

Aula 9

LYING AND TELLING THE TRUTH

META

Tratar sobre noções de verdade e mentira.

OBJETIVO

Ao final desta aula, espera-se que você seja capaz de:

Refletir sobre a importância e o papel da verdade em interações sociais

Reconhecer estratégias úteis para se reconhecer a verdade em uma conversa

Escrever um ensaio contendo seus elementos básicos a respeito do tema proposto.

PRERREQUISITO

Noções de textos dissertativos.

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INTRODUÇÃO

Hi, everyone! A busca pela verdade é uma tônica da experiência humana, seja em relacionamentos pessoais, buscas espirituais, questões políticas ou estudos científicos. Você já se viu reconhecendo verdades que depois interpretou como visões míopes ou nocivas para a sua vida ou a vida de outros? Já lutou por uma causa ou se prejudicou em função dela, e mais tarde mudou de opinião? É muito interessante pensarmos como as verdades podem se provar transitórias ao longo do tempo, e uma categoria que soa tão absoluta pode ser posta em xeque de acordo com um ponto de vista mais informado, crítico ou complexo. Nesta unidade, discutiremos um pouco sobre como lidamos com verdades e mentiras, bem como suas funções e maneiras de expressão. Tenha uma boa aula!



Read the text below and answer the questions that follow.

How to Tell If Someone Is Lying: 10 Tells and Clues (Ranked in Ascending Order of Reliability)

Some of the things we've been taught are wrong; others are telltale signs. Combine them all for best results.



By Bill Murphy Jr. *Contributing editor, Inc.com* @BillMurphyJr
Liar

If you're suspicious that someone isn't telling the truth, can you look the person in the eyes and tell that they're lying? How can we do a better job of catching the prevaricators we interact with?

There are behaviors and tells that should make you wonder whether the person you're dealing with is being truthful. Here are 10 things to look for, culled from the advice of Pamela Meyer, author of the book *Liespotting* and presenter of a TED Talk with more than 16 million views, and other experts. They are presented in increasing order of reliability.

1. Inconsistency

We tend to think that liars are the ones who can't keep their stories straight, but we'll list this so-called tell first, and thus least reliable, because there are other explanations for changing stories. It's simply too easy, and deceptive, to rely on inconsistency as a proxy for deceit.

In fact, most truthful people, when they're asked to retell a story several times, will remember additional details each time--which means the stories they tell will change. One theory for this is that when you think you remember a past event, you're actually remembering the last time you remembered it.

2. Suspicious expressions

There are some tells that can suggest lack of veracity: blushing, blinking, flared nostrils, fake smiles. Notice them, remember them, pay attention. However, don't read too much into them, because while they may be indications, there is simply too much room for false positives to go by expressions alone. It's really difficult even for trained, experienced interrogators to pick out a liar on the basis of facial expressions.

3. Repeating the question

Maybe they're ensuring they heard you correctly. Or maybe they're stalling for time, or else trying to unpack what you've asked, and figure out how much you know. If they're doing this, note it, and weigh it with some of the others on the list.

4. Unnecessary superlatives

Absolutely. Tremendous. Literally. Yes, there are times when these words are appropriate, but they're the exception to the rule. People who insist on peppering their speech with them might be trying to bolster their argument or distract you.

5. A desire to shut everything down

They don't want to talk, or they want to move the conversation along quickly to another subject. Is that because you're that boring a conversationalist--or perhaps they're eager to move out of the zone of deception into a safer space?

Again, this isn't a foolproof tell, but it's another piece of evidence to consider as you weigh the likelihood that you're being told something untruthful.

6. Qualifying language

People who are being honest sometimes like to remind you that people in general aren't always honest. How? By using phrases like, "In all candor" or "If I'm being completely truthful" or "If I had to swear on a stack of Bibles ..."

Be on the lookout for these. Think of it like that old saying "If you have to ask, you can't afford it." Here, if you have to emphasize that you're telling the truth, you might well be lying.

7. Flourishes in the word no

As my colleague Justin Bariso points out, key tells could be when people "say no and look in a different direction," "say no and close their eyes," "say no after hesitating," "say noooooo, stretched over a long period of time," or "say no in a singsong manner."

Trick: Force them to say the word no to an oblique or open-ended question. "Did you file a false expense report?" as opposed to "I'm curious about the accuracy of our expense reports. Do you have any insight into that?"

8. Failing to remember details upon retelling

This seems like No. 1 above, but it's different: It's the case in which the person talking doesn't add new details that contradict him- or herself, but also can't recall what he or she previously said.

A trick (also from Bariso's interview of former FBI counterintelligence agent LaRae Quy): Ask them to tell the story backward. It's simply harder to keep details straight if you're asking them to relate a madeup story in a different order than they learned it.

