

How good is your poker face? And why you'll probably lie at some point today, tomorrow or next week!



Hi, I'm **Sharon Box**, Founder and Lead Behavioural Investigator for the **Mind Hush Group**.

With qualifications in both Business and Behavioural Science, my mission is to help you navigate human behaviour and information with more accuracy by understanding the **science** behind reading the people and situations in your life, as well as understanding and managing your own emotions and behaviour.



Have you lied today and not been honest with someone?

It's likely you have, because (and let's be honest, pun intended), most of us do it. Maybe not every day and on a regular basis, but it's a behaviour we are ALL familiar with and learned from a very young age, as both a survival and coping skill in the world we have to navigate.

Any of these common situations sound familiar?

I'm sorry I'm late, traffic was a nightmare this morning!

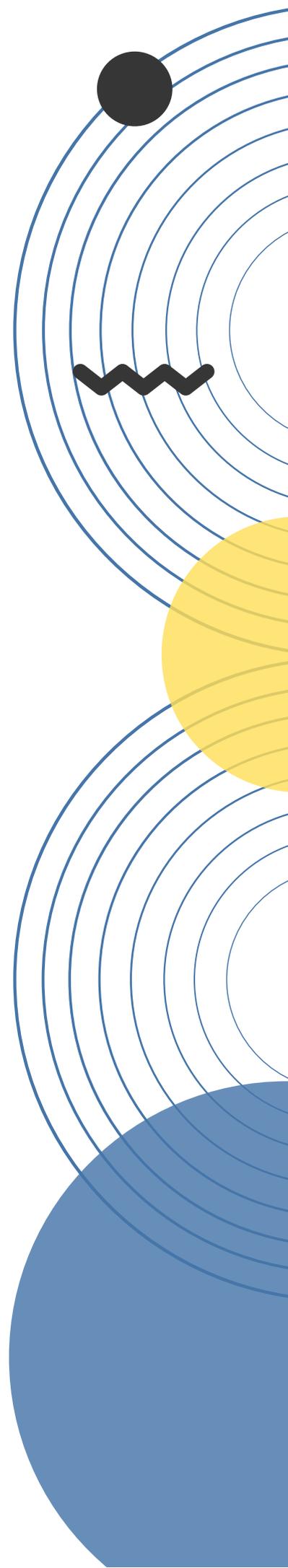
An excuse we will often use when we are running late and it is our fault i.e., you might have slept in, lost track of time, got distracted, didn't allow enough time for travel etc.

It was nice to meet you, I'm sure I'll see you around at some point so take care!

What you might say to someone you don't particularly want to see again/don't want to make a firm commitment to seeing again.

I left my last job as I was seeking new challenges in my career!

What you might say instead of admitting the 'real reason' you are no longer at that job i.e., you were let go/made redundant, dismissed for poor performance, left because you didn't like your job, didn't get on with your manager, didn't like the values and culture of the organisation for example.



I'd love to come but I already have something else on that day/night!

What you might say when you don't want to go to a meeting/event and would rather be doing something else... even if this means splayed out on the couch devouring a Netflix show.

It's been great to see you but I'm afraid I have an appointment/another meeting I have to get to!

What you might say when you've had enough of talking with someone and don't want to spend any more energy and time on this person.

I have a lot of projects on right now so can you leave that with me, let me think about it and I'll get back to you!

What you might say if you don't want to take on a particular project, client etc.



White lies/social lies - low stake

Now these examples just mentioned would generally be classed as 'white lies'. They are often described as a necessary social lubricant of society, little white lies which are low stake with low consequences.

We tell them for a variety of reasons such as:

- To be kind/courteous/sociable/agreeable;
- To protect someone's feelings;
- To protect our dignity/reputation;
- To avoid awkward interactions or embarrassment.

Deception - medium to high stake

What about the lies which are told when there is something at stake? Deception is when we **'deliberately choose to mislead someone without giving prior notification'** (Ekman). These are lies often told for a person gain and are of a self serving nature.

People might deceive someone for a variety of reasons such as:

- For money, a position, influence and/or power;
- To avoid punishment;
- To blame someone;
- To protect a reputation;

When **malice** is involved there are usually consequences: these can include financial, reputational, emotional, and psychological repercussions.



When making important decisions, there are many scenarios where ascertaining if someone is being truthful is critical such as:

High stake business meetings and negotiations

Legal proceedings

Job interviews/hiring of candidates

Insurance claims

Financial transactions and major purchases

Medical diagnosis

Shareholder and corporate earnings meetings

Investigations and audits

Sales meetings

Political campaigns and election promises

Business evaluations and past performance announcements

Media reports

When the stakes are high, someone who is intending to lie will usually attempt to control their facial expressions and body language.

However, when we want to conceal our emotions and how we are feeling, leakage of that emotion will often be displayed on our face and we are usually NOT aware of it (hence the term 'leakage').

This communication channel leakage flashing across our face may show as a **micro expression**.

Being able to read micro expressions is a communication superpower - in that you can recognise how someone is really feeling at that moment in time you see a leaked emotion.



ONE OF MY SPECIALISED SERVICES IS PROVIDING YOU WITH THE SKILLS YOU WILL NEED TO ANALYSE AND DECODE **FACIAL EXPRESSIONS, MICRO EXPRESSIONS, EMOTIONS AND NONVERBAL COMMUNICATION** (INCLUDING BODY LANGUAGE) WITH MORE PRECISION IN ORDER TO READ PEOPLE MORE ACCURATELY.

YOU CAN THEN USE THIS INFORMATION TO MAKE MORE INFORMED DECISIONS TO ACHIEVE GREATER PERSONAL EFFECTIVENESS AND MORE DESIRABLE OUTCOMES IN YOUR WORK AND IN LIFE.



If we have piqued your curiosity, let's get your training started. Book at the link below on this web page for a 30 minute video call with Sharon on Zoom for an intensive training session on how to recognise and read micro expressions.

- Get to know Sharon - hear and see her as she provides her expert commentary for the media [here](#).
- See testimonials [here](#). ★★★★★

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