Deceptive Communication

Myrna Lynn Foster

Deceptive Communication:

  The Palgrave Handbook of Deceptive Communication Tony Docan-Morgan,2019-04-29 Deception and truth telling weave through the fabric of nearly all human interactions and every communication context The Palgrave Handbook of Deceptive Communication unravels the topic of lying and deception in human communication offering an interdisciplinary and comprehensive examination of the field presenting original research and offering direction for future investigation and application Highly prominent and emerging deception scholars from around the world investigate the myriad forms of deceptive behavior cross cultural perspectives on deceit moral dimensions of deceptive communication theoretical approaches to the study of deception and strategies for detecting and deterring deceit Truth telling lies and the many grey areas in between are explored in the contexts of identity formation interpersonal relationships groups and organizations social and mass media marketing advertising law enforcement interrogations court politics and propaganda Thishandbook is designed for advanced undergraduate and graduate students academics researchers practitioners and anyone interested in the pervasive nature of truth deception and ethics in the modern world   *Deception and Deceptive Communication* Innocent Chiluwa,2017 We live in an era when individuals organizations and even communities constantly lie and deceive others in turn these groups of people are lied to and deceived Because of the pervasiveness of lying and deceptive behavior individuals and groups frequently complain of being routinely cheated or duped Leaked documents detailing deception tactics WikiLeaks and revelations about large scale deception contribute to the perception that there exists a culture of lying This collection brings together deception scholars from around the world coming from the various academic disciplines and sub disciplines with different approaches and perspectives to contribute to answering the question about what constitutes lying and deception its motivations and behavioral control For instance when is deception a deception when do you know that someone is lying to you Can certain forms of deceptive communication amount to communicative competence Can we indeed control deception Hence the chapters written by experts most of them full time professors have examined theoretical and conceptual issues in deception studies as well as case studies of deceptive communication and behavior Topics such as Kantian absolute prohibition against lying neurocognitive elements to build a cognitive model to analyze deception the results of a competency test on judgements of child witness credibility medical students deceptive behaviors in two medical schools strategic deception in the age of truthiness online deception through email business scams and beauty and deception will certainly be of immense interest to deception scholars students and practitioners in psychology forensic linguistics sociology security studies applied linguistics journalism and communication media studies This book is therefore highly recommended to be used as a resource book or handbook to students and scholars of deception studies and all others whose research interests include deceptive behavior deception detection and control   **Deceptive Communication** Gerald R. Miller,James B. Stiff,1993-06-23 Focusing on deception in interpersonal communication this volume explores nonverbal cues

and other detection devices situational factors affecting detection accuracy and ethical considerations in conducting research in the area The volume both synthesizes the authors 15 years of collaborative research and presents current findings from other scholars *Verbal Aspects of Deceptive Communication* Myrna Lynn Foster,1982 **Toward a Theoretical Construct of the Factors of Deceptive Communication** Juliann Christine Scholl,2000 Cross-cultural Deception in Polish and American English in Computer-Mediated Communication Anna Kuzio,2018-09-30 Deception is omnipresent throughout the evolution of life inseparable from the development of various modes of communication By effectively manipulating the behavior of others apparently by taking advantage of recipients own rules communicators are able to gain an advantage while negotiating meaning in a cross cultural environment Even though much research related to deceptive behavior and its detection has been conducted in recent years little of it has concentrated on deception outside of a North American context This monograph addresses that lacuna Consistently most research on deception has examined face to face verbal communication and ignored computer mediated communication In response this book also provides detailed insights into how computer mediated communication and adopted cultural values affect deceptive communication and deception detection across cultures namely in Poland and the USA It focuses on discussing theories about why cues to deception exist theories specific to verbal cues to deception and theories about computer mediation in communication The book also proposes a research model postulating relationships between computer mediated communication media cue detection media familiarity national culture espoused cultural values veracity judgment success and deceptive communicative behavior **Deceptive Communication** Yasmin Rugbeer,2005 **Encyclopedia of Deception** Timothy R. Levine,2014-02-20 The Encyclopedia of Deception examines lying from multiple perspectives drawn from the disciplines of social psychology sociology history business political science cultural anthropology moral philosophy theology law family studies evolutionary biology philosophy and more From the little white lie to lying on a resume to the grandiose lies of presidents this two volume reference explores the phenomenon of lying in a multidisciplinary context to elucidate this common aspect of our daily lives Not only a cultural phenomenon historically lying is a frequent occurrence in our everyday lives Research shows that we are likely to lie or intentionally deceive others several times a day or in one out of every four conversations that lasts more than 10 minutes Key Features More than 360 authored by key figures in the field are organized A to Z in two volumes which are available in both print and electronic formats Entries are written in a clear and accessible style that invites readers to explore and reflect on the use of lying and self deception Each article concludes with cross references to related entries and further readings This academic multi author reference work will serve as a general non technical resource for students and researchers within social and behavioral science programs who seek to better understand the historical role of lying and how it is employed in modern society **Blinking in Deceptive Communication** Andreas Maroulis,2014 Reviews on blinking and deception have considered blinking as a thinking clue and more recent writing identifies differences in blinking behavior

