

QUANTUM

DETECTOR



**HOW TO SPOT
EVERY LIE**

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Chapter 1 Introduction

Have you ever wondered if someone was lying to you? Or could tell something was up when someone told you something, but could never prove it?

Well today is your lucky day! The Quantum Detector is your guide to being a true lie detective.

Lying is an art and some people are exceptionally good at it. They are able to manipulate people into believing their every word. Even the cops or their loved ones. And they are all around us. Well you won't be one of fooled anymore.

In this book, you'll master the art of deception. You'll see what people actually mean when they look in a certain direction or put their hands in their pockets. You'll be shocked to figure out how easy it is to spot a liar, and how you can usually figure out why they are lying, just by watching their moves while they talk.

There is over 15 different types of lies someone could be telling. And I bet you've told a couple of them from time to time. Not all lies are harmless and some can actually be used for good.

But how do you tell for sure that someone is being truthful to you? Well we'll show you how with the Quantum Detector.

So read on for some truthful information about lying and how to really tell if someone you love is lying to you!

Chapter 2 Types Of Lies

What Is A Lie?

A lie is when a person (or group) intentionally tells a statement that is false to another person (or group). The person (or group) making the false statement must be aware or believe their statement is not fully the truth for the action to be considered a lie.

Different Types of Lies

Lies are told for many reasons. Some could honestly admit they did not think it was a lie, but deep down they know their statement was false. Below is a list of different types of lies. Some may be familiar to you, and others may be completely new. Read the list below and see how many different types of lies you have made. I bet it's quite a few.

Bold-Faced Lie:

A lie which is told with a straight face and truthful sounding voice and body language. But is considered an obvious lie to those hearing it.

Big Lie:

A lie that tries to convince the listener about a major event or act. This lie is usually contradicted by what the listener knows to be true or their common sense. Since the lie is usually of significant magnitude it usually succeeds, or has the listener second guessing themselves, because the listener has a hard time believing someone would lie about something so big.

Bluffing:

Bluffing is to pretend to have a certain intention or capability that one does not actually have. Bluffing is not really considered a lie in the eye of most people, some may say it's more of a tactic. For example: a poker player who bluffs that he has a full house, when really he has Aces high. Another example is a football player who moves left, then suddenly dodges right to confuse their opponent.

Butler Lie:

A lie used to save face or to terminate conversations. A new term to come about after the recent phone texting era. This lie is a polite way to end a conversation, without being fully truthful. For example: texting someone "I have to go, the waiter is here." when you are still waiting for the waiter. Or saying "Hey just got your text, my phone was dead." when really your phone was not.

Economical With The Truth:

This is a way of holding back the full truth, as to not reveal too much of one's self or one's belief. Also known as "speaking carefully", one will often say a lie or deliberately hold back important facts. This type of lie is usually used during taboo topics, such as sex, death, disability etc.

Exaggeration:

A common lie, which is also known as "stretching the truth". Exaggeration occurs when the main parts of the statement are true, but only to a certain degree. It is used to emphasize the statement by making it appear more meaningful, real or powerful than it actually is. For example: when someone makes the statement "I ate the whole pie!", but in reality they only ate half.

Fabrication:

A lie someone tells that thinks the statement is the truth, without knowing for certain the statement is actually true or not. Since the statement is not based on fact, it is considered a lie or misrepresentation of the truth. A common example is a person giving directions to a tourist, without fully knowing the directions themselves.

Fib:

A lie told that is without malicious intent and barely has any consequences.

Half-Truth:

A lie that includes some part of the truth, or a statement that is totally true, but only part of the whole truth. Usually the half-truth is used as a misleading element, used to deceive, blame or misrepresent the truth.

Honest Lie:

A lie that inaccurately describe history, background and/or present events. The person usually is unaware that their information is false. An honest lie is associated with *confabulation* – a memory disturbance, which results in fabricated, distorted or misinterpreted memories about one self or the world.

Lie-to-Children:

This lie is a common lie, which most adults say to their children to make an adult topic acceptable, and usually easier for children to understand. For example: when a mother is asked about childbirth, she usually says “A stork brought you”. Other common lies include, Santa Claus, the Easter Bunny and the Tooth Fairy.

Misleading:

Not an outright lie, but rather a statement used to get someone to believe in an untruth.

Pathological Lie:

Also known as compulsive lying, is a behavior trait of constantly lying to people. This type of lie is usually looked on as a psychiatric problem with someone.

Polite Lie:

A lie told to someone in the intent of being polite or courteous. An example would be declining an invitation due to “a scheduling conflict”, when really you are free and do not want to attend.

Sarcasm:

A lie that is used to make a joke or to be taken as intentionally untruthful.

