

WHY PEOPLE LIE!

The highest compact we can make with our fellow is - "Let there be truth between us two forevermore."...Ralph Waldo Emerson

WHAT TO KNOW!

- ❖ Lying is an epidemic in today's society; our president, world leaders, congress, clergy, teachers, news people, celebrities, sports figures, etc. lie and lie very easily
- ❖ To sound better or to avoid the truth, people who lie say they misspoke, were taken out of context, were misheard, were misinterpreted, etc.
- ❖ People frequently lie to avoid the true consequences of their actions and to save face
- ❖ People often frequently lie to misdirect others to believe in one thing while they do the opposite or something else secretly
- ❖ At work, people lie to make themselves look good, to make their competition look bad, to get a better position, and to sell their products
- ❖ In relationships, many people lie because of fear that their partner would reject them if they told them their secrets or faults
- ❖ Lying can assist people to present themselves as better than they are by giving a false sense of achievement such as having graduated college but never attending
- ❖ Sometimes people lie to make others feel better and to prevent a bad situation from getting worse
- ❖ Lying gets worse over time as getting away with lying leads to more deception
- ❖ People often lie to cover their past lies and can get entangled in a web of lies
- ❖ We dislike people who lie because we can not trust them and trust is the basis for all successful relationships...how can you believe someone you don't trust?
- ❖ Compulsive liars lie constantly even when there is no need to and will deny they do so
- ❖ Compulsive lying is out of habit and a regular responsive way of answering questions
- ❖ Unlike compulsive liars, pathological liars are manipulative and directly lie to achieve their goals without caring about hurting others
- ❖ Our value system and way of life becomes seriously affected when we condone lying as a way of life and expect to be lied to, especially by people in leadership positions

COMMON EXAMPLES!

- ❖ To cover up irresponsible behavior..."I did not have sex with that intern."
- ❖ To shift blame to others..."It's not my fault. He was in charge."
- ❖ To avoid confrontation... "That's a great idea. I'll get to it right away."
- ❖ To get one's way..."I got a discount on this same shirt yesterday."
- ❖ To be nice to others..."You look so thin. How much weight did you lose?"
- ❖ To make yourself feel better..."I'll work off that cake with exercise tomorrow."

WHAT TO DO!

- ❖ Recognize when people lie to you through such signs as their avoidance of eye contact, changing their voice patterns, contradicting themselves, etc.
- ❖ Be cautious about people who have previously lied to you and their motives
- ❖ If you've lied, be courageous and admit it with an apology to strengthen a relationship
- ❖ Consider the consequences of being dishonest and how it would affect you if you were in the other person's situation
- ❖ Consider your value system and whether you want to be seen and known as a liar
- ❖ Seek professional help if you are unable to stop lying

WE CAN HELP!

Call us at **954 755-2885** or email us at **DrKimmel@aol.com**.

Joel I. Kimmel, Ph.D. P.A. and Associates
5551 N University Drive
Coral Springs FL 33067