

Deceptive Communication

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Communicating Across Cultures at Work - Maureen Guirdham 2017-09-16

This revised and updated fourth edition of this core textbook builds on the text's established success. It provides the basis of knowledge, understanding and practice for developing skilled work communication in an intercultural world. Using many illustrations and international examples, the book analyses culture, cultural diversity and cultural similarities and differences in how we interact at work and in the psychological factors that influence our communication. It shows how to overcome impediments to intercultural communication and interact effectively with different others, whether face-to-face or by email, chat, text, phone or video. It describes cultural differences in negotiating, cooperation, coordination, knowledge sharing, working in groups and leadership, and demonstrates how to perform these activities skilfully in an intercultural setting. This textbook is the ideal companion for students taking undergraduate modules in cross-cultural management or managing diversity on international business or business administration degrees, in addition to MBA courses and specialist postgraduate modules on international and comparative management. New to this Edition: - New and improved pedagogical features, including end of Part exercises, activities and role plays - Topic-by-topic coverage of computer-mediated communication, explaining how it is affected by culture and in turn affects intercultural communication - Discussion of new developments in the field such as the increasing emphasis on language and discourses - Focus on

new types of research such as country-by-country studies and reports of realities on the ground

Remedial Mathematics -

Contemporary Critical Discourse Studies - Christopher Hart 2014-11-07

CDS is a multifarious field constantly developing different methodological frameworks for analysing dynamically evolving aspects of language in a broad range of socio-political and institutional contexts. This volume is a cutting-edge, interdisciplinary account of these theoretical and empirical developments. It presents an up-to-date survey of Critical Discourse Studies (CDS), covering both the theoretical landscape and the analytical territories that it extends over. It is intended for critical scholars and students who wish to keep abreast of the current state of the art. The book is divided into two parts. In the first part, the chapters are organised around different methodological perspectives for CDS (history, cognition, multimodality and corpora, among others). In the second part, the chapters are organised around particular discourse types and topics investigated in CDS, both traditionally (e.g. issues of racism and gender inequality) and only more recently (e.g. issues of health, public policy, and the environment). This is, altogether, an essential new reference work for all CDS practitioners.

Applications of Nonverbal Behavioral Theories and Research - Robert S. Feldman 2014-02-25

This book is intended to accomplish several goals. First, it is designed to provide a broad overview of the major areas of application of

theory and research relating to nonverbal behavior. Second, individual chapters emphasize how the applications have been drawn from underlying theories and empirical bases, thereby making the link between theory, research, and applications apparent. Finally, the volume links individual chapter contributions, demonstrating how theoretical progress over the last few decades has led to important applied advances. The contributors to this book consider a wide variety of settings and topics. Their common thread, however, is a shared conviction that an understanding of nonverbal behavior can bring about an improvement in the human condition. Each of the authors has made suggestions regarding future directions for both research and practice -- and their ideas offer real promise.

Fundamental Theories of Business

Communication - Milton Mayfield 2020-12-04

This book examines the major business communication theories, delving into their relationships and practical applications. Many business communication studies lack a strong theoretical grounding—a deficit that creates difficulties for researching business communication phenomena and building upon previous studies. The book addresses this issue by cataloging and briefly describing the major business communication theories, as well as giving a typology of these theories to better integrate them. This book provides value to business communication researchers (who can use it to build upon and develop their work), experts in practice (who can apply it to improve business communications), and academics (who can use it to enhance their instructional designs). It also offers insights into new developments on the business communication theory horizon.

AI*IA 2001: Advances in Artificial

Intelligence - Floriana Esposito 2003-06-30

This book constitutes the refereed proceedings of the scientific track of the 7th Congress of the Italian Association for Artificial Intelligence, AI*IA 2001, held in Bari, Italy, in September 2001. The 25 revised long papers and 16 revised short papers were carefully reviewed and selected for inclusion in the volume. The papers are organized in topical sections on machine learning; automated reasoning; knowledge representation; multi-agent systems; natural

language processing; perception, vision, and robotics; and planning and scheduling.