White Lie:

A lie which is considered to be harmless and sometimes beneficial in the long term. White lies are not outright lying, as the person telling the lie, only tells part of the truth to conceal something else, never giving any false information. They are usually used to shield someone from a truth that may hurt them.

Chapter 3 The Biggest Lie

How We Gather Information

Now more than ever, we are bombarded with information. Everywhere we turn there is something new to look at or listen to. Our brain is constantly trying to process all this new information we see each day. Ideally we would love for our brain to store all the information we obtain... but that just isn't possible. Instead our brain processes a limited amount of information at any given time. So over the years our brain has chosen what information to keep, store and delete, based on our beliefs, preferences and biases. And each one of us filters information differently.

For example, you're in a room full of people having conversations. Although you can hear what everyone is talking about, your mind will distinguish what is most important to you, and pay more attention to that conversation. That way your brain can filter and store the information it finds important. Surprisingly enough, other bits and pieces of information around the room will also get filtered, it just might not be the full conversation or all the facts.

Now you're probably thinking, *what does this have to do with lying?* Well here's the interesting part – because everyone filters, sorts and deletes through information differently based on their own personal internal factors, the information you have gathered or remembered in your mind, may not be the full truth. Meaning you could be telling an honest lie, without even knowing it! All because your brain filtered out some relevant information.

The Biggest Lies Are Lies We Tell Ourselves

Have you ever wondered why that woman is still with that man who cheats on her constantly? I mean it's so obvious, she has to know what he is doing, right? Well to answer your question – yes, deep down she saw all the signs that he was cheating, from Day 1! She just chose to blind herself from the truth. Because she's happier believing the lie, than accepting the truth.

These lies that we seem to want to tell ourselves are the biggest lies of all, as they only hurt one person – YOU!

Double heartedness or bad faith as it is sometimes called, is a lie which you tell yourself. It is usually formed through self-deception associated with faith, belief, attitude and/or loyalty. The word double heartedness (or double minded) refers to pretending to feel or act one way, when you actually feel the opposite. For example, putting a fake smile on and being nice to someone you're mad at.

Just like the woman who has a cheating spouse, we all lie to ourselves, on some level, whether we want to believe it or not. We have all convince ourselves at one time or another that we needed to buy that exercise equipment or diet pill, because even though deep down we all know it's not going to work, we still convince ourselves that it will work this time around.

Some of the lies we tell ourselves are small, and could actually turn out to be good. We all make them, and most of us are aware we are telling these lies, yet it doesn't bother us, we continue to live our normal lives. That's because most these small lies help us lead happier, saner lives.

I'm not going to tell you to stop lying to yourself. Especially if it makes you happier in your life. But there is a way to stop telling honest lies to your family, friends and coworkers. It sounds easier than it is, but all you have to do, is go into any situation or conversation blind. Meaning leave all your biases, beliefs, ego and especially your emotions behind and really listen to the full story. Gather all the information, relevant and irrelevant, then once the conversation is done, let your mind filter the unnecessary information from the important information and store it accordingly.

This is will be touch the first few times around, especially if you are a vocal person when it comes to your beliefs, and emotions. But I promise the more you listen freely, without assuming anything, or accusing anyone, the more information your brain will store. Your family and friends may even notice your stories becoming more interesting and informative!

Chapter 4 The Art Of Deception

Lying is a skill. No wonder it's called the Art of Deception. It may seem like an easy thing to do - I mean we all do it, and sometimes it seems to just slip out. Well as easy as it seems, lying isn't a natural thing, and is hard on our bodies. Our bodies don't like lying and it easily shows when we are being dishonest. We become uncomfortable and start doing things that are unnatural to us such as; trying to hide emotions from being seen or talking too much about a topic. Although this is not good if you are the liar, but if you are the person trying to spot the liar, you can easily use these signs to figure out if someone is telling the truth or is lying straight to your face. Below are 10 signs to look for on someone who is lying.

10 Signs Of A Liar

1. Inconsistencies

When someone is telling a lie, their story will often have inconsistencies. The story will be told one way, and then retold another way. You can easily pinpoint the part that is false in someone's statement just by listening and finding the parts that are inconsistent.

2. Ask The Unexpected

Most liars have thought about what they will say prior to saying it. They already have a response ready to tell. Sometimes they may have even practiced their response over and over again, to try and make it sound natural. Often they will get away with sounding normal and comfortable in what they are saying. So when they less expect it, ask them something they weren't prepared to answer. Most of the time, they will get all flustered and won't be able to come up with a lie quick enough, which gives you time to pinpoint the lie from the truth.

