

Signs Your Managing Partner is Being Deceptive

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How Lawyers Can Tell if Their Boss is Lying



There are white lies and there is just plain dishonesty. And, unfortunately, there isn't a law firm on this planet where some in-house lawyers don't suspect at least a few **managing partners are lying** to them.

These types of situations not only create a huge disconnect inside firms, they can also tear apart and destroy the very values law firms are based on.

If you're one of those lawyers who believes there isn't a grain a truth coming from your boss' mouth, a new study shared in [The Economist](#) reveals what you should and shouldn't read into.

In "Detecting Deceptive Discussions in Conference Calls," specialists from Stanford's Graduate School of Business broke down the transcripts of almost 30,000 conference calls made by CEOs and CFOs over four years. Researchers then psycho-analyzed word choices and "tells" made on those calls.

What they found is eye-opening.

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The Stanford researchers say that when bosses are lying, they begin to make **references to general knowledge** and refer less to shareholder value. They'll say things like, "As you know..."

The study also reveals that fibbing partners are **over-zealous with their use of positive emotion words** in order to sound more persuasive. For instance, instead of something being "good," it's "fantastic!"

Other noteworthy **signs of lying** include:

- **Saying "I" instead of opting for the third person.**
- **Using less "hesitation words" like "um" and "er."**
- **Frequently using swear words.**

Granted, you probably shouldn't roam the firm trying to sniff out who's lying and who's not. But, the next time you think you're being misled, particularly by your boss, reflect on these **signs of lying** and try to put what you're hearing into perspective.

After all, your boss is still your boss. He or she still deserves respect in any situation.

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