



**TRUTH AND LIES – THE SCIENCE**  
**AN INTRODUCTION TO EVALUATING TRUTH AND CREDIBILITY**  
*A Paul Ekman Approved Course*

## DO YOU KNOW WHEN YOU ARE TOLD THE TRUTH?

**We all want to be able to tell lies and truth apart.**

**Money, health and well being and relationships depend on it.**

**How good are you at assessing credibility?**

**In job interviews?**

**With your clients?**

Not believing the truth can be as damaging as believing a lie.

Most of us think we are good lie detectors, yet the figures show most people do only slightly better than chance at detecting lies (54%).

In this course we will see how the face provides a lot of information to help us distinguish truth and lies, together with the other channels:

- Body
- Voice
- verbal style
- verbal content

The science of truth and lies comes together into this one-day highly interactive, effective workshop that will feature realistic scenarios for the delegates to test their skills using an adaptation of the original Paul Ekman truth/lie research studies.

We also do this course in house.

## WHAT ARE THE BENEFITS OF THIS COURSE?

- ***in interviewing***  
Improve your interviewing skills - find areas that need to be further explored.
- ***in negotiating***  
Be a better negotiator, be alert to bluffs and see when something is important to the other person.
- ***in coaching and mentoring***  
Enhance your coaching skills by seeing where clients need to explore more deeply.
- ***in decision making***  
Know what information needs further thought
- ***in relationships***  
See areas of disagreement more clearly.

## WHO IS THE COURSE FOR?

This training will be very useful for everyone those who interacts with people in difficult conversations:

- sales
- customer service
- coaching
- counselling
- high stake interviews
- interrogations
- negotiations
- recruitment
- management/leadership

or you may just be interested in being more alert in normal social situations...

This course will help you make the leap from myths and guesswork to data driven analysis with this one-day distillation of the science behind truth and lies.

## **COURSE OBJECTIVES**

Following this event you will be able to:

- separate the myths from the science in truth/lie-detection
- apply a comprehensive psychological model to evaluate truth and lies
- outline how the five communication channels can help this process
- recognise macro and micro expressions that are shown on the face
- assess your ability to discriminate between truth and lies
- learn and practice these skills in a safe environment with Paul Ekman approved trainers.

## **COURSE OUTLINE**

The session is interactive and you need no previous knowledge in this subject. You will also test yourself at the start and during the training using a micro-expression training tool created by Dr Ekman and by reviewing videos clips and practical truth/lie scenarios.

The course is structured as follows:

- Introduction
- Lies and truth defined
- Science versus myth
- Psychological models for truth and lies
- Emotions - the essentials
- The face and emotions
- Experimental study - applying your skills 'live'
- Summary and review.

We use a wide range of methods with small group workshops and lively presentations to make this fun, interactive, effective and engaging. We will also be carrying out data driven research on truth and lies during this pilot programme.

## **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.

