

### WELCOME!

## LIES & THE LYING LIARS WHO TELL THEM

A WEBINAR BY RECOVERING LIARS GARY FRIEDMAN & AMANDA RIPLEY

5.10.22



### INTRODUCTIONS....





# A QUICK POLL...





On average, American adults report telling I or 2 lies per day.

But that's not the full story....

When asked to report how many lies they told in the past 24 hours...

6 out of 10 Americans report telling no lies at all.



The rest say they've told about 4 lies, on an average.

But a small number of people tell a very different story...

Half of reported lies are told by just 5% of people.

National survey of 1,000 adults: Serota, K. B., Levine, T. R., & Boster, F. J. (2010). The prevalence of lying in America: Three studies of self-reported lies. *Human Communication Research*, 36(1), 2–25. <a href="https://doi.org/10.1111/j.1468-2958.2009.01366.x">https://doi.org/10.1111/j.1468-2958.2009.01366.x</a>



Unfortunately.... humans are terrible at detecting lies.

In a meta-analysis of 206 studies, people judged lies

accurately 54% of the time.

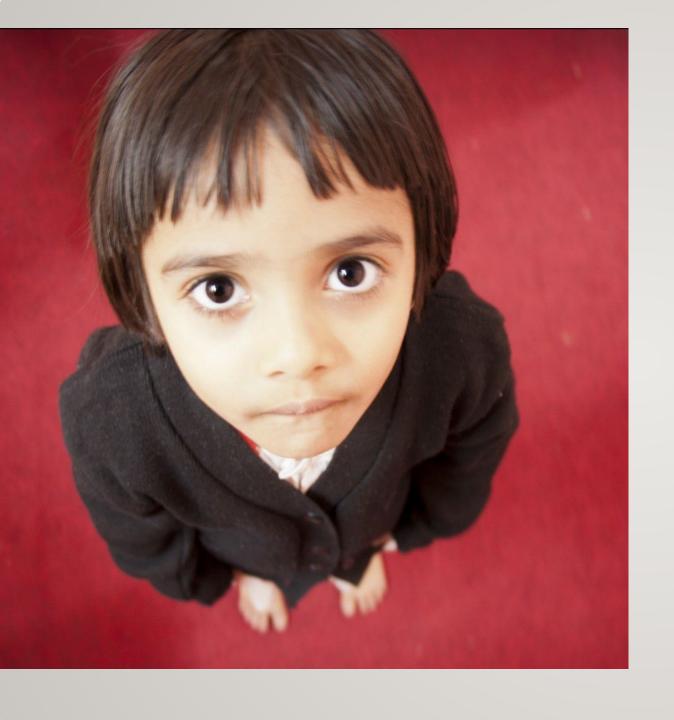


Or about the same as chance.

**Experts** (judges, police, psychiatrists and auditors) were no better at detecting lies. (Across 19 studies.)

Bond CF Jr, DePaulo BM. Accuracy of deception judgments. Pers Soc Psychol Rev. 2006;10(3):214-34. doi: 10.1207/s15327957pspr1003\_2. PMID: 16859438.





## WHY DO WE LIE?

WHAT IS THE FIRST LIE YOU CAN REMEMBER TELLING?

### BIG TAKEAWAY NO. 1:

WEAREALL LIARS.

### HOW SHOULD WE DEAL WITH LIES...

WHEN THEY HAPPEN?

### KINDS OF LIES:

SELF-PROTECTIVE
LIE OF CONVENIENCE
CONFLICT-AVOIDING
STATUS-SEEKING
UNCONSCIOUS
MANIPULATIVE

### BIG TAKEAWAY NO. 2:

# THE LIES WORTH EXPOSING ARE THE ONES THAT LEAD TO ACTUAL HARM.

## HOW CAN WE HOLD LIARS ACCOUNTABLE...

WITHOUT MAKING THINGS WORSE?

### BIG TAKEAWAY NO. 3:

COMPASSION IS A GOOD WAY TO START DEALING WITH LIARS.

### **BEST OPTION?**

## MAKE IT LESS LIKELY THAT PEOPLE WILL LIE TO BEGIN WITH

### BIG TAKEAWAY NO. 4:

## BRING PEOPLE FACE TO FACE WHENEVER POSSIBLE.



#### Gary Friedman

https://understandinginconflict.org

### Amanda Ripley

https://goodconflict.net/

Twitter: @amandaripley



Keep in touch!