Communication Yearbooks Vols 6-33 Set - Various 2021-11-05

The Communication Yearbook annuals originally published between 1977 and 2009 publish diverse, state-of-the-discipline literature reviews that advance knowledge and understanding of communication systems, processes, and impacts across the discipline. Topics dealt with include Communication as Process, Research Methodology in Communication, Communication Effects, Taxonomy of Communication and European Communication Theory, Information Systems Division, Mass Communication Research, Mapping the Domain of Intercultural Communication, Public Relations, Feminist Scholarship, Communication Law and Policy, Visual Communication, Communication and Cross-Sex Friendships Across the Life Cycle, Television Programming and Sex Stereotyping, InterCultural Communication Training, Leadership and Relationships, Media Performance Assessment, Cognitive Approaches to Communication.

Deception & Self-Deception - Richard Wiseman 2010-12-08

Palmists, astrologists, and readers of tarot cards or crystal balls claim to help solve personal problems. Mediums claim to aid communication with deceased friends and relatives. Faith healers and psychic surgeons claim to cure physical illness. Psychic detectives offer advice to law enforcement agencies in hope of solving crimes. Other claimants operate in religious organizations using their alleged ability to help attract new followers or maintain the loyalty of present ones. Is all of this just innocent fun, real help, or can psychics actually harm individuals with their claims? Deception & Self-Deception outlines many of the techniques that can be used to fake psychic ability and describes ways in which these can be countered during an investigation. Richard Wiseman examines the general principles of deception and how these principles may be used to deceive. He also gives an account of the reliability of testimony related to the performance of alleged psychics and seances.

Deception - Rachel Taylor 2010-12

This book considers the role of deception during

adolescence, and explores the factors which underpin adolescents' choice to deceive, whether these deceptions will be successful, and the ways in which such lies could be detected. While deception is considered to be antisocial or even pathological in some circumstances, the central argument of this book is that lying can be a skilled behaviour which is necessary to allow adolescents to establish autonomy. Deception builds on the recent influential developmental challenge model (Hendry and Kloep, 2002, 2009), exploring how it can provide a useful explanatory framework for the development of the skill of deception in adolescence. Interpersonal and forensic settings for deceptive behaviour are referred to, and illustrated with reference to both published research and new data obtained from a variety of different interviews and focus groups with young people. It also considers how the choice to communicate truthfully is as important as the choice to communicate deceptively in illuminating the developmental process. It concludes with a discussion of how adolescents' deceptions could be detected and presents a range of strategies to maximize the effectiveness of interpersonal interactions with suspected deceivers. By considering everyday, forensic and clinical deception situations, this book is ideal for academic researchers, practitioners working with children and young people, as well as parents. The observations, interviews and focus groups provide a unique insight into the factors influencing young people's communication choices, and integrate research from developmental, social and forensic psychology.

Oxford Handbook of Internet Psychology -

Adam Joinson 2009-02-12

Over one billion people use the Internet globally. Psychologists are beginning to understand what people do online, and the impact being online has on behaviour. It's making us re-think many of our existing assumptions about what it means to be a social being. For instance, if we can talk, flirt, meet people and fall in love online, this challenges many of psychology's theories that intimacy or understanding requires physical co-presence. "The Oxford Handbook of Internet Psychology" brings together many of the leading researchers in what can be termed 'Internet Psychology'. Though a very new area of

research, it is growing at a phenomenal pace. In addition to well-studied areas of investigation, such as social identity theory, computer-mediated communication and virtual communities, the volume also includes chapters on topics as diverse as deception and misrepresentation, attitude change and persuasion online, Internet addiction, online relationships, privacy and trust, health and leisure use of the Internet, and the nature of interactivity. With over 30 chapters written by experts in the field, the range and depth of coverage is unequalled, and serves to define this emerging area of research. Uniquely, this content is supported by an entire section covering the use of the Internet as a research tool, including qualitative and quantitative methods, online survey design, personality testing, ethics, and technological and design issues. While it is likely to be a popular research resource to be 'dipped into', as a whole volume it is coherent and compelling enough to act as a single text book. "The Oxford Handbook of Internet Psychology" is the definitive text on this burgeoning field. It will be an essential resource for anyone interested in the psychological aspects of Internet use, or planning to conduct research using the 'net'.

Handbook of Research on Computer Mediated Communication - Kelsey, Sigrid 2008-05-31

Technology has changed communication drastically in recent years, facilitating the speed and ease of communicating, and also redefining and shaping linguistics, etiquette, and social communication norms. The Handbook of Research on Computer Mediated Communication provides academics and practitioners with an authoritative collection of research on the implications and social effects computers have had on communication. With 69 chapters of innovative research contributed by over 90 of the world's leading experts in computer mediated communication, the Handbook of Research on Computer Mediated Communication is a must-have addition to every library collection.

