

# How to Spot a Liar



**Misrepresentation.** Distorting facts to consciously mislead or create a false impression, spinning the truth, presenting opinion as fact, and using revisionist thinking or euphemisms to masquerade the truth are all forms of misrepresentation.

**Omission.** Leaving out key information to intentionally deceive someone. As Benjamin Franklin said, "Half the truth is often a great lie."

**Fabrication.** Deliberately inventing an untruth or spreading a falsehood such as gossip or a rumor.

**Exaggeration.** Stretching the truth to give a more favorable impression.

**Denial.** Refusing to acknowledge the truth or to accept responsibility for a mistake or falsehood that was made.

**Lack of transparency.** Withholding information knowing that full disclosure will have negative consequences.

**Redirection.** Deflecting blame to another person to prevent personal embarrassment or responsibility.

**False recognition.** Stealing the credit for someone else's hard-earned success.

**Broken promise.** Making a promise with no intention of keeping it.

**Cover-up.** Protecting the misdeeds of others. Those who provide cover for the misdeeds of others are as guilty as those who perpetrate the crime.

**Hypocrisy.** Saying one thing and consciously doing another. When words don't match actions, someone is being dishonest with others or themselves.

**Bait and switch.** Attracting someone with an exciting offer only to divert them to an inferior deal.

**Living a lie.** Pretending that you are something you're not.