



Detect the Truth

Mike McCormack, BA, CFI Michael.mccormack@mnp.ca
(403) 536-5527

Mark Jordan, ACA, CPA, CA,
CFE, CFF
Mark.Jordan@mnp.ca
(778) 374-2107

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References

- ▶ Pamela Meyer – Lie Spotting – Proven Techniques to Detect Deception
- ▶ Paul Ekman and Wallace Friesen – Unmasking the Face



Why is body language so important



Fun facts

- ▶ We are lied to up to 200 times per day
- ▶ We detect lies with 54% accuracy
- ▶ Avoiding eye contact is the most presumed sign of lying
- ▶ Why you lie is as important as what the lie will be
- ▶ 1/3 of all resumes contain false information
- ▶ Who lies more; men or women?

Do we remember?

▶ Susan Smith



Oscar Pistorius



Casey Anthony

Casey was accused and later found not guilty of killing her daughter Caylee in 2011 (she was convicted of 2 of 4 counts of lying to law enforcement). Casey worked on her body language between court dates to remove those smirks that kept inadvertently showing up in court.



AP

Tell me everything I need to know in 1 slide

- ▶ Fingers and toes
- ▶ Look for the snort
- ▶ What changed
- ▶ Look for split second flashes of emotion
- ▶ Smile, smile, smile
- ▶ Emblems

Identifying the Objectives

- ▶ To obtain accurate and reliable information about the relevant issues
- ▶ What type of interview is it? Preliminary investigation or advanced stages?
- ▶ **Quality investigations require quality investigative interviews**



Preparation

- ▶ Priority or order of interviews
- ▶ Obtain as much information as possible about the investigation
- ▶ Obtain as much information as possible about the interviewee
- ▶ Organize your documentation



Attributes of a Successful Interviewer

Confidence

Is not intimidated by subject's efforts to make investigator feel uncomfortable or threatened

Personable and Congenial

Ability to express sympathy, compassion and understanding through tone of voice and well timed phrases

Goal Oriented

Knowledgeable about what questions need to be answered, and how much detail is needed, and reasonable expectations within those areas

Attributes of a Successful Interviewer (cont'd)

Patience and Persistence

- **An excellent listener. Is receptive to the subject's behaviour at all levels of communication**
- **Allows the subject to provide information at a comfortable pace without forcing responses**
- **Tactfully pursues areas in which the subject has offered evasive responses and is able to overcome the subject's objections to avoid answering particular questions**

The meeting

- ▶ Establish rapport
- ▶ Establish dominance

Establishing Rapport

What is Rapport?



- ▶ Harmony
- ▶ Conformity
- ▶ Accord
- ▶ Having a level of comfort and trust
- ▶ Being on the same wave length

Rapport

“a close and harmonious relationship in which the people or groups concerned understand each other's feelings or ideas and communicate well.”

www.job-hunt.org states to build rapport you:

- 1. Know the company and the interviewer**
- 2. Create a conversation**
- 3. Leverage positive body language**
- 4. Ask questions**

Dominance

- 1. *The condition of being dominant***
- 2. *Control or ascendancy***
- 2. *The disposition of an individual to assert control in dealing with others;***
- 3. *Animal behaviour – the hierarchical rank in a social group in terms of dominant and submissive behaviour”***

www.freedictionary.com

Establish dominance

- ▶ The handshake
- ▶ The way that you dress
- ▶ How you greet
- ▶ Where they sit

Setting the tone, first impressions are everything.

What was that?

- ▶ Seating position
- ▶ Props
- ▶ Documents
- ▶ Tape recording
- ▶ Emblems

Behavioural Interview



The set up

- ▶ What is your setting and can you manipulate it?
- ▶ What are you doing while the person is lying to you?



Accountant and investigator

- ▶ **The accountant wants to provide documents and obtain information on the manner that the books and records are kept**
- ▶ **The investigator wants to see how the person answers the question; body language**

The winner

- ▶ **A good interview combines the talents of the investigator with the detail of the accountant.**
- ▶ **A good interviewer recognizes that without documentation an interview can go sideways quickly**

Props

- ▶ The use of props with children who have suffered some abuse has prompted the widespread use of them in interviews
- ▶ Can it be used to assist with your confession?
- ▶ What is a prop? A video, a box of documents, a file folder, the second interviewer?

Accountant and investigator

- ▶ There is only so much documentation that we can show the person – what if he/she asks to see what's in the boxes
- ▶ Make them worry about what's in them



The winner

- ▶ **Nothing speaks volumes more than bankers boxes of documents with a persons name on them – but be careful**
- ▶ **The courts may not “like” your technique and consider it an undue pressure – articulation is the most important element**

Accountant and investigator

- ▶ **The consent recording of a person depends on your jurisdiction, case law and the manner in which you handle it**
- ▶ **It is one of the most useful tools to document the reaction of a person in an interview**

Are we ready yet?



