

**Advanced integrative definition of phenomenon lie (or deception) in psycholinguistics**

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**Abstract.** Lie and deceit have high psychological, speech and social importance, consideration of these phenomena in intercultural communication plays an important role nowadays. Phenomena of lies and deceptions become the subject of research in various fields of science in recent years. On the basis of a systematic structural descriptions of lies and deception speech can confidently predict the emergence of a new research direction in the world - «linguistics lies." Its subject should be considered false speech acts and psychological symptoms. Lies and deception affect the diversity and richness of forms. Lies are fixed by language, tools designed to serve as a communication tool by which human thought is formed and expressed. Lying is a phenomenon of verbal communication, which consists of deliberately distorting the actual state of affairs.

[Baituova A.N., Ashimov R., Berdalieva R., Isaeva Z., Abil G. **Advanced integrative definition of phenomenon lie (or deception) in psycholinguistics.** *Life Sci J* 2014;11(5s):327-330] (ISSN:1097-8135). <http://www.lifesciencesite.com>. 65

**Keywords:** lie, deceit, psycholinguistics, linguistics, society, a phenomenon illocution, per locution, integrative.

**Introduction**

From the date of the appearance of mankind on Earth, there was a dramatic effect which is a lie. Lie is accompanied by each of our lives and every day. Manifestation of lies, deceit, and manipulation in human behavior is as old as human society, the ability to deceive has the same age as articulate speech, emerged 40 - 50 thousand years ago. At the end of XX - beginning of XXI centuries, problem of linguistics lies and deception speech occupy an important place in the research of domestic and foreign linguists. Scientists have set the task to learn in the study lies / deceit, rules and laws of their internal structure.

In the process of socialization of the person learns to hide his emotions, control them, and bend them to the internal rules of the public culture of emotions. It is impossible to imagine that unconditional sincerity has become the norm in human society. In accordance with the demands made by society to each of us, taking into consideration our age, gender, professional affiliation, a person is forced to wear a kind of social mask. In society, a person often has to hide his true I, which inevitably leads him to lie. Often a person is lying to observe basic rules of politeness, or used to it, resorting to lies whenever it is beneficial for him. According to P. Ekman, "lie is so natural that it bluntly can be attributed to almost all spheres of human activity" and A. Ugu argues, «deception is present in varying degrees in all human relationships» [1. 251,273] Society has many forms of human behavior, which is an integral part of the deception, misrepresentation of information of another person for a variety of reasons. Manifestation of lies and deception observed in various spheres of social life: politics, business, military, art, sports, science,

medicine, education, psychology and psychotherapy, etc.

Many scholars consider pathological mendacity as an essential attribute of severe mental and "social" diseases. For example, Dick with colleagues to pathological liars classifies drug addicts and alcoholics, people with narcissistic, sociopath, psychopath [2. 268]. Lying as a psychiatric phenomenon (pathological mendacity). In general, pathological mendacity is understood as falsification, very complex structure, extensive in time (from several years to a lifetime), which is not caused by dementia, insanity and epilepsy. The need to attract attention and inspire other unfair sense of respect for their personality connects with overly excitable, immature and rich imagination and moral defects.

Attempts to construct a theory of lies and deception speech exist in psycholinguistics, which deals with the problem of acquisition, storage and use of human information, and cognitive science. Flow of information to the person goes through different ways. The purpose of any communication is «in some way to change the behavior or condition of the recipient (the interlocutor, the reader or listener), i.e. cause some verbal, physical, mental or emotional reaction" [3.458]. Here is distinction between «emotional goal" by the sender and "emotiogenic goal" for the recipient [4.34]. All false statements and emotive emotiogenic, their motive is an emotion of personal interest.

The repertoire of the means by which provided a false report, has, in our opinion, a significant explanatory power. On the syntactic, semantic and pragmatic levels typological properties lie can be detected. In this case, lies, in which there is a special grammar, the use of special vocabulary,

special rules of usage and syntax, can be defined as a special code in the text, or as the "language in the language» [5.528-536].

Lies and deception affect the diversity and richness of forms. Potential linguistic means of expression lies are endless and have a specific vocabulary, syntax, semantics and pragmatics. Lie / deception in a wide variety widely practiced in everyday life, and therefore in the language in so many words, phraseological units, collocations - a cliché for the nomination of these practices lies.

