

Deception Scale
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Lie: A lie is an explicit verbal statement that is false or verbal denial of something true. That is, the liar knows the truth and chooses not to tell it. The source of both the truth and the lie are known to the liar; consequently, both the information and its source can be verified. Lying creates a discrepancy in both the liar's non-verbal behaviour and in facts that can be checked. Lies are used by every single human and most people lie many times each day, albeit in minor ways (??).

Intentional deception: Intentional deception is conscious, calculated misleading of others in ways that include manipulating what others know and expect. In other words, it is not simply a verbal statement and it often involves no verbal lies at all. Instead, it is the arrangement of events and information in ways that selectively hide true and reveal misleading information. Others cannot find the discrepancy as long as certain information is kept out of their view. The source is the self and is known to be so. The self consciously plans their speech and behaviour to maintain the deception. Because both the deception and the truth are known consciously to the deceptive individual, the discrepancy between them is often marked by verbal dysfluency or non-verbal 'nervous' behaviours.

Self-deception: To avoid tell-tale dysfluency or behaviour, the self must use self-deception (Trivers, 2011). This is done by not recalling the process (the episode) of creating the deception. Self-deception hides the evidence of a discrepancy between the truth and the deceptive information such that individual is not aware of being deceptive. Consequently, others can correct the facts of the deception, but they are not alerted to the deception by verbal dysfluency or non-verbal discrepancies.

Involving & self-justified deception: Involving self-deception adds to intentional and self-deception that the deceptive individual is justified in deceiving others. That is, elaborate deception requires conscious awareness, but awareness can result in verbal dysfluency and non-verbal signals. To quiet these, the self rationalises that deception is justified and even required to protect the self or one's attachment relationships. Doing this involves presenting true information that the self has been victimised, without presenting information about one's contribution to the process. With complicit information omitted, one is able to rationalize that the self has been mistreated and, therefore, defence of the self is justified. The goal of communication is to convince others that one is innocent and mistreated. That goal is achieved by (1) regulating what information is known, (2) distracting attention from the central issue to ancillary issues where one supplies excessive detail that misleads others, and (3) attacking anyone who has harmed the self, including, especially, the listener who then is forced to apologise. This deflects attention from the self and turns it toward other potential culprits.

Involving, reciprocal & intentional self-deception: The most sophisticated deception is crafty misleading in which true and false information are mixed such that deceived person both comes to trust the external source and also generates the false conclusion, for which the deceived person is the source. It is especially important that the deceptive know what the deceived person knows (that is, that the deceptive person has a theory of mind regarding the deceived person). Admitting to known negative information early on enables the deceptive person to establish their trustworthiness. They then reveal information that implies that they are a victim, without revealing their negative contribution. If the deceived person accepts the distortion, they may announce their conclusion, i.e., stating that the deceptive person has been mistreated and is a reliable source of information. When this occurs, the source of the conclusion that the self is a trustworthy victim comes from outside the self; this removes the discrepancy between truth and deception, thus

enabling the individual to deceive with very few tell-tale signs in either speech or behaviour that usually accompany conscious deception.

Trivers, R. (2011). *Deceit and self-deception: Fooling yourself the better to fool others*. Penguin UK.