INTERNATIONAL CERTIFICATE IN EVALUATING TRUTHFULNESS AND CREDIBILITY
A Paul Ekman Approved Course

Four day International Certification Program

Our relationships, our work, money management, the whole basis of our life is built on trust.
Trust is based on the ability and sincerity to deliver on promises and keep agreements.
Your ability to know when others are deceiving you, to evaluate the credibility of what people say is a critical skill.

This program will develop your skill in recognising and responding to the emotions and thinking behind deception. It brings forty years of research to the thinking and emotions involved in truthfulness and deception, and is essential for anyone who wants and needs to be able to evaluate trust.

THINKING - EMOTIONS

All our actions are based on our thinking and our emotions, so understanding truthfulness and deception involves understand the thinking and emotions of others.

> *Do they make sense?*
> *Are they congruent?*

The program covers the psychological model behind truth and lies, so you can identify 'hotspots' - where there is a strain and incongruity between the words, the body language and the emotions because of possible deception.

WHAT YOU WILL LEARN

You will learn to read emotions and possible deceit through the five communication channels:

- Facial expression
  (Including micro expressions where the emotions are shown on the face for fractions of a second.)

- Voice tone
  (How voice tone can change when lying.)

- Verbal style
  (The characteristic pattern of how people speak naturally.)

- Verbal content
  (Words spoken including slips of the tongue.)

- Body language
  (How body language reflects thinking and emotion)

There is a good deal of misinformation and confusion about these, especially body language.
This course has only clear, researched and proven science.

The course is fast, fun and interactive and extremely practical.
You will learn and practice the skills in a safe environment with a Paul Ekman approved trainer.

There is a graded international certificate on successful completion of the program.

COURSE AIMS

To give you the skills to evaluate truth and deception, particularly in high stake situations.

To give you the latest information on voice and body language, cognition and emotions, so you can see, listen and judge trust and credibility.

COURSE OBJECTIVES

By taking this course you will be able to:

- Increase your observation skills in all five channels - what to look for and how to look for it.
- Identify the importance of baselines and when they occur
- Identify and evaluate clues to lying and truth telling
- Increase your listening skills in all five channels - what to listen for and how to listen for it.
- Increase your active listening and observation skills and use them to evaluate truth and credibility.
- Take a structured approach to the detection of 'leakage'.
- Be able to recognise micro expressions in others.
- Understand and apply the psychological model of truth and lies.
- Identify and evaluate 'hotspots'.
- Make and test hypotheses on truth and deception in context.
- Understand the role of memory in truth and deception and use Statement Validity analysis on verbal statements to judge if the events are remembered or constructed.

WHO WILL BENEFIT FROM THIS COURSE?

This training is crucial for everyone those who interacts with people in difficult conversations or any high stake interviews:

- Salespeople
- customer service
- coaches
- lawyers and solicitors
- managers
- psychologists
- counsellors
- negotiators
- recruitment professionals
- managers and leaders
- executives
- forensics personnel
- law enforcement and security

And of course these skills make a difference in any normal life interactions...

PROGRAM

Day one

Introductions
Introductory exercises
Truth and lies defined
Communication model
Hot Spots
Video exercises
Why we believe lies and disbelieve truth
Psychological model of truth and deception
Attention, mindfulness and listening
Summary and review

Day three

Types of memory
Memory and deception
Statement validity analysis
Video exercises
Criteria based Content Analysis (CBCA)
Summary and review

Day two

Micro expressions
Understanding emotions
Channels of communication
Facial expression
Subtle, partial and masked expressions
Body language
Video exercises
Verbal style
Voice tone
Summary and review

Day four

Feed forward - Practical Applications
PEER Analysis (Planning, Engagement, Exploration, Resolution)
Summary and review

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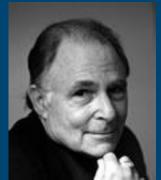**A Paul Ekman Approved Course**

ABOUT PAUL EKMAN

Dr. Paul Ekman is a pioneer in the scientific investigation of human behaviour.

He is particularly well known for his work on human emotion and facial expression, and applications in detecting lies and truth.

He was an undergraduate at the University of Chicago and New York University and received his Ph.D. in clinical psychology at Adelphi University in 1958, after a one year internship at the Langley Porter Neuropsychiatric Institute.
After two years as a Clinical Psychology Officer in the U.S. Army, he returned to Langley Porter where he worked from 1960 to 2004. His research on facial expression and body movement began in 1954, as the subject of his Master's thesis in 1955 and his first publication in 1957.

Over the next decade, he focused more on social psychological and cross-cultural aspects. In addition to his basic research on emotion and its expression, he has, for the last thirty years, also been studying deceit.

Currently, he is the Founder and President of the Paul Ekman Group, LLC (PEG), a company that produces training tools relevant to emotional skills, and is initiating new research relevant to national security and law enforcement.

He has established Paul Ekman International PLC under license to create a network of Licensed Delivery Centres across the world to make his work more accessible. Lambent is one of these Licensed Centres.

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