Communication Yearbook 6 - Michael Burgoon 2011-10-25

The Dynamics of Transitional Justice draws on the case of East Timor in order to reassess how transitional justice mechanisms actually play out

at the local level. Transitional justice mechanisms - including trials and truth commissions - have become firmly entrenched as part of the United Nations 'tool-kit' for successful post-conflict recovery. It is now commonly assumed that by establishing individual accountability for human rights violations, and initiating truth-seeking and reconciliation programs, individuals and societies will be assisted to 'come to terms' with the violent past and states will make the 'transition' to peaceful, stable liberal democracies. Set against the backdrop of East Timor's referendum and the widespread violence of 1999, this book interrogates the gap between the official claims made for transitional justice and local expectations. Drawing on a wide range of sources, including extensive in-depth interviews with victims/survivors, community leaders and other actors, it produces a nuanced and critical account of the complex interplay between internationally-sponsored trials and truth commissions, national justice agendas and local priorities. The Dynamics of Transitional Justice fills a significant gap in the existing social science literature on transitional justice, and offers new insights for researchers and practitioners alike.

Nonverbal Communication in Close

Relationships - Laura K. Guerrero 2006-08-15
Focuses on nonverbal messages and their role in close relationships - friends, family, and romantic partners. This book takes a functional perspective in its examination of how nonverbal messages work to signal affection, romantic interest, sexual attraction, dominance, and other roles.

The Oxford Handbook of Lying - Jörg Meibauer 2018-11-15

This handbook brings together past and current research on all aspects of lying and deception, with chapters contributed by leading international experts in the field. We are confronted daily with cases of lying, deception, bullshitting, and 'fake news', making it imperative to understand how lying works, how it can be defined, and whether it can be detected. A further important issue is whether lying should always be considered a bad thing or if, in some cases, it is simply a useful instrument of human cognition. This volume is the first to

offer a comprehensive and up-to-date exploration of these and other issues from the combined perspectives of linguistics, philosophy, and psychology. Chapters offer precise definitions of lying and its subtypes, and outline the range of fields in which lying and deception play a role, from empirical lie detection and the acquisition of lying to its role in fiction, metaphor, and humour. They also describe the tools and approaches that are used by scholars researching lying and deception, such as questionnaire studies, EEG, neuroimaging, and the polygraph. The volume will be an essential reference for students and researchers in a range of fields who are looking to deepen their understanding of all aspects of lying and deception, and will contribute to establishing the vibrant new field of interdisciplinary lying research.

Deceptive Communication - Gerald R. Miller 1993-06-23

What types of communication are considered deceptive? What characteristics do researchers look for when investigating deceptive communication? The culmination of more than 15 years of collaborative research, *Deceptive Communication* explores the flip-side of "truth" in 20th century society. Synthesizing their own research and recent findings from other scholars, Miller and Stiff highlight nonverbal cues and other deception detection devices, situational factors affecting detection accuracy, and ethical considerations in the conduct of deception research. In addition, they clearly describe the methods employed in conducting research on deception and provide suggestions for future investigations. *Deceptive Communication* will serve as a useful resource for students and scholars interested in interpersonal communication and persuasion. "To say this book addresses one of the most significant and pervasive social phenomena of our age is not hyperbole. . . . The subject of this book is more than a treatise on an important social issue; it is a book that goes to the very heart of communication studies. . . . Miller and Stiff have done a superb job of critically reviewing the theoretical perspectives and research findings, but more important, this book makes the reader think hard about difficult issues. . . . A book which asks us to consider this

perplexing co-existence of two seemingly contrary forces like truth and deception performs a valuable service. . . . It weighs the value of past theories and research methods and sets an agenda for future work." --from the Introduction by Mark L. Knapp
Detecting Deceptive Communication from Verbal, Visual and Paralinguistic Cues - John Edward Hocking 1976

Intentions in the Experience of Meaning -

Raymond W Gibbs 1999-09-13

This volume examines the role that authorship plays in people's experience of language and art as meaningful human artifacts.

Greenwashing - Agostino Vollero 2022-05-23

Greenwashing: Foundations and Emerging Research on Corporate Sustainability and Deceptive Communication examines the understanding of greenwashing, provides a systematic review of available literature review, and reflects on theoretical approaches and research trends.