### Research methods

Linguistic areas differ from each other with different formulation of research questions lies and deceit as the object of these disciplines, different method of analysis. For the purposes of research, and solving the objectives and hypotheses testing we used the complex of complementary research methods:

Theoretical analysis of psychological, linguistic and psycholinguistic work on emotive, linguistic consciousness of linguistic identity, the image of the world, linguistic picture of the world of ethnic identity; Psycholinguistic methods (interview, observation, research methodology emotional expression categories); Method of linguistic experiment (specific vocabulary, syntax, semantics and pragmatics); Experimental method (organization targeted surveillance in certain situations with compulsory subjects)

### The experiments of the study.

In many areas of modern linguistic aspect a lie / deception is considered: lingvophilosophy, logical analysis of language, psycholinguistics, cognitive science, sociolinguistics, literary criticism, linguistics and semiotics.

B. Giese calls deception "perlocutionary speech acts" [6.]. This view seems to us a fair, if to take into account the difference between "lies" and "deception." Lie is verbal action of speaker who deliberately distorts the facts of reality. Deception - verbal act or conduct which feed partner in mislead. Between them there is the following difference. Lie is always a lie, even if it failed to convince the recipient, and deception, only if you managed to convince the recipient. This clearly shows the difference between these two verbs lie and deception: illocution (lie) and perlocution (deception). In the case if the sender was unable to convince the recipient, it is an attempt of deception. The lie is the illocutionary act - the sender's intention to mislead, and deception have perlocutionary act, i.e. creating a new situation, which includes a reaction to the response of the recipient illocutionary act [7.258, 261,264].

Thus, the German researchers consider false speech act from a position of locutionary stage in terms of expression, from the position of the illocutionary stage in terms of intention to convey approval, from the perspective of perlocutionary stage in terms of the desired effect. Intentional perlocutionary statement related to the violation of the postulate of sincerity.

**Table №1. Classification of spheres of using lies**

Psychiatric	Social
addicts	high social status
alcoholics	average social status
psychopathy	lower social status
sociopathy	critical social situation
	corporate social status

**Table №2. Types of lies**

Fiction unintentional	Fiction intentional
children lie	falsification
tales for children	simulation
lie because obsolescence information	imposture
mystification	plagiarism
	substitution of concepts
	white Lies
	flattery
	lie for the benefit
	perjury
	slander
	bluff
	self-incrimination
	misrepresentation
	frame-up
	exaggeration
	humorous lie
	exalted
	pathological lies
	self-deception
	involuntary lie
	false refutation

Quality of lies closely associated with the tested liar's emotions ( Paul Ekman )

1. Guilt
2. Fear
3. Delight from «sell " - feeling of power
4. Shame [8. 26, 29, 37, 38].

### Results of the study

To determine lies different categories are used. In ordinary consciousness lie is usually associated with false negative, socially-unacceptable action - fraud, which is defined either as a synonym

for a lie, or as a process of generating a lie. However, in Russian dictionaries lie interpreted not only as a lie, deception and distortion of the truth, but as fiction, fantasy, and even a joke. However, as it is known that the truth can unintentionally distort and it will not lie, but it is and misleading. As for fiction, fantasy or jokes that, there is no intent to cause damage on the object application when it is used correctly. From the psychological side lie is characterized by a conscious deception creating a false impression about these or other circumstances of reality in the minds of another entity. Cheating acts intentionally, that is not only transmits false information (or is silent about anything), but hides his true intentions. In the psychological literature [9.178, 181, 193, 204] it is rightly stresses that the strategy of liar can be lying about an achievement, and avoidance of any consequences. Falsity - a form of behavior, which consists of deliberately distorting reality in order to achieve the desired goal or desire to avoid unintended consequences. In cases where the falsity becomes habitual form of behavior, it is fixed and becomes a personality trait.

However, as some of these researchers mention, in lie there can be or can not be false facts, rather deliberately withhold some of the information that will cause distortion of objective reality. Moreover, it is known that it is possible to mislead man, even providing him with accurate information, but giving it a certain way, considering the mental state of the object, personality, limiting opportunities for additional or clarifying information [10, 245]. Therefore, the key definition of deception, from our point of view, can not be the quantity and quality of information used. As for methods which can mislead the object of influence, they may be different, including the half-truths. We believe that it is possible to use as integrative term «dishonesty «when it comes about the different forms of deliberate distortion of reality subject. Teachers identify several types of lies. The most common classification distinguishes a conventional lie. This lie is conditional, which is based on a conscious desire not to say unpleasant things to another person, and not to be in an awkward position - this lie for the sake of politeness.

