The Lie Detection Cheat Sheet

By Paul Mascetta

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Welcome to the The Lie Detection Cheat Sheet.

I realize this can be a touchy or even controversial topic.

Listen, I’m a firm believer in the power of positive thinking, focusing on the good things in life and seeing the glass half full rather than half empty.

That’s why most of the training programs that I create are focused around attaining a positive result; whether it be getting a raise, landing the perfect job or simply using your communication skills to get better results in your business or personal life.

Yet detecting lies from other people doesn’t really feel like such a “positive” thing to be doing or talking about.

But here’s the deal.

My life’s work has been centered around human communication and how it can be used to improve one’s life.

And human communication involves many facets.

Unfortunately one of those facets is deception and lying. And it’s a big one at that.

The truth is if you really want to master communication then this is an area that not only has to be addressed but you need to be trained in how to maneuver in situations when someone is lying to you.

Now you may think that what I’m saying is true but might not be worth focusing on simply because this doesn’t happen too often.

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Well statistically speaking the average person is lied to over 200 times a day.

So you better believe it’s worth focusing on.

So what I want to share with you here is a cheat sheet that includes some basic key indicators that someone is lying to you.

KEY INDICATORS

1. **Answers that seem off**
   Let’s say your son is going out one night and he tells you he's sleeping over his friend's house. You know there's a party going on, that he's never slept over this friend's house before and that the kid isn't even a good friend. Your son's answer seems a little off.

2. **Brain scramble**
   Good liars distort reality by doing something called *gaslighting*. This term comes from a 1944 movie called *Gaslight* where an abusive husband would flicker the gas light on and off to appear as a ghost—in order to steal jewels from his wife. A gaslighter can so thoroughly lie that you begin to question your own beliefs.

   Gaslighters use very strategic and direct statements. They'll tell you you're crazy or you're paranoid. They'll say things like, "I can't believe you would even suspect me of doing something like this. I can't believe that thought would even cross your mind. You must be the crazy one."

   Gaslighters scramble your thought process to an extent that you begin questioning your own sanity. This is a crucial key indicator of deception—when someone is going out of their way to scramble your brain by using the gaslighting technique to make you question everything you’re starting to believe is true.

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3. **Intuition**

Another one is good, old-fashioned intuition. Fear is a basic instinct, and oftentimes we begin to suspect things even when we don't have any evidence, proof or reason to experience that suspicion or feel that fear. There is a scientific explanation for that. Your brain is subconsciously registering that suspicion or fear of danger before it has reached your conscious mind. That's why you begin to have feelings you can't logically explain.

The psychological term for this is *thin slices*. The brain detects details faster than your conscious awareness can pick them up. Researchers have found that in some cases, it's as fast as 1/25 of one second. Within that 1/25 of one second is a thin slice where your subconscious mind picks up on something but your conscious mind hasn't registered what that is. You can't logically justify the reason why you feel it.

4. **Succumbing to charisma**

Effective liars are also very good manipulators, and that means they can be very charismatic—but that charisma is usually being practiced with bad intentions. They're doing it because they plan on manipulating you at some point.

5. **Manipulation**

Manipulation is very closely tied to deception and it's very important that we talk about it.

There are [five] stages a master manipulator takes when planning to manipulate someone. Now, sometimes they're aware of these stages, and sometimes it comes so naturally to them that they navigate through these stages without even consciously realizing it.
a. **Identify a victim**
   A master manipulator identifies someone they believe is relatively easy to deceive, because the person is easier to manipulate. This person probably lacks confidence and seems vulnerable or weak.

b. **Gather intelligence**
   The manipulator learns as much as they possibly can about the victim. What do they like? What are their needs? Their fears? They're going to utilize that information to their advantage.

c. **Give the victim what they want**
   After the manipulator has gathered intelligence about their victim (knows what they like, what they don't like, their needs and their fears) the manipulator will now feed the victim what they want and need. They do this to make themselves appear positively in the eyes of the victim.

d. **Isolation**
   The manipulator begins to move the victim away from other people. They might take the victim on a trip. They might use terms like, "We're in this together," or "I've never felt this with anyone else. I seem to click with you better than with anyone else. You and I are on the same level." The manipulator physically and mentally begins to isolate the victim.

e. **Blackmail**
   This is the last stage. Typically they share a secret with the victim that, if anyone knew, could hurt both of them. Then they begin to blackmail the victim by demanding things. It could be money or resources or sex. They extort the victim by threatening to disclose that secret. That's how a master manipulator navigates their way into a position of manipulation.

Congratulations!

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You now know what key indicators to look for when detecting deception.

The next step is to ensure that these indicators are correct.

Remember, an indicator is not valid, hard proof.

It is simply an *indication* that someone is lying to you.

“*Would You Like To Learn How You Can Detect Deception Based On The Behavior Of Your Subject?*”

Then you need the Lie Detection Blueprint.

[Click here to learn more.](#)

Talk soon,

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