**KCTL Interpersonal Communication Reading Group: Fall 2015**

**Meeting 3: Monday, October 26, 2015 in room M391 at 3pm**

**Discussion Questions for *Liespotting***

In ***Chapter 6: The Basic Interview Method*** Meyer notes, “[**BASIC – baseline, ask open questions, study the clusters, intuit the gaps and confirm**] is not an interrogation technique. Rather it is a *conversation guide* that provides a way to structure dialogue so the person you’re speaking with willingly shows you the way to the truth; all you have to do is look, listen and follow. The BASIC method helps you develop rapport, uncover a new perspective on the dilemma at hand, and encourage people to tell you more than they ever intended to” (p. 111).

* Do you agree with Meyer that a person with whom you are using this conversation guide will perceive it as a conversational interaction?
* When would and when would you not be willing to use the basic technique? With what people and in what situations?

In ***Chapter 6: The Basic Interview Method*** Meyer notes, “Imagine, for example, that your marketing director is accused of selling confidential trade secrets to a competitor – and you also know he is having an affair with his secretary. This knowledge might cause you to bring certain preconceived opinions to the interview, opinions that would differ from the ones you’d bring if instead you knew that he was a devoted family man. You therefore need to be certain that you’re not prejudiced against him for reasons that are irrelevant to your inquiry” (p. 118).

* How much impact does having knowledge of a person’s past misdeeds influence how you assess the truthfulness of their current statements and behaviors?
* How can we separate what we know and feel about a person’s past actions from how we feel about them in the future?

In ***Chapter 6: The Basic Interview Method*** Meyer notes, “When you watch an interrogation scene on shows like Law & Order, a hard-nosed interrogator generally stands over a flinching subject and bombards him with a nonstop barrage of loud aggressive questions designed to intimidate him into making a confession. This is the stuff of TV drama, not real life. Were you witnessing a real-life interrogation, you’d see two people sitting in chairs about four and a half feet apart, talking quietly. The interrogator would not present himself as an antagonist; instead, he would begin with a quiet monologue and offer up a series of possible reasons why the suspect might have committed the act of deception. The feeling in the room might even be one of collaboration: ‘We’re working together to figure this out’” (p. 123).

* Why does popular culture perpetuate the myth of the loud, aggressive, male interrogator though Meyer asserts that this approach is counterproductive and not true to reality?
* Meyer goes on to note that the good investigator will pose several potential stories of what happened to the liar until he/she finally responds (the truthful person doesn’t bite)? Why do you think this approach is helpful?

In ***Chapter 7: Liespotting for High Stakes*** the author states, “Women are less likely to lie in negotiations because they are less comfortable with lying in general and they experience more guilt anxiety and fear than men do when they are telling lies. But women are also less comfortable with, negotiating, in general, than men are. They’re more anxious and fearful than men when they enter into negotiations, and consequently they reap fewer gains from their negotiations” (p. 142-143).

* Do you agree with Meyer’s assessment of women as the lesser liars in negotiations? Does this mean that women lie less overall in everyday life?
* Do you agree with Meyer’s assessment of women’s seeming aversion to negotiation? What makes you think the way you do on this issue?

In ***Chapter 7: Liespotting for High Stakes*** the author states, “If the negotiation is a one-shot deal – as is often the case in, for example, real estate transactions – there are few long term risks to deceiving the other side. But if you make it clear during your negotiation that you are not just closing a deal, you are beginning a relationship, you will make it harder for your negotiating partner to take the risk of lying to you ” (p. 153-154).

* Does establishing an interpersonal relationship during a negotiation work in the way that Meyer suggests?
* In what sorts of situations could this be possible and useful?

In ***Chapter 7: Liespotting for High Stakes*** the author discusses, “A study of 2.6 million resumes by the background-check company Avert revealed that 44 percent contained exaggerations or fabrications. Another study found that 83 percent of undergraduates had lied to obtain a job. They frequently saw nothing wrong with it because they believed that employers *expected* candidates to exaggerate their qualifications. Nearly a quarter of resumes submitted for corporate president, vice president and, board director positions contained falsehoods” (p. 155).

* Do you think that this problem has gotten better or worse or stayed the same over time? What makes you think the way you do on this question?
* Have you ever been tempted to embellish the truth when writing a resume or during the interview process?

Please join us for our next meeting on **Monday, November 9 @ 3pm in M391**

to discuss **Chapters 8-10**