depending on the emotional expression that accompanies the lie e g liars who mask their emotions with another emotion blink more than truth tellers whereas liars who neutralize their facial expression blink less Taking this more recent approach into account the current examines the relationship between veracity and blinking depending on the facial expression used during lying The author s findings suggest that blinking behavior in liars compared to truthtellers increases when they mask emotion and decreases when they attempt to stay poker faced Past reviews are challenged and suggestions are made for future research   Deception in the Digital Age Cameron H. Malin,Terry Gudaitis,Thomas Holt,Max Kilger,2017-06-30 Deception in the Digital Age Exploiting and Defending Human Targets Through Computer Mediated Communication guides readers through the fascinating history and principles of deception and how these techniques and stratagems are now being effectively used by cyber attackers Users will find an in depth guide that provides valuable insights into the cognitive sensory and narrative bases of misdirection used to shape the targeted audience s perceptions and beliefs The text provides a detailed analysis of the psychological sensory sociological and technical precepts that reveal predictors of attacks and conversely postmortem insight about attackers presenting a unique resource that empowers readers to observe understand and protect against cyber deception tactics Written by information security experts with real world investigative experience the text is the most instructional book available on the subject providing practical guidance to readers with rich literature references diagrams and examples that enhance the learning process Deeply examines the psychology of deception through the lens of misdirection and other techniques used by master magicians Explores cognitive vulnerabilities that cyber attackers use to exploit human targets Dissects the underpinnings and elements of deception narratives Examines group dynamics and deception factors in cyber attacker underground markets Provides deep coverage on how cyber attackers leverage psychological influence techniques in the trajectory of deception strategies Explores the deception strategies used in today s threat landscape phishing watering hole scareware and ransomware attacks Gives unprecedented insight into deceptive Internet video communications Delves into the history and deception pathways of nation state and cyber terrorism attackers Provides unique insight into honeypot technologies and strategies Explores the future of cyber deception   *The Interplay of Truth and Deception* Matthew S. McGlone,Mark L. Knapp,2009-03-15 This volume presents a conceptualization of the phenomena of lying and deception manifested in some well known constructions like spin hype doublespeak equivocation and contextomy quoting out of context With chapters from leading edge researchers offering innovative perspectives this volume will appeal to scholars researchers and advanced graduate students in communication media and psychology   *Detecting Deceptive Communication from Verbal, Visual and Paralinguistic Cues* John Edward Hocking,1976   The Interplay of Truth and Deception Matthew S. McGlone,Mark L. Knapp,2009-03-15 During the past 30 years there have been a steadily increasing number of scientific and popular publications dealing with lying and deception Questions about the extent to which public officials are deceptive are standard fare in current magazines and newspapers This volume

aims to present on a more precise conceptualization of this phenomenon manifested in some well known constructions like spin hype doublespeak equivocation and contextomy quoting out of context The contents of the volume have been generated for the New Agendas symposium at the University of Texas College of Communication and all the authors are young leading edge researchers offering innovative perspectives and explorations of lying and deception in various contexts This volume will appeal to scholars researchers and advanced graduate students in communication media and psychology It is written to the level of advanced undergraduates and it is appropriate for use in courses covering lying and deception *The Pragmatics of Deceptive Communication* ,2002 *The Language of Deception* Dariusz Galasiński,2000 This book employs a discourse analytical approach to the study of deception It focuses on the deceptive messages themselves how language is used to deceive others and what kinds of linguistic devices are used The author develops a theory of deception based on his study of debates and interviews of American and British politicians **A Cultural Model of Nonverbal Deceptive Communication** Karadeen Y. Kam,2003 **An Experimental Study Analysing Effect of Communication Medium and Motivation on Deception Detection in Interpersonal Dyadic Interactions** Saurabh Goorha,2004 **Say Not to Say** Luigi Anolli,Rita Ciceri,Giuseppe Riva,2002 This text explores the major ways in which miscommunication can be experienced in our daily life **Cultural Model of Nonverbal Deceptive Communication: The Independent and Interdependent Self-Construals as Predictors of Deceptive Communication Motivation and Nonverbal Behaviors Under Deception (PHD).** Karadeen Y. Kam, *Contemporary Perspectives on Interpersonal Communication* Sandra Sporbert Petronio,1993

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