TELLING LIES & MAKING FRIENDS

PENETRATING PEOPLE'S EMOTIONAL BARRIERS

May 6, 2016

Who Are We?

A LITTLE ABOUT THESE FOOLS

Candis Orr

- Bishop Fox
  Sr. Security Analyst

- Body Language Enthusiast

- Vulnerability Management Expert

- Dinosaur made of Candy

Drew Porter

- Red Mesa
  Founder

- Recognized Expert in Physical & Wireless & IoT

- Speaker & Instructor
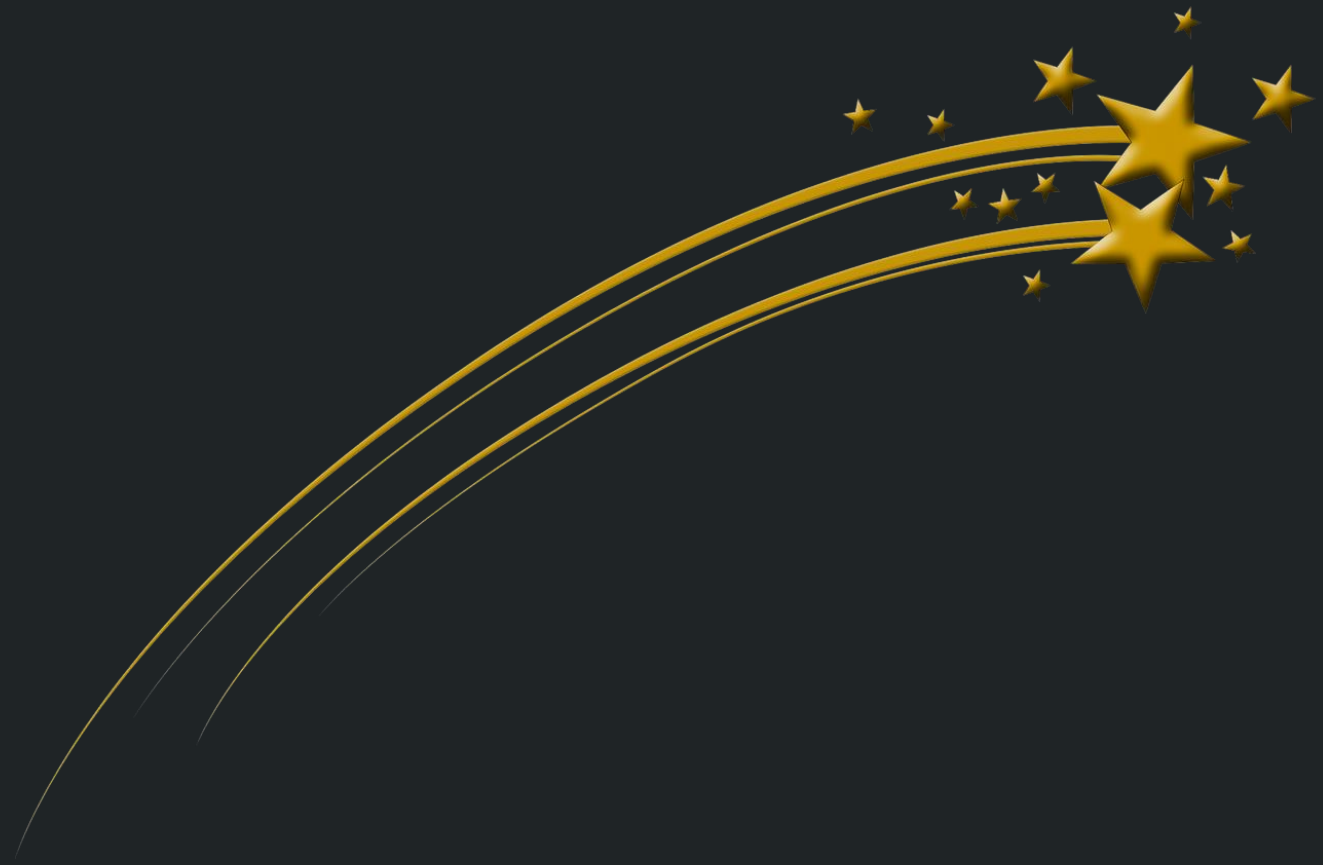
- Breaker of Things

- Ginger

Agenda
WHAT'S HAPPENIN'

- Sharing Time

- Common Terms

- Baselines & Profiles

- Telling Lies

- Building Trust & Rapport

- Cracking an Advance Adversary

- Audience Participation

- Quick Tips & Summary

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SHARING TIME

You scratch my back .... Hey?! Where is everybody going?!

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Probing Questions

IT JUST GETS MORE AWKWARD FROM HERE ON OUT

C. Tucker Beckett/Wikimedia

Common Terms

Body language – A kind of nonverbal communication expressed through physical behaviors

Micro expression – A very brief expression lasting only a fraction of a second

Macro expression – Expressions usually lasting ½ to 4 seconds

Lying – The intentional telling of false statements with intent to mislead

Deceive – The act of causing someone to believe something that is not true, typically in order to gain some personal advantage

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Lying vs. Deception
GET YOUR PITCHFORKS READY

The end result is the same – the victim believes something that isn't true.

Lying is a form of deception.

Deception does not always involve lying.

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BASELINES & PROFILES

Learning about people

Baseline

RAPID BASELINING

You need a baseline:

- Many people do different things
- This provides better context

Quick reads:

- Greeting a person
- How are they sitting
- Hands and Face

A good baseline comprises information from multiple sources.

Profiling
THE PRACTICAL APPROACH

People Watching

- Go to a store which you dislike
- Go to a store which you shop at
- Go to a store you think you know the type of person who would shop there

Please try not to be creepy.

Now go get info out of them.

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Obtaining Baselines

People Watching – Coworkers

- Physical actions
- Voice inflection
- Subconscious actions
- Pacifying actions

Please try not to be creepy

- It's a little harder this time

TELLING LIES

Cross your fingers, arms, legs, and toes

Telling Lies
SO MUCH DATA TO PROCESS

There is no one "tell" for everyone.

Data sources for potential lies:

- Perspiration
- Respiration
- Skin tone changes
- Words
- Gestures
- Posture
- Facial expressions

Tristan Schmurr/Fllickr

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Telling Lies

Look for conflicting information.

Look for any leakage

- Slips of the tongue
- Emotional leaks
- Deviations from the baseline

Be wary of false positives or negatives

- Nervous people show a lot of generally believed "tells"
- Lack of emotions

Telling Lies

https://www.youtube.com/watch?v=Zx7c8huezqY

ADVANCED TACTICS

Subconscious manipulation & active cracking

Accelerated Trust & Rapport Building

Walking side-by-side

- Feels equal
- Similar pace make convo flow at similar rates

Mirroring

- Similar interests
- Your mind likes others it feels like the same thing

Relatable situations

- Shared struggle
- Us vs. Them

Cracking an Advanced Adversary
TURNING YOUR SE UP TO 11

Find underlying motives

- What are their ambitions?

- What are their dreams?

Bribe them

- Everyone has some type of price

Emotional warfare

- Manipulation

- Injection

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DEMO TIME

Spoilers... You are part of it.

Quick tips

Source

- Confidence

- Practice your skill

- Practice improv

- Practice impersonation

- Have fun

Summary

- Even the best can be socially engineered

- These skills take time to develop

- Beware of false positives and negatives

- Remove your own bias

- Be tactical but natural

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Thank you

Candis Orr
@candysaur
@bishopfox

BishopFox.com

Drew Redshift Porter
@IAmRedshift
@RedMesaLabs

RedMesa.io