

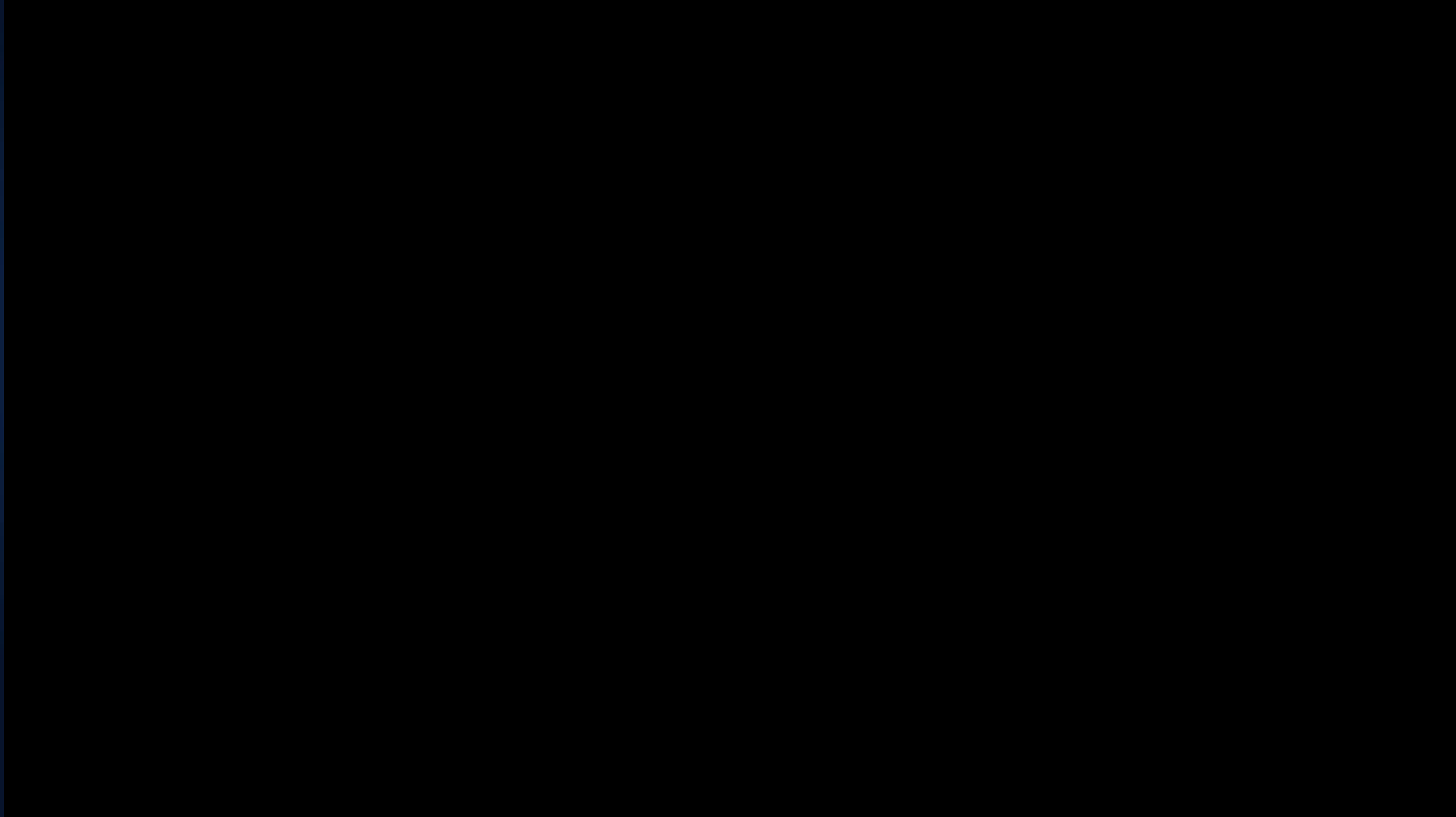


The Deception Detection Industry

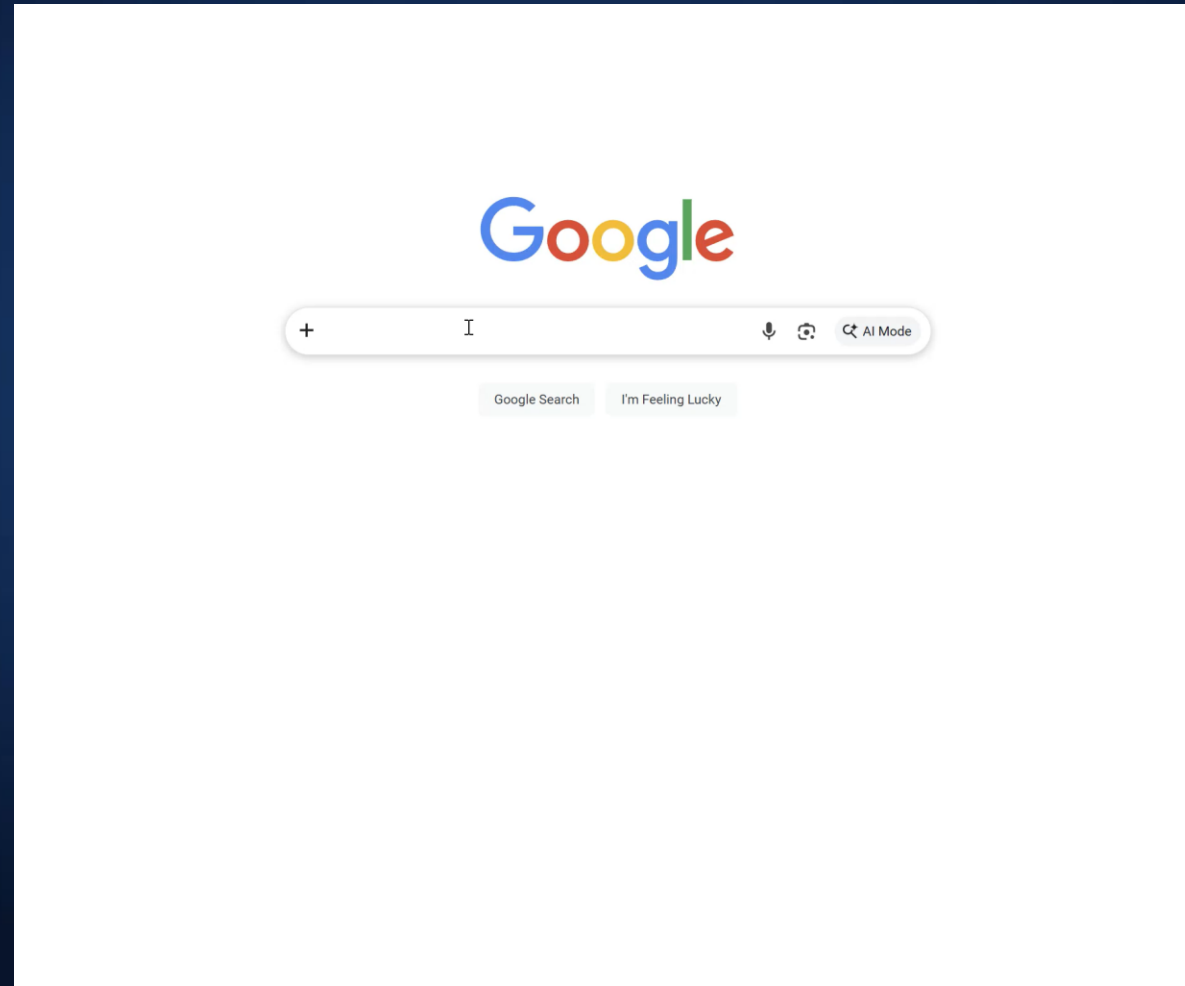
Presenter: Vern Pierson



How to Spot a Liar



How to Spot a Liar



THE BEHAVIORAL TABLE OF ELEMENTS



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Symbol **ACC** 4 Variable Factors
Name Arm Cross P Cultural Prevalence
Confirming Gestures Df Closed P Sexual Propensity
Amplifying Gestures Ct HI Gesture Type
Microphysiological Capill Arms HI Conflicting Behaviors
2.0 ← A Arms Body Region
A Deception Rating Scale (DRS) Number
A Deception Timeframe

