

# WELCOME!

# LIES & THE LYING LIARS WHO TELL THEM

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A WEBINAR BY RECOVERING LIARS GARY FRIEDMAN & AMANDA RIPLEY

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# INTRODUCTIONS....

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A QUICK  
POLL...





**LIES**

On average, American adults report telling 1 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. <https://doi.org/10.1111/j.1468-2958.2009.01366.x>



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:**

**WE ARE ALL 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.**



Final  
thoughts

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Keep in touch!

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