3. Judge Against Their Normal

An easy way to pinpoint a liar, is noticing changes in behavior. If the person is usually quite calm when talking, and now looks nervous something might be up. Or if they usually talk fast when explaining something and now are very slow, almost like thinking before speaking – that's a good sign they are carefully choosing their words. It's always good to judge how they are acting against how they normally act. This is an easy one to do if you already know the person. However you can easily ask questions they have no problem answering truthfully, like their mother's name or where they live and base the rest of their conversation off how they answered those questions.

4. Look For Insincere Emotions

People have a hard time faking certain emotions. Their face won't look like quite right. Most of the time people who try to put on a fake smile, will hold it for too long, or will smile at the wrong time. A fake smile isn't something the face can do naturally. People often think it's all in the direction of the mouth, but in reality a real smile is shown in the eyes something that can't be faked. These fake emotions are a good sign that something's off.

5. Follow Your Gut

Although you may not see if a person is lying, your body's senses will clue in before you do. If you feel like someone is lying to you or hiding part of the truth, chance are you are right. Our bodies and minds are powerful things, and can easily detect an uneasiness from someone who isn't being truthful.

6. Pay Attention To Microexpressions

A microexpression is a very brief flash of an expression, usually only lasting 25th of a second. People who lie about how they are feeling will usually flash their true emotions right before they put a fake face on. For example, when someone is trying to act happy when they are really angry, they will flash a quick tensed mouth, right before they provide a grin. The trick is to pay

attention to microexpressions throughout the whole story. It's a tricky thing to master, as it happens so fast, and most people miss them. But it can be seen, just by paying close attention.

7. Spot Contradictions

When someone is talking look for contradictions in their actions verses their words. Usually when someone is telling a lie about something, they will slightly change their voice, or they may even shake their head without noticing it. These are signs that what they are saying isn't the truth.

8. A Sense Of Unease

Like we mentioned before, the body is a hard thing to trick into lying. Most of the time the body, voice or personality of someone who is lying will be completely off. If someone is looking around a lot, fidgeting or even lightly sweating, it means whatever they are talking about isn't completely the truth. Uneasiness is the body's way of saying "I'm not comfortable with this". Pay attention to any uneasy signs, and you'll be able to spot the lie.

9. Are They Giving Too Much Detail?

When someone answers a question or describes an action with a lot of detail, usually they are hiding something. Naturally you would only answer the bare minimum or what you think the person is looking for in the answer. Your natural response isn't to give a play-by-play of exactly what you saw and where you were standing when an event took place. This is a sign that someone has rehearsed the lie that they are saying. They're trying to cover up the truth by giving so much detail that it tricks the listener into believing what they are saying is real.

10. Accept The Truth

With all the lying clues to look for, it can be hard to believe the truth. Remember if it's your family or friend you know how they normally act and will be able to pinpoint a lie or fake emotion. Don't forget to be a friend and accept what they are saying as the truth. Just because they hide an emotion, does not mean that everything they said was a lie. Ask them how they really feel? They may just be covering up something that might hurt you. Always be honest and understanding and most will automatically to do the same with you.

Chapter 5

Quantum Detector: How To Spot A Liar

Introduction

Now that you know what clues to look for when someone is lying, you may be noticing little lies here and there. But how do you tell for certain that someone is lying verses just feeling uneasy about a topic or trying to hide an emotion? Well with the Quantum Detector, spotting a liar is easy. In this chapter we'll cover some clever tricks you can do to spot every lie.

The Quantum Detector

Body Talk

Strange Behavior: When someone has been lying for a long period of time, they start to act very strange. Like we mentioned before, lying is hard on the body and mind. So watch for odd behavior in someone. For example, they will begin to yawn compulsively, because their body is starving for oxygen. Or they may have trouble swallowing, because their mouth has become dry. Always pay attention to the obvious signs of strange behavior.

Fidgeting: Playing with an object or uncontrolled shaking of someone's foot is a good sign of dishonesty. When someone is lying they have a hard time staying calm. Although they may sound calm, their body is yelling "I'm not comfortable". If someone is talking to you and they start fidgeting with their keys, they are hiding something.



Feeling Flush: Someone who all of sudden gets red in the face when talking about a topic, could be covering up a lie. Remember some people naturally get flush when they are shy or uncomfortable talking about a topic, like a person they may like, sex or even religion. Use your judgement and try and relate the redness to what was being discussed. If you are unsure, simply start questioning the topic further, see what other body signs they start to show.



Mixed Signals: As we discussed in the previous chapter, look for contradictions in the way someone acts during the conversation. Our bodies can't hide the truth, so we often show small uncontrolled signs that we aren't telling the truth. Look for slight nodding or shaking of the head. Sometimes when we lie, our shoulders will get tenser - look for slight shoulder movements, or neck tilts.