The Concise Encyclopedia of Communication - Wolfgang Donsbach 2015-02-03

This concise volume presents key concepts and entries from the twelve-volume ICA International Encyclopedia of Communication (2008), condensing leading scholarship into a practical and valuable single volume. Based on the definitive twelve-volume IEC, this new concise edition presents key concepts and the most relevant headwords of communication science in an A-Z format in an up-to-date manner Jointly published with the International Communication Association (ICA), the leading academic association of the discipline in the world Represents the best and most up-to-date international research in this dynamic and interdisciplinary field Contributions come from hundreds of authors who represent excellence in their respective fields An affordable volume available in print or online

Deception and Deceptive Communication - Innocent Chiluiwa 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.

Resources in Education - 1992-11

Sensory Ecology, Behaviour, and Evolution -

Martin Stevens 2013-02-07

It deals with both mechanistic questions (e.g.

Handbook of Research on Deception, Fake News, and Misinformation Online - Chiluiwa, Innocent E. 2019-06-28

The growing amount of false and misleading information on the internet has generated new concerns and quests for research regarding the study of deception and deception detection.

Innovative methods that involve catching these fraudulent scams are constantly being perfected, but more material addressing these concerns is needed. The Handbook of Research on Deception, Fake News, and Misinformation Online provides broad perspectives, practices, and case studies on online deception. It also offers deception-detection methods on how to address the challenges of the various aspects of deceptive online communication and cyber fraud. While highlighting topics such as behavior analysis, cyber terrorism, and network security, this publication explores various aspects of deceptive behavior and deceptive communication on social media, as well as new methods examining the concepts of fake news and misinformation, character assassination, and political deception. This book is ideally designed for academicians, students, researchers, media specialists, and professionals involved in media and communications, cyber security, psychology, forensic linguistics, and information technology. The Interplay of Truth and Deception - Matthew S. McGlone 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.

Collaboration Systems - Jay F Nunamaker Jr 2015-09-16

This volume emphasises knowledge transfer from the lab to the field and describes

collaboration technology through three lenses: Proof of Concept, Proof of Value, and Proof of Use. The contributors focus on work practices that extend collaboration into a structured form where groups can work together to solve real-world complex problems. As with the other AMIS volumes, the contributors comprise internationally known experts in the field of Information Systems. Includes online access. **Web Information Systems and Mining** - Liu Wenyin 2009-10-26

Researchers and professionals
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. This handbook 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.

Clinical Assessment of Malingering and Deception, Fourth Edition - Richard Rogers 2020-05-28

"Widely used by practitioners, researchers, and students--and now thoroughly revised with 70% new material--this is the most authoritative, comprehensive book on malingering and related response styles. Leading experts translate state-of-the-art research into clear, usable strategies for detecting deception in a wide range of

psychological and psychiatric assessment contexts, including forensic settings. The book examines dissimulation across multiple domains: mental disorders, cognitive impairments, and medical complaints. It describes and critically evaluates evidence-based applications of multiscale inventories, other psychological measures, and specialized methods. Applications are discussed for specific populations, such as sex offenders, children and adolescents, and law enforcement personnel. Key Words/Subject Areas: malingering, deception, deceptive, feigning, dissimulation, feigned cognitive impairment, feigned conditions, defensiveness, response styles, response bias, impression management, false memories, forensic psychological assessments, forensic assessments, clinical assessments, forensic mental health, forensic psychological evaluations, forensic psychologists, forensic psychiatrists, psychological testing and assessment, detection strategies, expert testimony, expert witnesses, family law, child custody disputes, child protection, child welfare Audience: Forensic psychologists and psychiatrists; other mental health practitioners involved in interviewing and assessment, including clinical psychologists, social workers, psychiatrists, and counselors. Also of interest to legal professionals"--

Dynamic Processes of Crisis Negotiation -

Randall G. Rogan 1997

This edited collection offers a comprehensive examination of theory, research, and practice in crisis (hostage) negotiation from the perspectives of communication, law enforcement, psychology, sociology, and criminology. The volume identifies promising conceptual frameworks for the development of research on crisis negotiation. This book is also useful to crisis negotiation trainers and leaders in law enforcement who are searching for insight beyond anecdotal stories and who recognize the need for more rigorous application of behavioral science to the practice of crisis negotiation.