Cell Key

Index		Gesture Types	
Deception Not Likely	DNL U	Closed	Closed
Universal + Males	U/m U	Open	Open
Before Answering	B D	Agg	Aggressive
During an Answer	D A	Uns	Unsure
After an Answer	A M		
Mostly Males	M F		
Mostly Females	F M		
Ukraine	UKR		
Middle East	ME		
Capillary Pressure /Df	Capill		
Asian Countries	ASI		
Bulgaria	BLG		

Color Key

Fully Open	High Stress
Variable	Deceptive/Stress
Deceptive if Mixed	Facial Expression
Medium Stressor	Temperature Affect

Body Region

Ht U Head Tilt Sq, Ye Open Ip Jc, Tp Head None 1 DNL	Ef U Brow Flash Sq, Ye Open Pe, Hb Jc, Tp None 1.0 DNL	Hd U Downcast De Open Jc, Gs None Head 2.0 DNL	Yn U Yawn Bh, Hu Open P, Fc OI, Face Hu 1.0 DNL	Ha U Happiness Sq, Ye Open Ip Jc, Tp Head None 1.0 DNL	Gg U Guiding Pe, Hd Open De, Ff None None 1.0 DNL	Bg U/m Baton Jc, Gs Agg Ia, OI Df Fi 1.5 DNL	Ye U Vrt. Shake Pe Open Cg Br None Head 1.0 DNL	Hs U Head Sup. Tp, St Uns. Ip, Cl OI Capill Head 1.0 DNL	Sp U Surprise Pe Uns Ct, Hu Sh Wp, Face V-1.0 NA	Br U Blink Rate Pd, Pc Var. None Ct None Eyes V-1.0 NA	Pd U Pupil Dil Sw, Jp Open Wp, Lr Wd, OI Sp Eyes 1.5 DNL	Sq U Squint O, Hs O/U Lc Co Br Eyes 1.0 DNL	Sh U Shrug Pe Open Wp Fr Neck 1.0 DNL	Sa U Sadness Sa Open Sa Jc Tearing Face 1.0 DNL	Dg U Disgust Dg Open Dg Wd None Face 1.0 DNL	Fr U Fear Fr Open Fr Bb, Ia None Face 1.5 B, D	Co U Contempt O, Jc Open Ts, Cl Wp Pc Face 1.0 DNL	Ag U Anger Df, Bon Agg Jc, Wd Pe Face 1.0 DNL	Pr U Protecting Sw, Hd Closed Df, Shg Jc Aa Arms 2.5 BDA	Sw U Swallow Hd, Pr Closed Tic, Ec Ts Aa Neck 2.5 BD	Ec U Elbow Close Ip, Df Closed Fw, Gr Fr None Arms 3.5 BD	Ss U Single Shrug Sw, Fz Uns OI Pe None Shoulder 4.0 D	De U Digit Ext Pe, Eo Open Ps, Fi Gr Capill Hands 1.0 DNL	Pe U Palm Exp De, Bg Open Sh, Ge Co None Hands 1.0 DNL	Cs M Chin Stroke OI Open Nodding Co None Hands 1.0 DNL	Pc U Pupil Const Jc, Dg Closed Gg, St Jc None Eyes V-1.0 NA	Eo U Elbow Out Ge, Ps Open Gg, St Jc None Arms V-1.0 NA	Ps U Posture Til, Ff Open None Cr None Torso V-1.0 NA	No U No -BLG Br Open Df Lc None Head 1.0 DNL	Lf U Lock Finger Df, Ec C/O Bi, Pt St Capill Hands 1.0 DNL	St U/m Steeple Ct, Hb Open OI Cr Capill Hands 1.5 DNL	Bh U Behind Hd Ge, Bon Open Ct, Co, H Lc None Hands 1.5 DNL	Ah M/F Arms-MF Ct Closed Sw, Ff None Thumbs Arms 1.5 DNL	Shg F Self-Hug Cr Closed Cr None None Shoulder 1.5 DNL	Bb M/F Behind Back Jc Open Lc, Ha Hd Musc Arms 1.5 DNL	Cr U Const. Raise Fr, Ss Uns OI, Cg None None Shoulder 2.0 