you probably didn't think of is called the Freudian slip, so if you suspect your wife or girlfriend has been cheating on you and you find out that she has been round your neighbour's house and when you ask her about it she says... and excuse the language when I say this but she says to you... "I just went round there to help fix his cock... I mean clock."

So if you hear any Freudian slips just like that then there is a good chance that she is lying to you because and it usually means that they've been caught off guard by your question and she hasn't had the time to come up with a response that will seem like he's she's telling the truth/ so this is a similar kind of thing to stuttering, stammering, mumbling, hesitations and pausing which as I said are all ways to delay his response until he's had time to think of the answer which is going to seem less like he's lying.

One more thing to look out for is if they're lying to you then you'll see their having a hard time swallowing as their throat will be dry from the stress, so be on the look out for hard swallow.

## **FACIAL EXPRESSIONS**

Ok, so facial expressions.

So when it comes to facial expressions, there are actually 7 facial which have a universal meaning across cultures.

The 7 facial expressions are anger, fear, sadness, disgust, surprise, happiness, and contempt.

Anger is the eyebrows come down, the eyes glare and the lips are pursed.

Fear is the eyebrows up and pulled together.

Sadness is oblique eyebrows

Disgust at its extreme is everything moves towards the middle, so imagine you've smelt something bad.

Surprise is eye brows up and the jaw down, and if you accuse someone of something and they look surprised then the way to tell if it's real or if they're just trying to look innocent is that real surprise lasts for less than a second when it comes across your face, but if they look surprised for more than a second then there's a good chance that they're trying to lie to you.

And Contempt, which is probably the easiest to learn, is a smile on one side of your face and it doesn't matter which side of your face, it can be the left or the right, it doesn't matter.

And when you see someone with the expression of contempt on their face, it could mean that they have a sense of superiority, or for some people it's just scepticism.

### **ASYMMETRICAL FACIAL EXPRESSIONS**

So when it comes to facial expressions there's a lot of things you need to look out for and the first one of them is asymmetrical facial expressions.

So when someone's facial expression is different on one side of the face from the other there's a good chance that they're pretending to feel the emotion and the expression is fake.

### **FAKE EXPRESSION**

And if someone is lying to you then you will often see them intentionally use fake expression.

So one example of a fake expression is a masking smile where someone is smiling but her eyes tell you that they're afraid.

And a real smile is not easy to fake, so if someone is not genuinely feeling the emotion and you know what to look for then you'll see it.

So if you want to be able to tell the difference between a real smile and a masking smile, when you're seeing a real smile you'll see both corners of the mouth drawn up and you'll see wrinkling around the eyes causing crow's feet at the corner of the eyes.

A false smile, or a masking smile the lip corners will stretch sideways but you won't see the lip corners lift upwards in the same way as you'll see it in the genuine smile and in a fake smile you'll see no eye wrinkling.

## **LIP COMPRESSION**

Another thing you can look out for is when people press their lips together and it makes it look like they almost disappear.

We call this lip compression and anytime you see lip compression it means that they're feeling anxiety and stress so they're definitely troubled and something is wrong, so this is usually a good sign that someone might be being dishonest.

For instance, when people press their lips together in a manner that seems to make them disappear, it is a clear and common sign that they are troubled and something is wrong. This nonverbal behaviour, known as lip compression.

Another thing that you might see when someone is lying to you is they will lick their lips a lot more to moisten them because their mouth is dry or you might even see them rub their tongue back and forth across their lips because they're feeling stressed.

Also one that relates to licking the lips is when the tongue is between the teeth without touching the lips. You'll usually see this kind of non-verbal behaviour when someone feels like their getting away with something or they getting caught doing something they shouldn't.

So anytime you see this kind of non-verbal action then you need to ask yourself what it is that's causing the person to subconsciously use this behaviour.

## **EYES**

Ok, so with that said I want to expel one of the big lying myths and that is that we're told is that when people break eye contact then they're probably lying.

Well that's not actually true. In fact, as you know by now our eyes move around all the time when we access different parts of our mind to help us retrieve the information we need.

And the truth is...if you're trying to see if someone is lying based on eye movements then your best method of seeing if they're deceiving you is to look for changes in their eye movements.

So for example if a person normally doesn't give you much eye contact and then you begin to ask them if they're lying about something and they begin to hold your gaze with intent then chances are they're probably lying.

