Deception

**Deception:** form of persuasion; aims to influence beliefs and attitudes

- intent distinguishes truth from lies

**Types of lies:**

- benefit others
- affiliate
- avoid invasion of privacy
- avoid conflict
- appear better
- protect self
- benefit self
- harm other

- lying is prohibited in our culture, although it is necessary for polite interaction

- *ie:* plane crash parents died: 63% lie was justified
- father with alzheimers: 89% agreed justified

**Serota (2000)**

- people reported 1-2 lies a day
- 60% reported telling NO lies,
- 5% of participants told 50% lies

**Information Manipulation Theory**

- violates…
  - quality
  - quantity
  - relation
  - maner information (understanding)