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From the group to the individual:

Profiling in investigative interviewing and in lying

Lies and Allies Tuesdays

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Introduction

Profiling has been applied to different contexts, for example:

- Offender profiling (Canter & Youngs, 2009)
- Geographical profiling (Kemp & van Koppen, 2008)
- Customer profiling (Wiedmann et al., 2002)



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So, why not profiling interviewees? → possible with the person centred approach



Introduction

Variable centred approach

- Parsimonious
- Unique set of parameters
- Low specificity
- Individuals grouped via predetermined criteria
- Eg., truth tellers vs. liars

Person centred approach

- Integrative view
- Less parsimonious
- Several parameters
- More specificity
- Individuals grouped via data-driven criteria
- Thought to predict future behaviour better than variable centred approaches (Magnusson, 1992)
- E.g., personality profiles



Introduction

Profiling the interviewee: starting point?

- Personality: big five/hexaco, machiavellianism (Hart et al., 2020; Semrad et al., 2019)
- Morality: moral disengagement, i.e., distancing from socially unaccepted behaviours (Barsky, 2011; Šukys, 2013)
- Cognitive load (Christ et al., 2008; Vrij, 2015)



Introduction

Example:

- Group A: high scores on both Moral Disengagement and Machiavellianism (strong positive relation)
- Group B: high on just one of the two (weaker positive relation)
- Group C: high score on one of the variables and a low score on the other (negative relation)



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How would membership to such groups be related to lying?



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- Group A > Group B > Group C



Introduction

Hypotheses:

- H1: We expected the emergence of at least one cluster characterized by a profile linked to high propensity to lying (i.e., high Machiavellianism and high moral disengagement) and one profile linked to low propensity/aversion to lying
- H2: profiles associated with higher propensity to lying would report higher ability, frequency and contextuality but lower negativity than profiles with the opposite patterns

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Methods

Participants

- $N = 316$, age $M = 41.23$ ($SD = 17.69$), $\approx 61\%$ females



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Variables/instruments

- Personality: Hexaco (60 item version, Ashton et al., 2006)
- Mach: Machiavellianism Personality Scale (16 items, Bianchi & Mirkovic, 2020)
- Moral disengagement: Moral Disengagement Scale (32 items, Caprara et al., 2006)
- Lying behaviour: Structure of Deception (16 items, Makowski et al., 2021)



Methods

Procedure

- Google Forms, no incentive

Statistical analyses

- CFA and invariance for SoD
- Cluster (k-means) to create profiles



Results

SoD CFA

- Good fit, $\chi^2(98) = 214.23$, $p < 0.001$, RMSEA = 0.064, SRMR = 0.050, CFI = 0.96, TLI = 0.95. α .81-.91
- Gender and Cluster invariant