Pure version statements

A pure version statement starts with “tell me about” and allows the listener to see, hear and absorb what the person is saying.

The pure version statement should run in sequence for the teller.

The sequence

- ▶ Your body language
- ▶ Your language
- ▶ Rapport
- ▶ Their body language
- ▶ Spoken words
- ▶ The unsaid

Body language

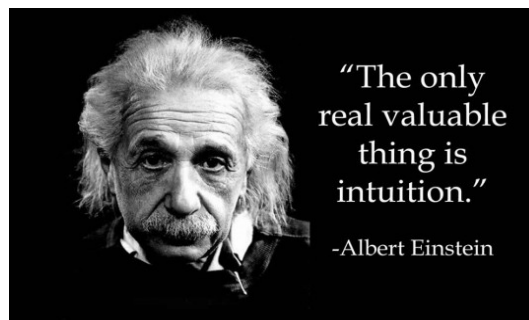


Verbal & Non-Verbal Communication

- ▶ **Non-verbal more reliable than verbal communication**
- ▶ **Non-verbal responsible for more than 50% of communication**
- ▶ **Non-verbal is more spontaneous**
- ▶ **Non-verbal can be influenced by the interviewer**

Intuition

- ▶ **An unconscious response to external stimuli and messages.**



What we did as children

- ▶ Children generally cover their mouth when they lie – adults suppress that urge but may move their hands towards their face
- ▶ Children get hugs when they have done something wrong – adults will often invoke the self-hug
- ▶ **Its hard to fake a smile**

Can you tell if this person is smiling?



Can you tell is this person is smiling?



What it tells us

- ▶ **A sequence of events and the importance of those events for the teller**
- ▶ **The body language that goes with the story**
- ▶ **The omissions are as important as what the teller says**
- ▶ **The language that is used**

Language

- ▶ Lift
- ▶ Boot
- ▶ Y'all
- ▶ Eh
- ▶ Petrol
- ▶ Crisps
- ▶ Trainers
- ▶ Football

What should we be doing

- ▶ Listening and hearing
- ▶ Nodding or shaking your head
- ▶ Watching the body language
- ▶ Being quiet
- ▶ Still being quiet
- ▶ Don't mirror



During the Interview

Eye and Facial Expressions

- ▶ **Maintain eye contact during questions and answers**
- ▶ **Break eye contact during denials**
- ▶ **Avoid expressions of shock/disgust/anger/skepticism**
- ▶ **Avoid staring**
- ▶ **Show interest**
- ▶ **Remember that you are being studied by the subject during your interview**
- ▶ **We teach people what is important through our own actions**

Physiologically

Fight or Flight Syndrome

- ▶ **Blood Pressure, Blood Volume**
- ▶ **Galvanic Skin Response, Sweat Gland Activity**
- ▶ **Breathing Activity, Respiration's**
- ▶ **Dry Mouth, Lips**
- ▶ **Eye Movements, Pupil Dilation**
- ▶ **Hand to Face Movements**

Verbal & Non-Verbal Communication

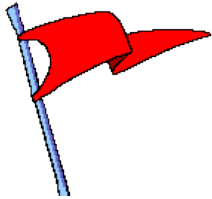
- ▶ Blushing
- ▶ Ear rubbing
- ▶ Feet
- ▶ Arms
- ▶ Hands (lint pickers)
- ▶ Hand to nose
- ▶ Eyes, three whites denotes stress
- ▶ Palms up
- ▶ Arms folded



Non verbal communication

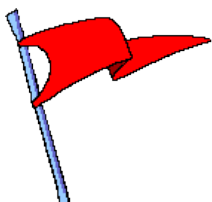
- ▶ The shrug – micro-expressions
- ▶ The smile
- ▶ Slip of the tongue combined with other signs of deception
- ▶ Steeped fingers demonstrate dominance
- ▶ Leaning away
- ▶ Leaning toward

Red Flag Words and Phrases



- ▶ Usually
- ▶ Actually
- ▶ Sometimes
- ▶ Honestly
- ▶ Probably
- ▶ To the best of my knowledge
- ▶ As far as I know
- ▶ I think

Red Flag Words and Phrases



- ▶ I think
- ▶ I don't remember, **BUT...**
- ▶ From what I remember
- ▶ At times
- ▶ I started
- ▶ You probably won't believe this
- ▶ You're not going to believe this

Stop the lies

- ▶ **Establishing dominance**
- ▶ **Establish rapport**
- ▶ **Have stories/resumes told backwards**
- ▶ **Use your tone of voice – lower not sterner**
- ▶ **Recognize signs of about to tell the truth**

Questions & Answers





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