9. Inappropriate emotions

You're looking here for incongruity: terrible news--but a joking attitude. Supposedly good news--but overly tempered enthusiasm.

It's tricky in some cases--but Meyer uses the gruesome video examples of two mothers, one whose daughter was murdered, and the other who murdered her children, to show how this works. The first woman's emotion is raw, angry, undiluted. The second woman, who is trying to hide a terrible secret, can't pull it off--she doesn't actually know how a victim of such a gruesome crime would act because it's not imaginable.

10. Contempt

Consider this one a bonus--a tell that lets you know when someone holds you in contempt but attempts to continue the conversation anyway.

Contempt doesn't mean necessarily that someone is lying, but it does mean that you should consider the conversation over. Because contempt is a combination of anger and moral superiority, it's almost impossible to develop rapport with someone who feels that way. Meyer says there is a reliable tell:

It's marked by one lip corner pulled up and in. It's the only asymmetrical expression. And in the presence of contempt, whether or not deception follows -- and it doesn't always follow -- look the other way, go the other direction, reconsider the deal, say, "No, thank you. I'm not coming up for just one more nightcap. Thank you."

Remember, these are all potential pieces of evidence. No one of them indicates for certain that somebody is lying, and it's also possible to get false positives. As Meyer says, "Look, listen, probe, ask some hard questions, get out of that very comfortable mode of knowing, walk into curiosity mode, ask more questions, have a little dignity, [and] treat the person you're talking to with rapport."

Combine all that, and you'll have a pretty good idea whether you're being told the truth.

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Adaptado de: <https://www.inc.com/bill-murphy-jr/how-to-tell-if-someone-is-lying-10-tells-and-clues.html>

- 1) Translate the following extract to Portuguese: "If you're suspicious that someone isn't telling the truth, can you look the person in the eyes and tell that they're lying?"
- 2) Do people who are telling the truth tell a story the same way every time?

- 3) Can we rely 100% on facial expressions for signs of falsehood?
- 4) Could repeating the question be a sign of someone telling a lie?
- 5) Explain the meaning of the words “pepper” and “bolster” in the context of tip number 4.
- 6) Is it an indication that someone is lying if they speed up the conversation? Why?
- 7) What does it mean to always highlight the fact that you are telling the truth?
- 8) What is the difference between tips number 1 and number 8?
- 9) Explain in your own words the importance of incongruity according to the item “9”.
- 10) What is the physical indication of contempt pointed out in the text?

COMENTÁRIO SOBRE A ATIVIDADE

Você já tinha se apercebido de alguma característica recorrente na ocasião de alguém contar uma mentira? Qual é a sua estratégia para lidar com a mentira em diferentes contextos? Compartilhe com seus colegas as impressões que essa atividade deixou em você a respeito do tema.



ATIVIDADE

Você conhece a estrutura de um ensaio? Leia o texto a seguir a esse respeito e responda as perguntas que se seguem.

Essay Structure

Writing an academic essay means fashioning a coherent set of ideas into an argument. Because essays are essentially linear—they offer one idea at a time—they must present their ideas in the order that makes most sense to a reader. Successfully structuring an essay means attending to a reader’s logic.

The focus of such an essay predicts its structure. It dictates the information readers need to know and the order in which they need to receive it. Thus your essay’s structure is necessarily unique to the main claim you’re making. Although there are guidelines for constructing certain classic essay types (e.g., comparative analysis), there are no set formula.

Answering Questions: The Parts of an Essay

Even short essays perform several different operations: introducing the argument, analyzing data, raising counterarguments, concluding. Introductions and conclusions have fixed places, but other parts don't. Counterargument, for example, may appear within a paragraph, as a free-standing section, as part of the beginning, or before the ending. Background material (historical context or biographical information, a summary of relevant theory or criticism, the definition of a key term) often appears at the beginning of the essay, between the introduction and the first analytical section, but might also appear near the beginning of the specific section to which it's relevant.

It's helpful to think of the different essay sections as answering a series of questions your reader might ask when encountering your thesis. (Readers should have questions. If they don't, your thesis is most likely simply an observation of fact, not an arguable claim.)

“What?” The first question to anticipate from a reader is “what”: What evidence shows that the phenomenon described by your thesis is true? To answer the question you must examine your evidence, thus demonstrating the truth of your claim. This “what” or “demonstration” section comes early in the essay, often directly after the introduction. Since you're essentially reporting what you've observed, this is the part you might have most to say about when you first start writing. But be forewarned: it shouldn't take up much more than a third (often much less) of your finished essay. If it does, the essay will lack balance and may read as mere summary or description.

“How?” A reader will also want to know whether the claims of the thesis are true in all cases. The corresponding question is “how”: How does the thesis stand up to the challenge of a counterargument? How does the introduction of new material—a new way of looking at the evidence, another set of sources—affect the claims you're making? Typically, an essay will include at least one “how” section. (Call it “complication” since you're responding to a reader's complicating questions.) This section usually comes after the “what,” but keep in mind that an essay may complicate its argument several times depending on its length, and that counterargument alone may appear just about anywhere in an essay.