BD	Wp F Single Wrap Ss, Cg Closed Jp, Wt None None Arm 2.5 BD	Fz U Freeze Pr, Br Uns Gr Fr None Arm 3.5 BD	Ft U Facial Touch Hu, Fw Uns Vh, Sw Fr None Hands 4.0 D, A	Ttc U Throat Clasp Hu, Vh Uns Fi None Sw Hands 4.0 DA	Ia U In Air Aga, Ps Open De, Ge Ag None Arms 1.0 DNL	4 U Fig. 4 Cs, St Open Aacg Kc Fi Legs 1.0 DNL	Tit M Tilt St, Ge Open Ps None None Pelvic V-2.0 NA	Ff U Facing Ge, Ps Open Ge Hd None Pelvic V-2.0 NA	Po U Pockets Ps, Hb O/C Ge Hd Capill Hands V-2.0 NA	Tch U Chest Touch Jp, Cc Uns Hu, Sp Fr None Hands 2.0 BD	Dc F Double Cross Ob, Oc Closed Acc, Lhc Ha Lc Legs 2.0 B-D	Tp U Tapping Fi, Cg Open Kc, Lc Ag Pressure Hands 2.0 DA	Fi U Fidgeting Tp, Bon Uns Fz, Ff None None Hands 2.0 BD	Grs U/F Grasping (x2) Gm, Br Closed Ct, Co, H Vh None Hands 2.0 BA	Bon U Back of Neck Bh, Wf Uns Gm, Lc None Capill Hands 2.5 BDA	Lp U Lip Picking Ft, P None Cg, Lc None None Hands 2.5 BA	Wf U Wrist-forehead Er Uns Lp None None Hands 2.5 DA	Bar U Barrier Pr, Ob Closed Gs, Cc Cr, Fr Proximit Arms 3.0 B	Bc U Barrier Cr Gpr, I Closed Gm, Shg None Legs 3.0 BDA	Pdn U Palms Down Df, Ff Closed Sw, Cg Ag Capill Hands 3.5 DA	Gpr U Genital Pr. Sw, Cg Closed Bi, Jc Fr None Hands 4.0 BDA	Hu U Hushing Fns, Fw Uns Sw, Tr sp None Hands 4.0 BDA	Ge M Grain Expose P, Til Open Pe C, Aq None Legs 1.0 DNL	Lg U Crossing Sr Open Pe, De Lr None Legs 1.0 DNL	Agg U Toes Up Ia, Pe Open De, Ha Df None Feet 1.0 DNL	Bre U Breath-Rate Br Open De None None Torso V-1.0/3.5 NA	Fc U Facing Pt Open Ff Ag None Torso V-2.0 NA	Pt U Posture Tilt Open Away None Torso V-2.0 NA	Kh U Knee Hug Shg, Bi C/U Fi, Jp Ag None Arms 1.5 B	Df U Digit Flex Pdn, Ia Closed Kc, Sw Ag None Hands 2.0 B, D, A	Bi U Binding Dc, La Closed Gm, Br None None Legs 2.0 D, A	La U Lock Ankle Dc, Bi Closed Gm, Br None None Legs 2.0 B, D	Gm U Grooming Lp, Vh Uns Wf, Cg None None Hands 2.0 A	Thc U Thigh Clasp Pe, Hb Open Pd, Wd Jc, Br Capill Hands 2.0 B	Wt M Wrist Touch Vh, Ps Closed Cc, Br None Speed Hands 2.0 DA	Ip U Inward Pt. Tch, Sw Open Sw, Grs Pe, Hb Fi Feet 2.0 BA	Er U Eyelid Rub Tch, Sw Uns Bon, Fw Sa None Hands 2.5 BDA	Kc U Knee Clasp Thc, Fw Uns Pi, Cg None Capill Hands 2.5 A	Fw U Foot Withdraw Cl, Jp Uns Fr, OI Aga None Feet 3.5 BA	Fns U Finger-Nose Hu, Cg Closed Gm, Fw None None Hands 4.0 BD
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Deception indicated by a total of 11 or more Deception Rating Scale (DRS) points for each behavioral group.