Arm & Hand Movements: Besides our eyes, our hands are usually the first to show our emotions. Detecting a lie by looking for slight arm and hand movements can be easy, if you know what to look for. Below are the most common hand and arm gestures people do when talking, and what they actually mean.



Clenched hands: The person is showing distress or is being dishonest.



Hands on hips: The person is being honest, but is showing anger or restraint.



Picking lint off shirt or playing with their hair: The person is showing distress or disagreement. Most likely being dishonest.



Arms crossed: The person is uncomfortable. Usually means they are being dishonest, in distress or disagree with what is being said.



Hands in pockets: The person is being dishonest if puts them in the pocket during conversation. Sign they are covering something up, and are likely in distress.



Showing palms: The person is being honest. Usually doesn't have anything to hide.



Talking with hands: The person is being dishonest. They are trying to distract you from the fact that they are lying.



Rubbing the neck: The person is in distress and is being dishonest.



Hand touching chin: The person is interested in the topic and is being honest.

Touching face often: If the person touches their face often, like their nose or eyebrow they are most like being dishonest and are in distress.



Placing an object between themselves and the listener: The person is uncomfortable and trying to protect themselves. Usually they are being dishonest.

Look At The Eyes

Your eyes are the window to your emotions. A good liar may be able to hide their body movements, but it will be almost impossible for them to hide their true feelings being shown through their eyes. Our eyes tell others if we are scared, sad, happy or even thinking or lying! Below are some common eye movements people do and what they really mean.



Up to the Right: The person is thinking about something that they saw.



Sideways to the Right: The person is thinking about something they heard.



Down to the Right: Talking to themselves. Either in their head or verbally.



Up to the Left: The person is thinking up a lie visually in their head.



Sideways to the Left: The person is thinking up a lie verbally. When a person is talking and looking to the left, chances are they are lying.

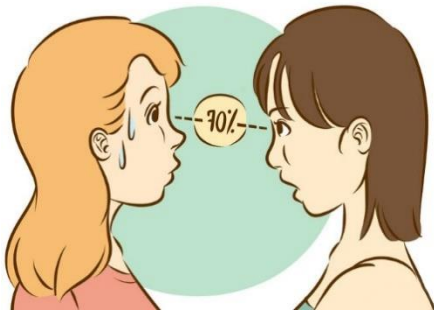


Down to the Left: The person is thinking about something they did.



Looking Straight Ahead: The person is thinking about something they saw. Replaying a scene over in their mind.

For approximately 75% of people will follow the above eye movement. The other 25% will do the opposite. To determine which way is thinking and which way is lying, ask questions that will get truthful answers and see what direction their eyes go.



Eye Contact: People who lie will maintain eye contact for 70% or more of the conversation. On average a person who isn't lying will only maintain eye contact for 50%. If someone is constantly trying to look at you in the eyes you will notice, it's quite obvious and not to mention uncomfortable.



Blink Rate: If the person is blinking a lot, or suddenly increases the rate at which they blinking during a conversation, chance are they are telling a lie.

Although most of the above eye information is true on almost all liars, keep in mind, some people are really good at lying and can trick you with their eye movements. Remember to always maintain a normal base to judge someone's character to. Ask them a couple questions you know will get truthful answers and see how their eyes move. Then sit back and watch what they do when they tell you a story.

BONUS: Handshake Test

Here's a test that will show you exactly how someone feels or thinks about you. Keep in mind some people may just have bad handshakes so don't take this too personal.

When you reach out to shake someone's hand, make sure to present your hand in a straight up and down direction. Let them take your hand and twist it however they like – give them full control. Take note of what they did with your hand.

Did they shake your hand up and down? – They think of you as an equal.

Did they crush your hand, or twist your palm towards the ceiling? – They see you as being lower than them.

Did they come into the handshake with their palm facing up, or twist your palm toward the ground? – They see you as being higher than them.

Chapter 6 Conclusion

Think you can spot a liar? Give it a try and tell us how it went!

Also if you know of any other ways of telling if someone is lying, let us know at support@QuantumVisionSystem.com. We'd love to hear from you.

Remember spotting a lie is tricky and some people are really good at it. If you are still having trouble, don't give up! With a little practice you'll feel more comfortable and the signs will eventually pop out at you without even look for them.

Keep in mind, sometimes finding out the truth or knowing someone, especially a loved one is lying to you, can be hard to take and you may even start ignoring the truth yourself. Make sure you stay strong to yourself and remember the BIGGEST lies are the ones that you tell yourself!

Be strong and enjoy your new lie detection skill!