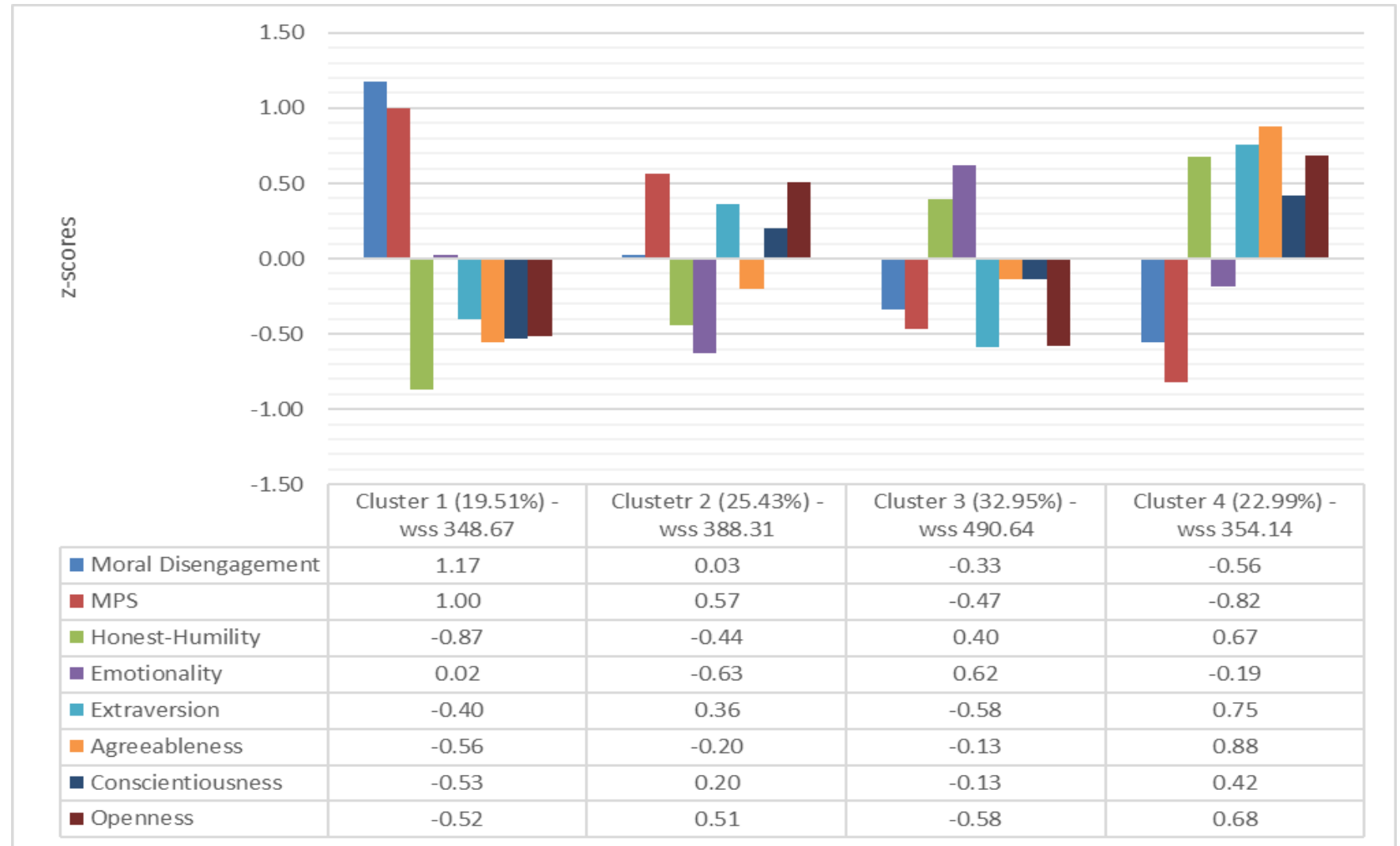
Results

Cluster analysis

- Based on: Hexaco, MPS, and MDS



Results



Results

Cluster analysis

- Significant differences for all four variables of the SoD: Ability, Frequency, Negativity and Contextuality



Results

	Ability M (SD)	Frequency M (SD)	Negativity M (SD)	Contextuality M (SD)
Cluster 1	18.21 (9.36) ^a	8.50 (3.99) ^a	24.09 (9.27) ^a	19.32 (7.87) ^a
Cluster 2	18.44 (10.03) ^a	6.58 (2.90) ^b	27.53 (8.36) ^{ab}	18.49 (8.04) ^a
Cluster 3	12.71 (7.58) ^b	5.95 (2.83) ^{bc}	30.97 (8.61) ^{bc}	17.00 (7.21) ^{ab}
Cluster 4	11.52 (8.31) ^b	5.06 (2.48) ^c	31.88 (9.52) ^c	14.12 (8.30) ^b

FIGURE 1



Discussion

- SoD scale useful for studying lying behaviour/attitudes
- Profiles associated with lying behaviour
- Person-centred approaches can shed light on the role of specific patterns that would otherwise be missed via the variable-centred approach



Discussion

- Presence of prolific liars (e.g., Serota & Levine, 2015)
- Avoid labelling and account for other (e.g., contextual) factors



Discussion – limitations and future directions

Some limitations

- Survey data → self-serving bias? (but see Makowski et al., 2021)
- Need to consider objective criteria (e.g., objective count of lies)
- Need for longitudinal studies
- Account for context



Discussion – limitations and future directions

Long-term goals and potential applications of interviewees' profiling

- Explore what other variables can be used to obtain profiles
- Employees selection
- Deal with interpersonal differences
- Individual deception detection (see also van der Zee et al., 2022)





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Thank you for your attention!

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