And as an experiment at the end of this audio I'm going to give you a game that you can use to test just how accurate these techniques can be when you use them in the right way.

And not only is the game pretty interesting for you to see how well you're doing with your new lie diction skills but it is also a pretty good social proof tactic that you can use the next time that you want to control the frame.

Also in NLP they have a something thing called eye accessing cues, and what that's basically all about is that when someone is recalling mental images or creating mental images in their head then their eyes will move in a certain direction.

For instance, if someone is creating an image in their head then they will look up and to the right or they will look straight ahead. But from my experience I have found that this isn't always true and in fact a lot of times some people who might be lying may not give away any signs of deception based on their eye movements.

Instead the best thing you can do is to look for obvious changes in a person's eye movements, instead of just focusing on the idea that if they look up and to the right while they are talking then they must be lying.

But still just looking for that one change in the eye movements is not quite enough, we need to dig deeper and look for groups of signs of deception and that's what we're about to get into right now.

## **PUPIL DILATION**

One big important thing to keep a look out for is what people are doing with their eyes, and the first thing to think about is pupil dilation.

If you see someone's pupils dilate, usually it's because they're feeling some kind of excitement, anger, fear, or they're having a sexual thought about what they're talking about or whatever it is they're seeing.

And you can look for pupil dilation in different contexts as well so if you're talking to an attractive member of the opposite sex, and there's no reason why they should feel fear or anger then if you see their pupils fully dilate then you can be sure that their feeling intense sexual feelings towards you.

## **EYE BLOCKING**

Another thing about watching their eyes is you should always be on the look out for eye blocking.

Eye blocking is something that you'll see people do when they feel threatened and they don't like what they see and it's something that we all do automatically due to evolution and it helps to protect the brain from seeing undesirable images.

So what you want to look for is if the person is squinting or closing their eyes slightly, and this is something which happens quickly, usually it's about 1/8 of a second, but when you see it, you'll know what it's all about.

## **EYE BROWS**

Alright, staying on the same idea, another thing to pay attention to is the non-verbal communication of the eyebrows.

So if you're asking a question and then the person's eyebrows go up, then the person knows the answer to the question you're asking.

So if you ask your employee if they know who is stealing from the company and just as you're finishing the question you notice their eyebrows rise up then you can be pretty sure they know something about.

Also when we're not attached to what we're saying then there will be no emphasis from the eye brows so this can often mean that what's being said is not the truth.

As well as that, if you ever see someone's eyebrows pulled together then it means they're feeling fear, worry and apprehension.

## **EYE CONTACT**

Alright, so when it comes to eye contact and lying there is actually a lot of misinformation out there and most people believe if someone is lying to you then they'll never look you in the eye.

But this is actually just a myth and more often than not, people will actually give you more eye contact because they need to watch to see if you believe their lies.

So the bottom line is to look for changes in eye contact.

So let's say you're investigating a break in at a restaurant and you suspect the restaurant manager may have something to do with it, so you ask them what they normally do for the first half an hour when they normally get to work in the morning.

Then as they're going through the details of the first half hour of a usual day you notice that they break eye contact so that they can visualise what they usually do and remember the answer truthfully.

Then when you ask the restaurant manager to describe what happened on the morning that they found out the restaurant had been broken into you see that they never break eye contact because they're not recalling a memory, so there's a good chance they're lying.

But as I've said before, the bottom line is to look for changes, because a person might keep a steady eye contact even when you ask them to recall a memory and then when

you ask them a question about something and they have to lie to you their eyes are all over the place.

## **BLINKING**

As well as focusing on the eyes, you also want to keep an eye on their blinking, because any time when feel any kind of concern or we feel troubled or nervous then our blink rate always increases.

Also as well as looking out for someone's blink rate increasing, you should also be aware of any time that you see someone's eyes flutter because it usually happens when someone is having additional cognitive processing.

The next one to look out for, which is also really important, is they have a delay in opening their eyelids as you're talking to them or they close their eyes for an extended period of time.

Any time that you see anyone doing anything like this then you can be pretty sure that they're feeling some kind of negative emotions or displeasure.

Also one last thing to look out for is if they briefly touch their eyes at all during the conversation, because if they do then it usually means that they have a negative perception of what's being discussed.

## **HANDS**

Alright, so in a minute I'm going to move on to talking about the hands, but before I do that I want to tell you about illustrators, which are hand and facial gestures that people automatically make when they're talking.

