
Lies in Conversation

Dyuthi Dinesh & Tarri Jessey



Why is this research important?

- There has been an increase in technology use - social-media, dating apps, working from home, etc.
- Deception is occurring in an increasingly online environment
- How different are online and in-person deception-detection?
- Can have implications in online scams, “catfishing” etc.

Deception: What do we know?



- ❖ Synchronous interaction in CMC increases feelings of trust, involvement, and mutuality compared to asynchronous communication (Burgoon et al., 2010)
- ❖ CMC is less cognitively taxing than FtF, making it less likely for liars to leak cues (Giordano et al., 2007)
- ❖ Debate in the literature about details of lies in CMC - less or more?
- ❖ Liars use fewer self-references and first-person singular pronouns (Hancock et al., 2007)
- ❖ Linguistic Style Matching (LSM)

Conversations in CMC: What do we know?

- ★ Social Information Processing (SIP) theory
- ★ Hyperpersonal perspective of CMC
- ★ Uncertainty Reduction Theory (URT)
 - Interactive Strategies in CMC



Methods

Dyadic conversations

- Either on Zoom Chat (Video/Audio off) or On Zoom Video

Question Prompts:

1. What would constitute a “perfect” day for you?
2. If you could change anything about the way you were raised, what would it be?
3. **Is there something that you’ve dreamt of doing for a long time? Why haven’t you done it?**
4. **What is your most treasured memory?**
5. If you were going to become a close friend with your partner, please share what would be important for them to know.
6. Share with your partner an embarrassing moment in your life.

Methods

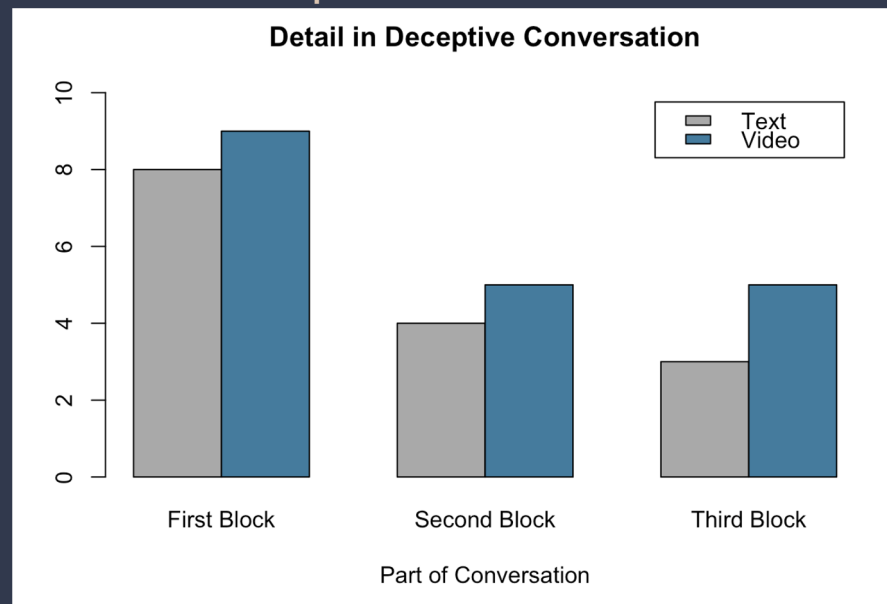
Measures

- Participants provided ratings of:
 - The conversation (Burgoon & Hale, 1984)
 - Perceptions of their partner on basic dimensions
 - Their partners likeability (Reysen, 2005)
 - Funnel Debriefing
 - Deception Detection
 - Demographics
 - Individual Differences in Deception
 - Lying in Everyday Situations (LiES) Scale (Hart et al., 2019)
 - Dark Triad (Jones & Paulhus, 2014)
 - Debriefing
- Automatic Linguistic Programming**
- Sentiment Analysis**

Hypothesized Results

- Liars will be rated lower on personal characteristics - moral, ethical, honest etc.
- Less feelings of closeness and less trust with deceptive partners
- Greater deception detection in video chat compared to text-based chat
- Word count will be higher for deceptive chatter but lower for deceptive video-chatter

Deception will have an impact on the flow of the conversation





What did we learn?

Future Directions

- Dark triad/tetrad and how they differ in lying (convo length, affect etc.)
- If similar text-based deception testing is done using social media, would the results differ?
- Underlying differences in mechanisms of deception when it comes to face-to-face VS CMC?

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