



Zurab Mkheidze "Love, lies, emotions, and Self-esteem in Relationships"

The subject matter of Zura Mkheidze's lectures almost completely covers the psychological world in which we live every day: love - in its many forms, lies – with its pros and cons, recognizing and handling emotions, liberating oneself from one's own limits, assessment and self-evaluation of children and adults, individual and group stereotypes, relationships in Western or Eastern cultures and our place among them, relationships between men and women, relationships with children and the elderly, relationships at work.

You will always discover something new from Zura Mkheidze's texts, even in the situation where you have passed by a thousand times and you don't pay attention anymore, because you think you know everything. Discovery is always accompanied by the pleasure of novelty, but, at the same time, discovery helps to see new possibilities, including solving practical problems. You will get a lot of intellectual pleasure and you will also acquire many practical knowledge, which can be used in the everyday life.

Psychology of a lie

A lie is an interesting phenomenon, and it has its role in a person's life. I will try to allow you to look at a lie from a different angle. I believe that we judge a lie unfairly and let me explain why: in normal situations, when human bodies react to changes and the environment, we are not irritated. A person feels cold and puts on some clothes, a person is hurt, and he/she removes the hand from the source of pain. Hence, the body adapts to vital things. A human being is a social creature, and therefore, a lie has not just a certain role but one of the most important roles. A lie is a psychological adaptation to the social environment, it is a psychological adaptation mechanism.

One of the tv shows was called 'a lie'. They asked me to prepare questions for the Q&A session I proposed two questions, first, what would you say about a person who is lying? And the second one: Have you ever lied? The answers to the first question were very strict and full of disgust. While the respondents' faces changed while answering the second question, and most of the answers were similar: "yes, but I have not harmed anyone". Only one female respondent said that she had never lied before, and therefore, lied on the spot. Therefore, attitude toward lie is twofold: on the one hand, we get angry if someone lies to us, and on the other hand, we lie.

Why is a person lying? An individual lies to adapt to the situation. Hence, a lie constitutes means of adaptation in a given environment. For example, if you are told at work that you will be fired if you are late for 5 minutes without proper justification, be sure that 80% of the employees will lie. Why? Because I created an environment where the other person needs to adapt to survive. I forced someone to lie. We often don't think about this. It often happens in families too, for example, when the father is very strict and forbids his son/daughter to go somewhere, he forces the kids to lie to be able to go.

What do we call a lie? This is to present reality differently and make it nicer. I show you something which doesn't correspond to reality. Let's see another example. A person sprayed perfume. What did he/she do? – He/she lied! She dyed her hair – She lied! She put on her make-up – she lied! But we don't tell them you are a liar-no! This means to some extent we allow lies, and we want them. For example, we watch a movie, and we know that the actor will not die. There is an army of players: actor, director; light director, and who not. You know that what you see is not real, but you still pay to feel the emotion. Hence, what we see is not real, it is staged, but we still pay.

Let's discuss a lie when it is mentioned in a positive context. For example, in football: "he tricked one, tricked the other one, he tricked 4 players, it is amazing!"

- We say it ourselves. Therefore, I think it is an unfair approach to declare lying as unequivocally harmful. Look, lying is a much more creative process than saying the truth.

A lie takes thinking and needs a scenario, the more talented you are, the better you tell a lie. Truth does not need creativity. At the same time, lying is an integral part of our life, an integral part. Let's take mass media. What, are not they lying?! How many times do they say imagine you read, imagine you walk, let alone the use of make-up? Everybody lies and if this is the case, then why are we getting so nervous? Liars love me because I don't prove to them that they lie, why would I? If we look at the moral side of it, we still face a problem. It is generally accepted that lying is immoral and the truth is moral. And how moral will it be to prove to a child that Carlson does not exist? The same happens at work, people come to you and gossip that someone said this, another one said that about you. And do you know why they gossip with you? To change your attitude towards that person.

Hence, nothing is surprising about the lie. When I started to observe and study a lie, I discovered that it, basically had two directions. Let's call the first one "maintain the status – quo", which means that I lie because I don't want you to worsen your attitude toward something. The second one is when I increase my status. I invent stories to impress you. The second type of lie is admissible in childhood. You add something to your status. However, when you reach a certain age and you still lie, you have not grown up and you are still a child. You will have met such big liars, who are grown-up but still lie to raise their status. One of them has the following talking manner: he mentions famous people by their nicknames. I tell a story and say: Obamachka ran, Pituka rushed in.