So as an example, you've probably seen at some point in your life that as you're talking to someone, a lot of people talk with their hands or are really animated with their facial gestures.

Well one thing to keep in mind is that people who are lying usually won't use facial gestures quite so much and they won't talk with their hands and their arms as much as they usually do because they're subconsciously trying not to attract too much attention.

So if you're talking to someone who's lying to you, then you might notice their arms and their hands stop moving about while they're telling you their lies and if you notice this non-verbal communication then this is definitely something that you'll want to pay attention to because it means that they have a lot of things going on in their brain right at that moment, so you'll want to ask yourself why that might be.

So if you're carefully watching someone and you happen to notice a decrease in illustrators then it's usually because they're having to think harder and they're carefully thinking about what they're going to say next, so there's a good chance they're lying.

Another really important thing you need to be aware of when it comes to hands is they happen to withdraw their hands or they hide their hands in anyway.

So if you're talking to your someone and you're sure that they're hiding something from you, and as you're talking to them they have their hands rested on the table, but the more you edge closer to the subject that you think their deceiving you about then you notice that they slowly disappear form resting on the table and they're now resting on their lap.

So if you ever see this kind of non-verbal communication with their hands then you can be pretty sure that they're hiding something from you.

As well as that, if you're talking to them and notice they have either one hand or both hands in their pants pocket pressed against their leg the whole time then it means that they're feeling tense, or some kind of negative emotion so that's also something you want to look out for.

Here's another classic sign that someone might be lying is if they're rubbing their hands a lot.

And rubbing of the hands is actually what we call a "Manipulator" which is where one part of the body grooms, massages, rubs, holds, pinches, picks or scratches another part of the body, but we'll talk more about manipulators in a bit.

So if they're rubbing their hands then usually it's a self comforting gesture, so it's something people often do when they're trying to reassure themselves, so if they don't believe a word their saying then it's quite common that they'll rub their hands or they'll interlace their fingers and rub up and down to try and reassure themselves.

Now this one is a little more obvious but it's still something that you need to be on the look out for and that's an uncontrollable shaking of their hands.

If you're questioning someone and you think that they're lying to you and then you happen to pick up on an uncontrollable shaking of their hands then it's a pretty good indicator that they might be feeling stressed or some kind of nervousness.

And another one that you'll want to pay attention to but at the same time it's one of the more obvious one and that is if you see them with a clenched fist then that usually means that for some reason, whatever it is you've just said had made them feel anger, so you'll want to investigate why that is.

So I'm just giving you as many things to look out for as I can and the last one when it comes to the hands is if you ever see someone putting their hand to their head then that is a strong indicator that they're feeling deep shame... so as always you'll want to ask yourself why they're feeling that emotion.

## **SHOULDERS**

Alright, so we've talked about the hands, so let's move onto the shoulders.

So when it comes to the shoulders you need to be aware of the Shoulder Shrug.

And there are 3 main different types of shoulder shrugs you're likely to see, and they are:

1. **The one sided shrug** - which means they have no confidence in what they're saying.
2. **The partial shrug** – which is where both shoulder rise up but not fully, so they're not committed to it, and the meaning of the partial shrug is similar to the one sided shrug and again means they have no confidence in what they're saying
3. **The full shrug** – which is where the shoulders rise fully and equally and it generally means that the person is confident in what they're saying.

So if you come home from work and you ask your child, “do you know anything about this paint on the wall in the dining room?” and then they tell you “no” while showing you a one sided shrug then chances are they don't have much confidence in what they're saying.

If the honestly didn't have any idea how the paint go onto the walls then they would give you a full shrug where the shoulders rise up fully and equally and you would know that they're confident in what they're saying and they're fully committed to the answer they've just given you.

## **LEGS**

Alright, so onto the legs...

What signs can you look for when it comes to the legs to let you know that they might be lying to you?

So we've already mention that is they have their hands on the table and then you notice that their hands have moved from the table and their now on their lap, so their hands are now on their legs.

Well if you happen notice that they're leg cleansing then this is an even stronger sign that they're lying to you.

So leg cleansing is when they place their hands on their legs and then they slide their hands up and down their thighs, so they're moving their hands up and down their thighs, that's what we call leg cleansing.

