

## Table 4.3 ► When to Use Deception Detection

Analysts should be concerned about the possibility of deception when:

The potential deceiver has a history of conducting deception.

Key information is received at a critical time—that is, when either the recipient or the potential deceiver has a great deal to gain or to lose.

Information is received from a source whose bona fides are questionable.

Analysis hinges on a single critical piece of information or reporting.

Accepting new information would require the analyst to alter a key assumption or key judgment.

Accepting the new information would cause the Intelligence Community, the US government, or the client to expend or divert significant resources.

The potential deceiver may have a feedback channel that illuminates whether and how the deception information is being processed, and to what effect.