

# Detecting Deception: What Lawyers Can Learn from Scientists

Presented by Michael Johnson, Clear Law Institute

Register now at [osbar.inreachce.com](http://osbar.inreachce.com) (search for DD17)



**Tuesday, December 5, 2017**

9 a.m.–3:30 p.m.

**Oregon State Bar Center**

16037 SW Upper Boones Ferry Road, Tigard

CLE credits: 5 General or Practical Skills

**Register now at [osbar.inreachce.com](http://osbar.inreachce.com)**

(search for DD17)

Lawyers often try to detect deception when interviewing witnesses and negotiating with opposing counsel. To do so, they often rely on their “gut instinct” and popular stereotypes about how liars behave when they lie. However, in recent years, scientists have shown that many popular beliefs about how liars behave are inaccurate. For example, liars are *not* more likely to avoid eye contact or be more fidgety than truth-tellers.

In this thought-provoking and practical program from former U.S. Department of Justice attorney Michael Johnson, you will learn scientifically validated methods for detecting lies and deception. This engaging presentation will show you how to...

- spot deception by viewing videos from actual interviews
- avoid common errors in lie detection
- identify deception cues related to verbal content, verbal style, and other linguistic cues
- utilize questioning techniques to more easily differentiate between liars and truth-tellers
- ask questions designed to increase “cognitive load,” making it more difficult for liars to maintain their stories
- analyze the content of a witness’ statement for signs not only of deception but also of truthfulness

In addition, you will learn about recent scientific research related to discouraging, spotting, and responding to deception in negotiations.

**Register by 12/1/17 and save \$20.**

## LIVE EVENT



### Early registration discount

Register by 12/1/17 and save \$20

- \$180 ONLD member
- \$240 OSB member
- \$250 Non-OSB member
- \$15 Print course materials  
(Electronic materials are included with your registration.)

## LIVE WEBCAST



- \$240 Webcast registration  
(Includes online access to recorded seminar for 60 days after the live event.)



### Questions or need help with registration?

Call the OSB CLE Service Center:

(503) 431-6413 or (800) 452-8260, ext. 413

50-Year and Active Pro Bono OSB members and Oregon judges and their lawyer staff – please call the OSB CLE Service Center at (503) 431-6413 or (800) 452-8260, ext. 413 to register for the live seminar.

# Detecting Deception: What Lawyers Can Learn from Scientists

Presented by Michael Johnson, Clear Law Institute

Register now at [osbar.inreachce.com](http://osbar.inreachce.com) (search for DD17)

Presented by Michael Johnson, Clear Law Institute

**8:30 Registration**

**9:00 Detecting Lies**

- Test how good you are at detecting lies
- Common errors in lie detection

**10:15 Break**

**10:30 Detecting Deception Cues (Part I)**

- Research-based approach for spotting signs of deception and truthfulness
- “Cues”: Verbal content, verbal style, voice, body, and face

**Noon Lunch**

**1:00 Effective Questioning Techniques**

- The cognitive interview

**2:30 Break**

**2:45 Detecting Deception Cues (Part II)**

- Analyzing entire statements for signs of truthfulness
- Deception in negotiations

**3:30 Adjourn**

## Meet Michael Johnson



Michael W. Johnson is CEO of Clear Law Institute and a former U.S. Department of Justice attorney. He has trained thousands of lawyers and other professionals how to effectively interview witnesses and spot scientifically-validated signs of deception. He has provided training to organizations such

as Google, the United Nations, the World Bank, and the Washington, DC Metropolitan Police Department. Michael is a graduate of Duke University and Harvard Law School.

### What others say about Michael's presentation:

*“Good practical examples of real life situations.”*

*“Very interactive...[t]here were videos to view with scenarios.”*

*“[I]t was clear how I can apply these principles in my investigations right away.”*

## General Information

**Cancellations:** Cancellation requests must be received by the OSB CLE Service Center at least 72 hours prior to the date of the seminar to qualify for a refund. Refunds are subject to a \$25 cancellation fee.

**Tuition Assistance:** Email a request stating your financial situation to [cle@osbar.org](mailto:cle@osbar.org) no later than one week before the seminar.

**Dietary Restrictions or Accessibility Accommodations:** Please make your request at least 72 hours before the date of the seminar.