And you might not be able to see what it is they're doing with their hands if they're under the table, but you will look for the movement of their upper arm and the movement of their shoulder, so if you can see this kind of movement, then chances are they're leg cleansing.

And sometimes a person will only do the leg cleanser just once and if you see them do it just one time then chances are they're drying off sweat from their hands, so based on that, you know that there's a good indication that they're feeling stress, they're feeling anxiety and they're just generally not feeling that comfortable in the situation you've put them in.

Also if the person you're talking is sitting there and they're pretty much still in their seat and then you notice that their feet starts to bounce or they're starting to wiggle their feet, or like wise if they're already bouncing their feet or they're already wiggling their feet and then you see that it stops then you want to ask yourself what the reason is behind that action.

Usually it means that they're feeling some kind of emotion change, some kind of stress or you've said something to make them feel uncomfortable.

Another cue to look for is if they turn their feet inward or they even in interlock their feet or wrap them around the legs of the chair they're sitting on.

Because this is the kind of behaviour you'll see from someone who's lying to you because they're feeling the stress and they're feeling the tension that you've placed upon them by asking them these questions that they don't want to be asked.

## **BODY POSTURES**

When it comes body posture is someone is hunched over then we often do that when we're lying because we try and take up as little space as possible and as well as that you should also look for is if he is reluctant to face you.

And this is because a lot of times when someone is lying to you you'll actually notice them leaning away from you and this comes back to that idea of distancing, leaning away is a distancing behaviour.

So if they're lying to you then their body language will be shifted to the side a little bit.

Or maybe their body is facing you but if you're talking to them about something that they want to talk about then you might see that their feet are face away from you and instead they're facing the nearest exit because again this is something people do when they want to distance themselves from you or the conversation, it's their subconscious looking for a way out.

As well as that you also want to look out for signs of body shielding.

So a lot of times if it's not possible for him to lean away from you then you'll actually see him subconsciously use his arms or other objects as barriers.

So if you see someone cross their arms while you're talking to them, or if someone is holding their wine glass right in front of their chest then these are both signs of

shielding and it indicates that they're feeling uncomfortable with the questions you're asking.

Now obviously a lot of people will happily cross their arms all day long, so just remember, you're looking for changes in a person baseline, so if you're talking to someone and they suddenly cross their arms then this could be an indication that they're trying to distance themselves to you.

## **DENIAL FLAG EXPRESSIONS**

Alright, so another one which you've probably hear at least once in your life is called Denial Expressions.

So things like "honestly, I would never do something like that" or "believe me, that thought never even crossed my mind".

If you've ever heard these kind of expressions in a context where you thought someone was lying to you then chances are they probably were.

Because whenever you hear these kind of expressions it means someone is trying to convince themselves and you about something.

So let me give you a short list of examples.

The first two which I've already given you are "honestly" and "believe me".

And then a few more are... "trust me, seriously, to be completely honest, to tell you the truth, I have no reason to lie to you and I couldn't lie.

So there's a short list for you to give you an idea of what to look out for, and of course there's a lot more than that, in fact there's probably an endless list but just keep your ears open for those kinds of expressions, because whenever you hear them it means that you want to pay extra special attention to what ever it is they just said or whatever it is they're about to say next.

## **RELIGIOUS STATEMENTS**

Ok, so here's another good one, and when I tell you this one you'll immediately realise that you've probably heard it before at some point in your life when someone has been lying to you.

We call it religious statements, so if you've ever heard someone say something along the lines of "I swear to God I would never do something like that to you", then you've heard a religious statement.

Any time when you think someone is potentially lying to you and you hear them start making references to God or the Bible, especially if they're not usually a religious person then that is a good sign that they might be lying to you.

Some other examples are:

I swear on my mothers grave, I swear on all my children's lives, I swear on the Bible, as God as my witness and honest to God.

So those are just a few examples for you, but basically it's anything which is to do with God, the Bible or swearing on something or someone.

### **BLOCKING STATEMENTS**

So another one is when you're asking them is they're being deceptive and they don't actually answer the question and they don't really deny what happened then we call this a blocking statement.

So if you say to your wife "did you cheat on me?" and then she says to you "I can't believe you would even ask me that, you know what I think about people who cheat."

Or if they hear them say something to you like "Why would I do something like that", or "Why would I want to throw everything we have away" then you can be pretty sure that there's something they're trying to hide from because they're not actually denying what happened, instead they're just kind of trying to get around answering the question.

