

Course Title

The Anatomy of Lies – lie detection in real life conversation and negotiation

What to expect

Evaluating Truthfulness and Credibility (ETaC), a Paul Ekman International certified course.

Overview

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| Track | Personal Advancement |
| Instructor | Jan Ženatý |
| Date | July 21 - 23, 2021 |
| Format | Three-day workshop |
| Delivery | On-site |
| Price | 19,900 CZK |
| Academic credits | N/A |
| Pre-requisites | N/A |
| Language | English |

Course Description

This three-day course will teach you how to read and evaluate others through their verbal and non-verbal behaviours and use this skill to accurately evaluate their credibility or uncover their deception.

In most interactions, individuals put too much emphasis on the spoken words. This approach results in a significant loss of information and is ineffective in assessing the credibility of others. During this program you will go far beyond just analyzing the words, you will learn how to read and interpret all 5 core channels of communication and how these can be used to expose the true thoughts of others.

It is recommended to finish “True Colors – How to read facial expressions?” training in advance to understand the basics of behavioral analysis.

Learning Outcomes

- You will understand the psychological concept of truthfulness and deception used by forensic specialists
- You will understand the importance of baseline in non-verbal communication analysis and learn to observe and analyze 5 channels of communication (verbal content, verbal style, facial expression, body language and voice) in order to identify Hot Spots (possible signs of deception).
- You will train powerful questioning strategies to probe those Hot Spots.

Methodology

The workshop combines lecture sessions, discussions, model exercises and tests. It uses a lot of visual materials (photo- and video-analysis) to ensure practical and real-life-skills-oriented learning experience. You will experience training interrogation as an interrogator.

Schedule and Course Content

| Outline | | | | |
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| Day 1 Content | Date | Time | Methodology | Duration |
| Truth and lie definition. Types of lies. Models for truth and lie evaluation. HoT spots methodology – leakage and baseline change observation. 5 channels of communication | July 21, 2021 | 9am - 5pm | AAU Classroom | 8 hours |
| Day 2 Content | Date | Time | Methodology | Duration |
| Facial expressions recap Body language and gestures The voice and verbal style Verbal content analysis | July 22, 2021 | 9am - 5pm | AAU Classroom | 8 hours |
| Day 3 Content | Date | Time | Methodology | Duration |
| Preparation for the interview/ interrogation Powerful questions Video analysis Interview/ interrogation exercises | July 23, 2021 | 9am - 5pm | AAU Classroom | 8 hours |
| Materials | Materials will be shared at the start of class. | | | |
| Lunch Break | Provided for all participants at Café des Taxis. | | | |