Phenomenon of lies is widely studied in psychology and psycholinguistics. There are many definitions of lies: J. Mazip offers sophisticated integrative definition of the phenomenon. Lie (or false) is a deliberate attempt (successful or not), hide and / or fabricate ( manipulate ) the actual and / or emotional information, orally and / or non-verbal means to create or support in another or other belief that the communicator itself considers false [ 1.270 ] . A. Fry: Lie is a successful or unsuccessful deliberate attempt, performed without notice, to form another

human belief which the communicator considers incorrect [1.259]. D. DePaulo proved that lie is very common in ubiquitous life communicative phenomenon, which includes a variety of situations and tactics lie [3,433]. The author proposes a three-factor model of lies, which includes components: content, type and referent. Content lies can act emotion, action, justification, and the fact that achievement. Types of lie are: an outright lie (lie in its pure form), exaggeration and subtle lies (lowering important details). Referent of lies - is one about whom (or what) lie is stated (self-focused and focused on others).

Sometimes a lie is called manslaughter creation and retention of opinion, which transmitter can be consider it as a true fact, but inveracity to the truth which is proved and confirmed, but in this case is more often used the term " misleading ." P. Ekman defines a lie as «deliberate decision to mislead the person to whom the information is addressed, without notice of its intention to do so» [4.30, 39, 54, 67, 79, 81].

There are some differences in the delineation of lies and deception. When we talk about lie [5,548], the first thing is the process action. With regard to the concepts of «false ", «true», they are primarily used as a information not confidence. Criticizing one of the definitions of cheating foreign researchers, who believe that "deception can be defined as an act or statement, which aims - to hide the truth from another or to mislead him." Many researchers attribute the hype to a more sophisticated form of falsehood. They define fraud as «half-truths provided by the partner with the expectation that he would make of it false, deceiving not appropriate conclusions" [6].

Perhaps the most common lie is the lie of the need for self-preservation, which is based primarily on fear of punishment, deprivation, humiliation, etc. On the psychological side lie is characterized by a conscious creation of deception, impression about these or other circumstances of reality in the minds of another entity [7. 201].

## Conclusion

Summarizing all the above, we can conclude that a large part of research is devoted to the theory of recognition of lies / deceit, its classification. Linguistic side of lies may be the subject of study of any known at the present stage directions of linguistics (psycholinguistics, sociolinguistics, lingvocultural, cognitive science, pragmalinguistics etc.).

Attempts to create theories of lies and deception of the speech, where linguistic essence of lies is explained, existed in various directions long times ago. The concept of lie becomes one of the most actively investigated in linguistics. Each abstract name

brings to life the idea not about one particular subject, but a whole range of different subjects at the same time having the properties represented by each of them. In other words, the analysis of the compatibility of words of abstract semantics reveals a number of different and not pooled forms, a comparison of his everyday consciousness.

As a tool for coordination of joint activities communicants, lie / deception are a special form of influencing the recipient. Most often the object is not aware of the impact of language manipulation by the sender.

On the basis of a systematic structural descriptions of lies and deception speech can confidently predict the emergence of a new scientific direction - «linguistics lies." Its subject should be considered the false speech acts, which reflect the intentions of the speaker, his social, psychological symptoms, in accordance with which it builds its strategy and tactics to influence of the false information.

Lie is a distortion of the true reality of the subject (whether explicit or implicit, conscious or unconscious), misrepresentation of another entity or group of entities and thereby achieve different objectives, which may have a positive or negative result.

Deception is a «deliberate distortion of subject of actual state of affairs with the aim to introduce the recipients into mislead" caused by the desire to achieve personal or social benefits in specific situations and having a negative direction. Deceitful behavior is defined as a deliberate lie, as a conscious causing harm to another person.

Condemnation of the evil-meaning lie and approval of well-meaning lie detected on the base of interview, the majority of people, regardless of social or antisocial orientation, indicates about the presence of a single construct in the public consciousness of the subjects of lies and deceit, which reflects the general social and moral concepts. Based on the study of subjective semantic spaces, based on the concept of personality, prone to lying and deception, and generally about the lies and deception experimentally found that a factor which in implicit theories of lies and deceit is emotional and moral experience of the person associated with the honest or fraudulent behavior .

It should be noted that in the field of domestic and foreign sociolinguistics we have not found any way of developed linguistic theories about lies and deception speech. However, this fact does not negate the presence of existing assumptions about the

possibility of creating such theory. It is interesting that some scholars suggested that it create a new science of lies - mentiology (Latin *mentie* - false), whose task is to study all sides of lies, including linguistic.

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4/1/2014