### **TALKING TOO MUCH**

Another one is if they talk too much, if someone is lying to you or trying to deceive you then they will have a hard time trying to keep quiet because they're doing their best to try and convince you that whatever it is they're saying is the truth.

So if someone is telling you the truth then of course they will want you to believe them but they will expect you to believe them as well so they won't feel the need to really convince you that they're telling the truth so they won't talk as much as a liar, the liar will keep on talking until they're convinced that they've convinced you.

### **STALLING MECHANISMS**

The next one I want to tell you about is stalling.

So as with any of these, stalling just on its own does not mean that someone is lying to you but if you hear it then it's definitely something that you'll want to pay attention to.

Because when you think about it what does stalling really achieve?

It gives them time to think, it gives them time to plan what it is they're about to say to you and it gives them time to try and make their answer or their response seem more believable.

So some examples of stalling are asking you to repeat the question, or repeating the that you've just asked them back to you, pretending not to understand the question, pretending not to hear the question and anything else that someone under pressure might do to give themselves more time to respond.

## **EMBLEMS**

Alright, here's an interesting one and it's called an Emblematic Slip.

An emblem is a wordless gesture that has a precise meaning, for example when you show someone the middle finger then that is an emblem because it has a precise meaning and pretty much everybody you're ever likely to meet knows what it means when you show them the middle finger.

But here's where it gets interesting...

A lot of times when someone is trying to hide something from you, you will see them do an involuntary partial emblem which will reveal to you what they're really feeling and that's why we call it an emblematic slip, because it's involuntary, so they have no idea they're doing it, it just slips out.

An emblematic slip is the same kind of thing as a slip of the tongue in that he person is aware of the anger or distain that they feel, but they're unaware the message has leaked out.

So an example of a gestural emblem is when someone is feeling anger towards you and they're rubbing their eye but they're actually doing an emblematic slip and they're giving you the finger. So it's an unconscious gesture but it has a specific meaning.

Another example is a self hushing emblem.

So to give you an idea of what this one looks like imagine someone saying sssshhhh to you and holding their finger up to their mouth, now imagine that same person has their hands together, fingers interlaced but with their two index fingers held against their mouth like they're saying sssshhh.

Well that's what a self hushing emblem looks like, so if you ever see this then that person is hushing themselves because a part of them wants to tell you whatever it is they have on their mind, but another part of them wants to keep it quiet.

So if you see someone doing a self hushing emblem then there is a good chance that they're keeping something from you.

And the last emblematic slip is called a Shrug Fragment.

And we've actually already talked about this, but I just wanted you to know that a shrug fragment is also an example of an emblematic slip, so like I said earlier it's when you see someone do either a one-sided shoulder shrug, a facial shrug or a hand rotation shrug.

Whenever you see any of those it indicates that the person has no confidence in what they've just said so that's definitely something you want to think about.

## **GESTURAL TIMING**

One big important thing to keep a look out for is False Gestural Timing. If someone has really bad timing and their gesture doesn't match what they're saying, then this usually means that they've faked the gesture and the emotion that you're seeing is not genuine.

So if someone voices an outrage and then there is a delayed reaction before they slam their hands down on the table then that's a good sign that they may be lying to you, if the person was truly outraged then it would have happened at the same time, so be on the look out for that.

You also want to be on the look out for response latency, which is the time between when a question is asked and the answer is given.

Now when it comes to response latency then you really need to pay attention to what's going on, because a lot of people think that you take longer if you're lying but that's actually just if the lie is spontaneous, if the lie is prepared ahead of time then you're eager to get it over with so the response time will be under a second so that's something definitely to look for.

## **GESTURAL SLIP**

Another thing to look out for is the Gestural Slip which is something that we do by accident when we don't mean what we say.

So as an example someone may say, "I didn't do it," while at the same time they're head is slightly nodding in the affirmative, so the person is saying no but they're shaking their head yes.

Or as another example, let's say your suspect is describing the appearance of a man he says he saw steal the money and as he's describing him he is subtly shaking his head, well first of all a head shake is a gestural slip of no because he's disagreeing with what he's saying, so he's saying yeah this is what he looked like, but their non-verbal's are telling us something else.

And secondly when you shake your head you can't visualise, so when he is describing the person and shaking his head no then you can be pretty sure that he's being dishonest.

