

# *Probable and Directed Lies*

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# Probable and Directed Lies

- Probable Lie

- Introduce topic
- Stigmatize
- Denial/Admission
- Admonish
- Question
- Answer
- Lather, rinse repeat

- Directed Lie

- Introduce topic
- Normalize
- Endorsement
- Advise
- Instruct
- Practice Q&A
- Lather, rinse repeat
- Explain

# Introduce the topic

# Stigmatize / Normalize

# Denial / Endorsement

# Admonish / Advise

# Question / Instruct

# Answer / Practice



# Repeat

Lather.

Rinse.

Repeat.

# DLC Explain

- The reason I will ask you these questions is this: I want to see what your body does when you lie. I want to know that your body is capable of lying. If you lie to those other questions, I want to know that you will react. I want to know how you react. So listen carefully to these questions, and answer just the way we have discussed. It is not necessary to make your body do anything. Simply listen carefully and answer 'NO' and your body will do what it is supposed to do.

# Cognitive Dissonance

- Something occurs in the brain when you attempt to hold onto two different ideas that do not agree.
  - What you know about your past behavior
  - What you say when you answer the questions during this test

# Psychological Basis

- Probable Lie

- Salience

- Emotion

- Cognition

- Behavioral Conditioning

- Psychological Set

- Fear

- Directed Lie

- Salience

- Emotion

- Cognition

- Behavioral Conditioning

- Cognitive Dissonance

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