

Secret Intelligence Service

Room No. 15

Discussion Article. In Brief

People of different cultures lie differently - Do we accept the proposition as asserted?

Article

People of different cultures lie differently: Psychologists have discovered that the linguistic signs by which one can define lies differ depending on whether the speaker is a descendant of an individualistic culture, or a collectivist

Scientists from the University of Lancaster, led by Paul Jay Taylor, have experimentally confirmed that there is a difference between the way in which representatives of different cultures lie. The study involved 320 people, including several ethnic groups: black African, South Asian, "white European" (immigrants to the UK in the first generation) and, in fact, the British. Participants in the experiment were asked to perform the task of "catch a liar", in which everyone had to present to the others both false and genuine statements. The researchers suggested that, since cultures can be divided into individualistic and collectivist, the techniques of deceiving their representatives will differ.

After studying the results of the experiment, the authors of the study noted that in the speech of the lying "individualists" (Europeans and Britons), the first person pronouns appear much less frequently. Scientists believe that this testifies to the desire of liars to separate themselves - the individual - from lies and avoid personal responsibility.

At the same time, African and South Asian fraudsters used the first

person pronouns more often, reducing the number of words "he / she / they". Psychologists believe that this is due to the fact that in collectivist cultures interpersonal relations and group well-being are more important than personal goals, therefore representatives of such cultures try to fence off their social group, rather than themselves, from lies.

In addition, the scientists found differences in the specification of details. Europeans and Britons followed the principle "if you're lying, reduce the amount of detail." On the contrary, representatives of African and South Asian countries focused on details, and social character, - emotions or joint memories, trying to emphasize social relations and relations between participants.

In addition, scientists compared how deception affects the emotional state of liars, as well as the emotions they demonstrated. It is believed that during deception, a person is mainly characterized by negative manifestations, which is usually explained by the fact that liars feel guilty. But it turned out that expression of emotions varies from culture to culture: representatives of collectivist cultures showed almost no negative emotions when they lied, unlike "individualists". This is connected with that, researchers believe, that in collectivist cultures lie is generally considered much more socially acceptable than in individualistic ones, it often serves as an instrument for preserving social harmony.

Thus, scientists have demonstrated that the linguistic signs of deception are not universal, and this generally casts doubt on all the existing and practical techniques for determining lies, since they do not take into account the "cultural background" of the speaker.

An operative by the nature of her/his activity aimed at constant contact with people must understand that the object of development forms her/his impression of him primarily in the expression of her/his face. Nothing so relaxes the face, like a benevolent smile, watching that the object potentially perceives you in a positive light. The faces on which arrogance and contempt are written are always repulsed, and as the Chinese say "it's impossible for a woman or man with an evil face to open his own shop," and we will add quietly and modestly to intelligence. When working with a female contingent, personal charisma (empathy) is especially necessary: if for some reason you did not like the object, then do whatever you want, everything is useless, it will not work with you. Forced to achieve something here is

useless. Practice shows that only trust can establish two-way communication.

When working with females, one more feature should be taken into account: most women are capable of an absolutely illogical, stupid, inexplicable act, dictated solely by any momentary emotions, and that the most unpleasant, no one can predict when exactly these emotions will arise - even the woman herself.

If, as it is sung in a children's song, "friendship begins with a smile," recruiting - from the first direct look to each other's eyes. If you were psychologically weaker than your counterpart and could not stand the first heavy glance of your interlocutor - then it's better to part with the hope for his recruitment at once. Once you show your weakness to someone who depends on you, then you cannot restore the leading position.

Working with a beautiful gender should be based on establishing respectful relationships based not so much on material basis as on moral complicity. After all, as a rule, it is among women who meet more often who for some reason did not have a personal life. But if you respect the dignity of a trusted assistant, see it as a person, support a council and complicity; it is difficult to find a more valuable source of information.

In the art of recruitment, great importance is played by oratory, multiplied by the knowledge of psychology. Here, as in love - forcibly you will not be nice. Realizing his communicative abilities, the recruiter should be a delicate master of dialogue, an experienced polemicist and a brilliant speaker, who is characterized by the desire to achieve close interaction with the object of development.

Each person, in the first place, is most concerned about his own problems, and in everyday life, each person suffers most from the fact that nobody listens to him. The biggest problem for most people is finding yourself a tactful and attentive listener.

Very often there are people who come to cooperation from a sense of loneliness, from the desire to realize their need, at least to somebody, even in such a "specific" way. For such a person, the operative who oversees him usually becomes the closest person. The situation when a person is in contact with an operative worker is itself neurotic. In addition, the neurotic automatically develops a neurotic attitude towards all those who are meaningful to him. The female face begins to tell the investigator about herself ALL without

concealment, this is the main similarity between the operative and the psychoanalyst. This kind of relationship becomes very meaningful. Acquiring a sincere listener, a female person acquires another neurosis. The risk here, by the way, is not so great, the addition to many neuroses one more does not significantly affect anything. This is especially characteristic of women.

Addendum

Canadian AI startup Lyrebird published its first product - a set of algorithms that can simulate the voice of any person. The company says that there is sufficient sound file for 1 minute long to teach AI to someone else's voice.

Secret Intelligence Service

Room No. 15

Article. In Brief

People of different cultures lie differently



Adversitate. Custodi. Per Verum