So that's the main gestural slip to be on the lookout for, some other ones to look out for are shrugging one shoulder which is a sign that you have no confidence in what you're saying and along the same lines as that is the mouth shrug, which is bringing both corners of the mouth down which is a classic gestural slip and it means that they have no confidence in their words, so they're lying.

## **GESTURAL RETREAT**

One more thing about gestures is the Gestural Retreat and what that basically means is when someone tells a lie and they feel like they need to physically distance themselves and protect themselves from the lie and you will actually see them take a literal step backwards, and sometimes you'll even notice them cross their arms in a defensive stance, and all of this is telling you that he doesn't believe a word he just said.

## **MANIPULATOR**

Ok, so what is a Manipulator Increase?

Well a manipulator is a non-verbal behaviour where one part of the body grooms, massages, rubs, holds, pinches, picks or scratches another part of the body, so some examples are touching jewellery, rubbing the forehead, rubbing the neck, covering the neck dimple, biting of the lip, licking the lips, object biting, scratching the nose or tugging at the ear.

So when manipulators increase it's usually means that a person is feeling some kind of negative emotion like anxiety, emotional discomfort, doubt, insecurity, fear, feeling nervous, feeling irritated, or feeling concerned about something.

So if you see an increase in manipulators then it could be a clue to detecting deception if the manipulator is a change from the person's baseline.

Because when manipulators increase it means that the person's level of confidence is lower than normal or they're relieving stress and the brain needs the body to do something to stimulate nerve endings which will release calming endorphins.

So when it comes to manipulators, men often prefer to touch their faces while women prefer to touch their necks, clothing, jewellery, arms, or hair and if you see people using manipulators then there is a good chance that they're telling you a lie.

## **AUDIO LIE DETECTION TECHNIQUES**

Ok, so now you've got a pretty good idea about how to read a liars body language I want to start getting into the good stuff and the first technique I want to share with you is best used when someone tells you they were somewhere and you just have a feeling that they might not be telling you the whole truth.

Ok, so some things that you can do to catch a liar...

So first of all bring up things which are indirectly to do with the lie, so you could ask if you think your child is stealing money from you then you could say "I just don't know where all my money keeps going, I don't understand what I keep spending it on."

And then when you bring up this situation which is indirectly to do with the lie then you want to look for changes in them, are they becoming defensive, is their behaviour the same as it was five minutes ago?

So another thing you can do is to bring up a false situation which is similar to the lie in question and then ask them for their advice, ask them what they would do.

So you could say "I was talking to Jim the other night and he is convinced that his wife is cheating on him, and he was asking me if I think he should confront her about it or just leave it, and I didn't know what to say... what do you think he should do?"

Now chances are if your wife or your girlfriend is doing something similar and she's cheating on you then she will most likely tell you that the best thing he can do is just leave it right now and see how it pans out.

And the reason for this is because if you bring up a situation like this then she is going to think that there's a chance that you know that she's having an affair and the advice that she is telling you to give to Jim is really the advice that she wants you to follow, she doesn't want you to confront her about her cheating.

So with that said, if your wife tells you that Jim should confront her then it's a lot more likely that your wife isn't cheating on you and she's being faithful.

And the way it works is by introducing a piece of evidence into the mix and seeing how the person you think is lying handles it. And you can use this technique in any situation you want.

For example let's say your wife told you she was going out on the town with her girlfriends but for some reason you just had this feeling that instead she was having a late night meeting with the attractive body builder down the road...

Now most people if they felt like their wife may be lying to them they would come straight out and ask her if she really did go out with her girlfriends or if she is seeing someone else.

Now this kind of approach never works because if she was out with her friends then she will just say "yes I was out with my friends" and if she wasn't out with her friends then chances are she is still going to tell you she was.

And then you're just back to square one because you still don't know whether or not to believe her.

So instead the best way to find out if she was really where she says she was is to introduce a made up fact and then see how she handles it.

So for example if she told you she was going for dinner a restaurant called Allesandro's you could tell her that you heard on the radio that there was an accident right by Allesandro's so the traffic was all backed up.

Then all you have to do is sit back and see how she responds...

Now the reason this works is because if your wife wasn't at dinner with her friends then she won't know whether to agree with you and say there was an accident because she knows that there's a chance that there was no accident.

And if she says there wasn't much traffic and there actually was then she will be found out too.