“Why?” Your reader will also want to know what's at stake in your claim: Why does your interpretation of a phenomenon matter to anyone beside you? This question addresses the larger implications of your thesis. It allows your readers to understand your essay within a larger context. In answering “why,” your essay explains its own significance. Although you might gesture at this question in your introduction, the fullest answer to it

properly belongs at your essay's end. If you leave it out, your readers will experience your essay as unfinished—or, worse, as pointless or insular.

Adaptado de <https://writingcenter.fas.harvard.edu/pages/essay-structure>

- 1) Re-write, in your own words, the What, How and Why of an essay.
- 2) How would these three concepts help you create an essay of your own?

COMENTÁRIO SOBRE A ATIVIDADE

Essa tarefa acima tem por objetivo prepará-lo para escrever uma essay que você encontrará como tarefa da próxima atividade. Procure compreender o conteúdo do texto acima com essa noção em mente, pois assim suas respostas lhe serão úteis como referência sobre o tópico no futuro.



Leia o texto abaixo que tratar do caráter ético na questão da mentira e responda as perguntas que se seguem.

IS LYING FOR THE GREATER GOOD ETHICAL?

Should you always tell the truth?

Posted Dec 06, 2011

We all seem to teach our children the ethical values of honesty and integrity don't we? "Always tell the truth" is our refrain, right? Yet, as we get older we realize that telling the truth often has to be nuanced.

Sometimes lying could be the more appropriate ethical response to a particular conflict. For example, if your spouse or dear friend says, "How do I look in my new outfit?" or "Did I gain weight during my vacation?" or perhaps "How do you like my new haircut?" One might be compelled to tweak the truth to not offend or hurt the feelings of someone who matters to you.

Absolute moral rules such as "never lie" might be the ethical approach you endorse. A famous example includes the dilemma offered by Immanuel Kant who asks what you should do if someone running by with a

weapon asks you if you have seen someone running away just minutes ago and in what direction they were heading. Telling the truth might result in death or severe injury while lying may save a life. An absolute moral rule, such as always tell the truth, would result in being honest regardless of the consequences. Other ethical approaches, such as the value of saving life, compassion for others, and so forth might suggest that lying is indeed the right ethical thing to do.

So, while one can argue if lying is ethical from multiple angles, I might suggest that if white lies help to manage healthy relationships and nurture others then lying could be the ethical thing to do after all. When it comes to making ethical decisions we need to balance the pros and cons of using multiple approaches to ethics in order to figure out what the right thing to do really is. Sometimes different ethical approaches conflict. When they do, certain values or approaches must trump others. So, compassion might trump honesty on occasion.

Source:

As discussed in detail in my book, *Do the Right Thing: Living Ethically in an Unethical World*, being responsible, respectful, maintaining integrity, being competent, and expressing concern for others are the principles that I think we need to use for ethical decision making. And perhaps concern for others trumps all.

So what do you think? Are white lies ethical?

Adaptado de: <https://www.psychologytoday.com/us/blog/do-the-right-thing/201112/is-lying-the-greater-good-ethical>

- 1) Explain, in your own words, the following statement: “as we get older we realize that telling the truth often has to be nuanced.”
- 2) “Sometimes lying could be the more appropriate ethical response to a particular conflict”. - do you agree with this statement? Why? Illustrate your point of view with personal examples.
- 3) What is the author’s stance on lying?
- 4) Write an essay under the specifications established by your tutor, answering the author’s final question: So what do you think? Are white lies ethical?

COMENTÁRIO SOBRE A ATIVIDADE

Antes de produzir a sua dissertação, certifique-se de seguir as orientações dos tutores a respeito de parâmetros em geral como extensão do texto e linguagem a ser utilizada.

CONCLUSÃO

Mais uma vez, esperamos que esta aula tenha contribuído para a sua formação, tornando sua visão a respeito do conceito de verdade mais complexo e sua visão mais perspicaz sobre o que indica uma mentira, bem como sobre como lidar com uma; esperamos, enfim, que você possa ter aprimorado suas habilidade de escrita à medida que construía um ensaio a esse respeito.



RESUMO

Nesta unidade, discutimos a temática da verdade vs. a mentira, bem como algumas de suas circunstâncias e ocorrências. Além disso, tivemos a oportunidade de estudar a estrutura de uma essay e de compor uma a respeito do tema da unidade.



PRÓXIMA AULA

Na próxima unidade, trataremos sobre fake news. Na história recente de nosso país, esse é um fenômeno que tem tido significativo impacto sobre uma série de acontecimentos, o que por si só já aponta para a relevância de discutirmos esse tema. Até lá!

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