Automatic Detection of Verbal Deception -

Eileen Fitzpatrick 2022-05-31

The attempt to spot deception through its correlates in human behavior has a long history. Until recently, these efforts have concentrated

on identifying individual "cues" that might occur with deception. However, with the advent of computational means to analyze language and other human behavior, we now have the ability to determine whether there are consistent clusters of differences in behavior that might be associated with a false statement as opposed to a true one. While its focus is on verbal behavior, this book describes a range of behaviors—physiological, gestural as well as verbal—that have been proposed as indicators of deception. An overview of the primary psychological and cognitive theories that have been offered as explanations of deceptive behaviors gives context for the description of specific behaviors. The book also addresses the differences between data collected in a laboratory and "real-world" data with respect to the emotional and cognitive state of the liar. It discusses sources of real-world data and problematic issues in its collection and identifies the primary areas in which applied studies based on real-world data are critical, including police, security, border crossing, customs, and asylum interviews; congressional hearings; financial reporting; legal depositions; human resource evaluation; predatory communications that include Internet scams, identity theft, and fraud; and false product reviews. Having established the background, this book concentrates on computational analyses of deceptive verbal behavior that have enabled the field of deception studies to move from individual cues to overall differences in behavior. The computational work is organized around the features used for classification from -gram through syntax to predicate-argument and rhetorical structure. The book concludes with a set of open questions that the computational work has generated.

Verbal Communication - Andrea Rocci

2016-03-07

Common sense tells us that verbal communication should be a central concern both for the study of communication and for the study of language. Language is the most pervasive means of communication in human societies, especially if we consider the huge gamut of communication phenomena where spoken and written language combines with other modalities, such as gestures or pictures. Most communication researchers have to deal with

issues of language use in their work. Classic methods in communication research - from content analysis to interviews and questionnaires, not to mention the obvious cases of rhetorical analysis and discourse analysis - presuppose the understanding of the meaning of spontaneous or elicited verbal productions. Despite its pervasiveness, verbal communication does not currently define one cohesive and distinct subfield within the communication discipline. The Handbook of Verbal Communication seeks to address this gap. In doing so, it draws not only on the communication discipline, but also on the rich interdisciplinary research on language and communication that developed over the last fifty years as linguistics interacted with the social sciences and the cognitive sciences. The interaction of linguistic research with the social sciences has produced a plethora of approaches to the study of meanings in social context - from conversation analysis to critical discourse analysis, while cognitive research on verbal communication, carried out in cognitive pragmatics as well as in cognitive linguistics, has offered insights into the interaction between language, inference and persuasion and into cognitive processes such as framing or metaphorical mapping. The Handbook of Verbal Communication volume takes into account these two traditions selecting those issues and themes that are most relevant for communication scholars. It addresses background matters such as the evolution of human verbal communication and the relationship between verbal and non-verbal means of communication and offers an extensive discussion of the explicit and implicit meanings of verbal messages, with a focus on emotive and figurative meanings. Conversation and fundamental types of discourse, such as argument and narrative, are presented in-depth, as is the key notion of discourse genre. The nature of writing systems as well as the interaction of spoken or written language with non-verbal modalities are devoted ample attention. Different contexts of language use are considered, from the mass media and the new media to the organizational contexts. Cultural and linguistic diversity is addressed, with a focus on phenomena such as multilingual communication and translation. A key feature of

the volume is the coverage of verbal communication quality. Quality is examined both from a cognitive and from a social perspective. It covers topics that range from the cognitive processes underlying deceptive communication to the methods that can be used to assess the quality of texts in an organizational context.

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.

The Language of Deception - Dariusz Galasinski 2000-03-08

Dariusz Galasinski employs a discourse analytical approach to the study of deception in *The Language of Deception*. The book focuses on the deceptive messages themselves -- how language is used to deceive others and what kinds of linguistic devices are used. Galasinski develops a theory of deception based on his

extensive study of debates and interviews of American and British politicians. Actual exchanges such as one in which a politician is asked the same question 14 times and evades it 14 times provide fascinating insight into deceptive linguistic practices.