So if she is lying then her next move is gonna be a hard one for her, and if she is lying then you will know because she will hesitate while she is deciding the best way to answer.

Because think about it like this, if she was really out for dinner with her friend then she would know that there was no traffic and she'd most likely call you on it and say..."there was no accident, what are you talking about".

But if she is lying then you will instantly know, because she isn't sure because she wasn't there. So she will most likely hesitate so you'll know she is lying.

Plus if she is lying then chances are she will agree with you and say "yeah there was an accident and there was a lot of traffic" because she has no idea that you made the whole thing up.

So with that in mind, if she does say that there was no accident and there was no traffic but you still don't believe her and you feel that she may have just called your bluff then you can still reveal the truth by digging deeper.

So you can easily ask general questions and still make it look like you're just having a general conversation about her night. Because if you think about it when a person has really been out for a night on the town there's usually some story to tell or whatever it might be.

For instance you might ask what time she got to the restaurant or what she ate and just make a mental note of the details she tells you then be on the lookout for time slips or notice how details might change.

Another technique you can use is you can just bring up a situation in conversation that is similar to the one you think they might be lying about.

So for instance lets say you're a woman and you think you're husband might be seeing someone else then you can just say to them something like:

"I was talking to Jim at work today and he told me he's having an affair, he's actually started seeing someone else."

And then what you do is you just sit there and watch how they react to the situation. Now this is another example of when you want to be watching their control behaviours and looking for any changes.

If they do have something to hide then chances are they won't want to talk about it but if they're not having an affair then they will most likely be interested to know more about the situation.

But the main point is to just watch their behaviour and look for groups of changes.

Ask them the story of what you did that evening... "Got it, now just tell it to me backwards, start at the end of the night and work backwards". When you're lying it's hard to tell a story back wards because there's no real memory of what happened, liars rehearse their stories in order, they don't think to rehearse them backwards.

## **ANALYSIS**

Ok, now this is the part when you bring it all together, this is the part where you take a step back and look at everything you've seen from the person you think is lying to you and you make a solid conclusion based on those facts.

Now we've been through a lot of techniques is this part of the Black Ops course and if you stick to these techniques then you will have the best chance of finding out whether or not someone is telling you the truth or not.

But when it comes down to it you're the one who has to make the final decision based on what you have found out and based on what you have seen and I'm sure if you have got to the point where you suspect someone is lying to you and then you have used all the techniques outlined in this portion of the course then you will have a pretty solid idea whether or not they're being deceitful.

But the best way to make your conclusion is to almost treat the whole thing like a professional investigation.

So instead of jumping to conclusion right there in the moment you need to take the time to step back and analyse the situation.

Go through each step in your head and ask yourself if you did it the right way...

Did you find out the persons control behaviours, did you look for the behaviours in groups, did you change the topic of conversation and then go back to the topic in question... just ask yourself if you did everything and just make sure you take care when jumping to conclusions, relationships can be easily broken if you misjudge a person for something they haven't done.

Now this one is one of my favourites, and the first thing you need to say is... "I can't keep this in any longer because it's driving me crazy, I've found something out and I'm really hurt, and I know you're just going to try and deny it but I just wanted you to know that I know."

So by saying that sentence you've done two things, first of all you've let him know that you think he's guilty of something and secondly you're letting him know that you know what it is.

So now once you've said that usually one of two things is going to happen, the first one is he's going to come right out and admit to you that he's been lying about something, and the second one is he's going to try and play dumb like he has no idea what you're talking about.

Now if he comes right out and admits it then good you've got your answer, but if he's playing dumb then your next move is in the heat of the moment is just say... "you know I'm too upset, I can't even talk to you about this anymore" and then just start to walk away... now the secret to this one is that a guilty person will let you walk away because that's what they want they don't want to talk about it with you.

If someone is telling you the truth then they will want to talk about this thing and they'll want to sort the problem out.

And the last one is to just come right out and ask them, now the one thing you need to make sure you do when you're asking them if they're lying to you is ask the question and then don't say anything else, stay dead silent and just see how they react.

And then this is the point where you want to look for their emotions see and keep in mind everything that we've talked about so far because it's at this point that you're coming to your conclusion.

## **Home work**

### **HOMEWORK ASSISGNMENT**

Now what I want to do to really cement these techniques into your mind is to give you a game that you can play with your friends and it will let you test out all of the techniques that we have been talking about here in this section of the course.

