

**FIGURE 3.11****Accuracy at Distinguishing Truth from Lies**

Only Secret Service agents performed at levels that were significantly greater than chance (see dotted line).

Source: Ekman and O'Sullivan (1991).

Brunswik's model). On the one hand, people believe that eye gaze (shifty glances and a failure to make eye contact), smiling, and postural shifts reveal who is lying, when these behaviors are actually unrelated to deception. On the other hand, people do not believe that adaptors such as scratching, grooming, or touching the hair or face signify lying, but actually they do (DePaulo et al., 2003).

Our intuitions are more accurate with respect to auditory cues. We correctly believe that liars hesitate while speaking, talk in high-pitched voices, and make more speech