Deception - Rachel Taylor 2010-12-01

This book considers the role of deception during adolescence, and explores the factors which underpin adolescents' choice to deceive, whether these deceptions will be successful, and the ways in which such lies could be detected. While deception is considered to be antisocial or even pathological in some circumstances, the central argument of this book is that lying can be a skilled behaviour which is necessary to allow adolescents to establish autonomy. Deception builds on the recent influential developmental challenge model (Hendry and Kloep, 2002, 2009), exploring how it can provide a useful explanatory framework for the development of the skill of deception in adolescence. Interpersonal and forensic settings for deceptive behaviour are referred to, and illustrated with reference to both published research and new data obtained from a variety of different interviews and focus groups with young people. It also considers how the choice to communicate truthfully is as important as the choice to communicate deceptively in illuminating the developmental process. It concludes with a discussion of how adolescents' deceptions could be detected and presents a range of strategies to maximize the effectiveness of interpersonal interactions with suspected deceivers. By considering everyday, forensic and clinical deception situations, this book is ideal for academic researchers, practitioners working with children and young people, as well as parents. The observations, interviews and focus groups provide a unique insight into the factors influencing young people's communication choices, and integrate research from developmental, social and forensic psychology.

[An Experimental Study Analysing Effect of Communication Medium and Motivation on Deception Detection in Interpersonal Dyadic Interactions](#) - Saurabh Goorha 2004

Handbook of Language Analysis in Psychology - Morteza Dehghani 2021-11-20

Recent years have seen an explosion of interest in the use of computerized text analysis methods to address basic psychological questions. This comprehensive handbook brings together leading language analysis scholars to present foundational concepts and methods for investigating human thought, feeling, and behavior using language. Contributors work toward integrating psychological science and theory with natural language processing (NLP) and machine learning. Ethical issues in working with natural language data sets are discussed in depth. The volume showcases NLP-driven techniques and applications in areas including interpersonal relationships, personality, morality, deception, social biases, political psychology, psychopathology, and public health.

Behavioral and Cognitive Robotics: An adaptive perspective - Stefano Nolfi

2021-01-15

This book describes how to create robots capable to develop the behavioral and cognitive skills required to perform a task through machine learning methods. It focuses on model-free approaches with minimal human intervention in which the behavior used by the robots to solve their task and the way in which such behavior is produced is discovered by the adaptive process automatically, i.e. it is not specified by the experimenter. The book, which is targeted toward researchers, PhD and Master students with an interest in machine learning and robotics: (i) introduces autonomous robots, evolutionary algorithms, reinforcement learning algorithms, and learning by demonstration methods, (ii) uses concrete experiments to illustrate the fundamental aspects of embodied intelligence, (iii) provides theoretical and practical knowledge, including tutorials and exercises, and (iv) provides an integrated review of recent research in this area carried within partially separated research communities.

The Language of Deception - Dariusz Galasinski 2000-03-08

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extensive study of debates and interviews of American and British politicians. Actual exchanges such as one in which a politician is asked the same question 14 times and evades it 14 times provide fascinating insight into deceptive linguistic practices.

Deceptive Advertising - Jef Richards
2013-12-16

This is the first book designed to assist behavioral scientists in the preparation of scholarly or applied research regarding deceptive advertising which will ultimately affect public policy in this area. Because there was an inadequate foundation upon which to build a program of research for this topic, a three-part solution has been devised: 1) a review of how deception is viewed and regulated 2) a theory of how consumers process deceptive information 3) a sensitive and consistent means of measuring deceptiveness. This text provides detailed discussions regarding the intersection of law and behavioral science and its application to deceptive advertising. In so doing, it offers a solid foundation upon which to base expanded behavioral research into how consumers are deceived by advertising claims, and what

cognitive processes are involved in that deception.

Psychology of Language - Shelia M. Kennison
2018-10-18

This accessibly written and pedagogically rich text delivers the most comprehensive examination of its subject, carefully drawing on the most up-to-date research and covering a breadth of the central topics including communication, language acquisition, language processing, language disorders, speech, writing, and development. This book also examines an array of other progressive areas in the field neglected in similar works such as bilingualism, sign language as well as comparative communication. Based on her globally-orientated research and academic expertise, author Shelia Kennison innovatively applies psycholinguistics to real-world examples through analysing the heterogeneous traits of a wide variety of languages. With its engaging easy-to-understand prose, this text guides students gently and sequentially through an introduction to the subject. The book is designed for undergraduate and graduate students taking courses in psycholinguistics.