The full guide to The Behavioral Table of Elements can be found at www.ellipsisbehavior.com

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Behavioral Table of Elements
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Opi U Other's Prop. Bg, Ge Open De None Willingne Object 1.0 DNL	Oi U Object Interact Hb, Ge Open De None Own Proj Object 1.0 DNL	Sr F Shoe Remov. Kc, Jb Open Hb, Ge None Playing Object 1.0 DNL	Bc U Carelessness None Ag, Sa None Pd Object 1.0 DNL	Wc U Watch Check Kc, Jc, Lc Open Cg Fr Capill Object 1.0 DNL	Jb M Jacket Button Jb, Cl Closed Wt None Capill Object 1.5 DNL	Cc F Covering (pull) Jb, Cl Closed Vh, Pt None Tugging Object 1.5 DNL	Ob U Obj. Barrier Df, Lc Closed Bg, Cg None Using Object 2.0 B	Ca U Chair Arms La, Cl Uns Br, Sw None Holding Object 2.0 BDA	Gs U Groin Shield Gp, Oc Closed Ff, Wp None With Object 2.0 BDA	Bs U Security Check Jb, Wt Uns Jp, Bi None Personal Object 2.0 BDA	Ftb M Fists-Table Pd, Ag Aggr La, Ge, H Sa, Sw On Object 2.5 DA	Oc U Concealment Tch, Ff Closed Jb, Cg Sa Hiding Object 3.0 BDA	Jp F Jewelry OI, Ct Uns Tch None Playing Object 3.5 BA	Cl U Chair Legs La, Er Uns Pr, Ec None Wrap Object 4.0 BDA	Hes U Hesitancy Sw Fns Lc Verbal 4.0 D	Psd U Psych. Dist OI, Ye No, Pe None Verbal 4.0 D	Rip U Rise-Pitch Pt None Verbal 4.0 D	Spd U Incr. Speed Wl, Lp Fr Verbal 4.0 D	NA U Non-Answer No, Bg Pi None Verbal 4.0 D	Prn U Pronoun Absent None None Verbal 4.0 D	Res U Resume' Bg, Pe Fr, Sh None Verbal 4.0 D	Nc U Non-Contract Bg, Cg Ag None Verbal 4.0 D	Qr U Quest. Reversal Bg, Ag Ia None Verbal 4.0 D	Am U Ambiguity Ss Ip, No None Verbal 4.0 D	Pol U Politeness Pt Pe None Verbal 4.0 D	Oa U Over-Apology No Pe None Verbal 4.0 DA	Mc U Mini-Confess No No None Verbal 4.0 D	Exc U Exclusions No OI, Bg None Verbal 4.0 D	Chr M Chronology Bg None None Verbal 4.0 D
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Techniques Being Taught Today

- Check the pulse of the interviewee visually by looking at carotid artery to look for heightened heartrate
- Look for “Hot Spots”; crossed arms, shaking knee, rubbing eyes etc. that last less than $1/5^{\text{th}}$ a second
- Micro-expressions that last less than $1/25^{\text{th}}$ a second



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COURSE OVERVIEW

Internet Crimes Against Children (ICAC) Interview Strategies for Traveler Operations and Exploitation Investigations
Computer Voice Stress Analysis for Structured and Dialogue Interviews
Proper Preparation for Investigative Interviews
Pre-Interview Intelligence Gathering
Peer-Reviewed Interview Methodology
Implementing Truth Verification into All Investigations
Detecting Deception Through Body Language and Verbal Analysis
Emotion-Based Interviewing Techniques
Psychology of Truth vs. Deception
Officer Safety Through Behavioral Awareness
Paralinguistic (Voice & Speech) Analysis
Communication Breakdown in Interviews
Interview Techniques for Child Sex Crimes and Abuse
Interview Room Setup & Environmental Control



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