NLP eye accessing cues.

Now you probably haven't heard about this before unless you've studied NLP but whenever someone is thinking their eyes actually move and look in a specific location depending on which part of their brain they're accessing.

So by learning exactly how eye accessing clues work You can tell from the movement of the eyes whether or not someone is making an image in their head of something that's happened, they're remembering an image or whether they're making something up.

And there's 6 direction that someone's eyes normally look: up and to the left, to the left, down and to the left. Up and to the right, to the right and down and to the right.

And each of the six eye directions mean something different.

Up and to the left means that they're remembering something visual.

If they're looking to the left it means they're remembering something auditory.

If they're looking down and to the left then it means that they're speaking to themselves internally.

If they're looking up and to the right then they're constructing something visual.

If they're looking to the right then they're constructing something auditory.

And the last one... if they're looking down and to the right then they're having a kinaesthetic thought.

So as I said, when someone is thinking you can tell from the movement of the eyes whether or not someone is making an image in their head of something that's happened, they're remembering an image or whether they're making something up.

So when it comes to the lie detector you need to keep a look at their eyes and see what's going on in their mind.

So if you ask you husband if he is attracted to his secretary and you see his eyes looking down and to the right then that's a classic sign that he's checking his feelings.

left up – remembering something visual (Vc – visual created)

left – remembering something auditory (Ar – auditory remembered)

left down – speaking internally – (Ai - )

right up – constructing something visual – (Vc visual created)

right – constructing something auditory (Ac auditory created)

right down – having a kinaesthetic thought (K - kinesthetic)

The first thing you need to do is sit your friend opposite you in the chair but just tell them you're going to play a game, but don't mention anything about what you're going to be doing just yet... for now just tell them to sit in the chair opposite you and then ask them to imagine their house and then you're going to ask them some questions.

For the first question ask them what their house looks like from the outside...

Then ask them what colour is the carpet as soon as the step through the front door.

Next ask them what they can see if they look through one of the windows.

And as you're asking all of those questions you need to make a mental note of the movement their eyes are making, so let's say when you ask them the visual questions

about their house then you see them look up and to the side, which is a classic sign of visualising so take note of that.

The reason why you want to take note is because now you're going to ask your friend to imagine the first person they kissed, then you're going to ask them to answer 5 questions about the first person they kissed and one of the answers has to be a lie.

Ok, so the first question is how old were you?

The second question is what colour hair did they have?

The third question was where were you when the kiss took place?

The fourth question is were they taller or shorter than you?

And the fifth question is what was the weather like?

Now if everything went according to plan they should have lied about one of their answers and if you were watching their eyes then you should have seen some kind of change in their eye movements, there should have been some movement to one of their answers to the questions that didn't match the others.

So let's say for 4 of the questions he moves his eyes up and to the side which as you know means he was visualising, but then on one of the questions his eye movements are a little bit different.

He moves his eyes just briefly to the side but not up and to the side, then you know that this one is most likely the lie. The reason for this is because just going to the side is more of a sound cue because it's something you do when you listen, so probably he was most likely listening to the sound of his voice thinking about whether he sounds convincing or not.

If there was then that is the lie, if there wasn't any clear change then maybe you noticed a change in some of their other behaviour based on the principle you've this part of the course and if you did then you can use it to reveal which answer was the lie.

If you still can work out which one was the lie then don't worry about it and give it another go but try not to read too much into it because luckily it's a lot easier to spot a behaviour change of a lie in a normal conversation than it is to spot them in this kind of game.

You could also ask your friend to describe 5 scenes from their life from over the past year, so for example I went to visit my sister for her birthday, we were sat in the dining room when she opened her presents, and the room has a red carpet, a chandelier hanging from the ceiling, a fireplace. And then ask them to completely make up one of the five scenes from their life over the last year.

Another thing you can do is to ask your subject to think about 5 pieces of information about their house and one of them has to be a lie, but this time they don't say anything

to you, they just do it in their head, and again you will be able to tell them which piece of information is the lie.

You could also ask them to describe 5 people that they know, tell them that they can be friends or relatives, just very brief descriptions like, tall guy, blonde hair, a long beard.

But anyway, I hope you enjoyed this part of the course, and as you can probably see by now all this ties together for Darkside hypnosis and how you can use these techniques for different situations to give you absolute control over someone or over people in general.