

LISTENING SCRIPT

Exercise 5.

A: Another thing I read was that a lot of people lie in order to get something they really want, like a job. We should see that as normal, regardless of how we feel about it.

B: Yes, but I doubt if these are big lies. These are just small ones, like making your CV sound a little bit better than it really is.

A: Or making it sound like the job you did was a bit more important than it really was.

B: Exactly. I don't think many people would put a huge lie on their CV.

A: No, especially because their lie would be found out sooner or later.

B: The thing is, that's what job interviews are for. So the employers can find out how honest the job candidate really is.

A: Yes, because it's more difficult to lie face-to-face, when you're in front of another person.

B: Especially in a job interview, when you're in front of two or three people.

Exercise 6.

Presenter: You will hear two students, called Christina and Dan, preparing for a seminar presentation on the topic of 'recognising why and when people tell lies'.

Christina: So, did you find anything interesting when you were doing the research?

Dan: Well, I read a good article about children lying. It makes the point that parents in all cultures tell their children off if they're dishonest. They say 'You mustn't tell lies.' However, when children are about six, they start to realise that parents lie, too.

Christina: How?

Dan: Well, parents might say to a child 'If your little sister wants another biscuit, we should tell her that they're all finished.' So learning to lie is something that children are taught to do by their parents.

Christina: So, that's dishonest, isn't it?

Dan: In a way. But the parents probably don't see it as lying, they're trying to get the child to do what they want. The thing is that then, the child starts lying to get what he or she wants, too! So, when children lie, we should actually see this as a normal part of their development.

Christina: Right. That seems like a good point to include in the presentation. One of the things I was interested in is people telling 'white lies' – you know, small lies to make other people feel better. According to one survey, it seems that women tell about 30 white lies a day, whereas men tell about eight.

Dan: It won't come as a surprise that people tell white lies to make other people feel more positive, but we should mention the number of lies. That will be surprising to people.

Christina: What else did you find interesting?

Dan: Professor Miller mentioned body language, didn't she? You know, if someone keeps moving from foot to foot, or has their arms folded across their chest – psychologists used to say 'That's a sure sign of lying! But now we know that's not true.'

Christina: So, if people are looking for those kinds of body language signals, they may completely misunderstand what's going on?

Dan: Yes. Especially because gestures have different meanings in different cultures.

Christina: For example, a lack of eye contact might be a sign of respect, not of dishonesty.

Dan: Exactly. What about people lying online? You know, someone posts a fake review of a restaurant they've never actually been to.

Christina: Well, apparently there is a problem with people writing fake reviews, but the thing is, journalists are always writing about it and saying how awful the situation is, when actually, according to Professor Edwards, it's just a small minority of people that do this.

Dan: So, just newspaper hysteria?

Christina: Right. So shall we say something about being dishonest at university?

Dan: You mean, pretending you wrote something when really you just copied it from somewhere?

Christina: Yes.

Dan: That's really serious. Like, if you get caught, you might be asked to leave the course.

Christina: I don't think everyone knows that tutors have software programmes that only take a few seconds to identify whether the work is yours, or whether you've copied something.

Dan: OK, why don't we start with that point?