

TABLE 3.1 Behaviors That Reveal Deception

	Do People Assume This Behavior Predicts Deception?	Does This Behavior Predict Deception?
FACIAL CUES		
Eye gaze	✓	
Smiling	✓	
BODY LANGUAGE		
Postural shifts	✓	
Adaptors (e.g., scratching, touching, or grooming behavior)		✓
AUDITORY CUES		
Response latency	✓	
Speech rate	✓	
Speech hesitations	✓	✓
Vocal pitch	✓	✓
Speech errors	✓	✓

Source: DePaulo, Stone, and Lassiter (1985).