- You know Breddy right? I raise my status: Look what kind of relationship I have with these people. You know right?

In the Georgian context, it happens often that you mention everyone in your conversation as a brother, but as soon as I ask the "brother" about you, he will not even remember you. Why are you lying? – For the status. I can remember another example regarding age. My nephew was in his first grade, I took him to school. I see that 3rd-grade guys stand on one side and one of them tells the other three:

“I took girls to Tksneti, I opened champagne, etc”. You should have seen the faces of the guys who were listening, their eyes were almost popping out. It is obvious he was telling a story of an adult. It is clear that he is lying, but he shows that he is a man. One young man had a problem - he was very concerned that he was small. Only then I realized that the short person worries about his height even though he might not be experiencing any embarrassment from society. I saw from the survey that in reality, no one looks at him as short, but he still feels that way. As I studied this issue, I discovered that the lies that short boys tell are rooted in them being beaten. They also practice more to protect themselves to resist intimidation, even when no one is trying to bully them.

The stories of tall guys were related to girls. Tall people don't lie about beating someone. However, they lie about girls because they need social status. We should distinguish in a child's lie the following: in the beginning, at a small age, a lie is a fantasy and they need to develop. Then it is about earning social status. However, after going through these stages they still continue lying in adulthood we end up with a different psycho type. You should not lie to raise your status.

What else shall we learn about a lie? I mentioned kids and I want to advise you not to ask kids if you want to find out the truth. The kid's fantasy is very well developed, you might receive incorrect information from them. If you have no other way and you need to get the information out of a child, don't dictate anything. None of your questions shall contain a clue. I will recall my mistake. My child was 3 or 4 years old when we lost the TV remote control at home. After a careful search, we decided to ask the child if he took it. And that was my mistake. I asked the question in the wrong way: Son, did you throw it out? He quickly confirmed. When I asked where he threw it he took me to the balcony and showed me. Nothing was visible on the ground. We bought a new remote control. Later we found the old remote control at home, which had fallen under some other things. I figured that the child using his phantasy and our provocation, created his story of how he threw the remote control away.

To check we asked him once more, where he threw the remote control and he again pointed at the balcony. He believed in his own story. It is a fact that people had been arrested based on the children's testimonies. Children may create tension between spouses by telling lies. Please, keep this in mind! They are great at manipulating and if they feel that you react and trust them, see what might happen to you. Therefore, we must check children's fantasies.

Guest: when a person lies they change objective reality and we should consider this a lie, but when the objective reality is different and we distort it without knowing?

Zura: Firstly, let's agree that "objective reality" does not exist. As soon as I say something, this is already subjective. The objective is only one thing said by Descartes: „I think, therefore I exist". Secondly, if someone changes the reality, why is that a problem, for example, if someone tells something different from reality, so what?

Guest: when I say "now I have my hat on" and I don't have a hat on and what I see is different from what I feel. This is a lie in my view.

Zura: No, that is a controversial issue, and I will tell you why. One thing is to communicate with yourself, but it is not reality that impacts you, subjective reality makes the impact. Imagine you walked your lover home, and you are coming back. It is raining. You are getting wet, but you are so happy you don't pay attention to it. Somebody also is outside, and he/she also got wet and is cursing the weather. Both of you are wet, this is objective reality! But you are happy, and he/she is unhappy because subjective communication in these cases is completely different. A human being is a biological creature and the whole social process is analogous to biological mechanisms. We behave in society based on our biological mechanisms. We repeat what is embedded in us naturally and this is natural. That is why the objective is subjective. We create 'realities' Do you know in half a minute you can get rid of things which make you nervous and don't worry at all? If we want to control the process, we must know what communication we establish with ourselves and the world around us.

You can discuss any action as a theory of the game. What is a game? If you and I agree on certain rules this is already a game. We play a lot of things, like family or work.

We often consider an idea as objective if it is generally accepted. General acceptance doesn't mean it is the truth. Everyone thought the earth was flat and only one person insisted it was round. And meanwhile, we base our judgments on things that are generally accepted! It can never become only an obvious and unconditional argument. It means nothing that 100 people said something. It can be right or wrong. But we think something is true because many people said so. This is it. If I say something very different, I seem subjective, and you, because you say generally accepted things, you seem objective. These things are controversial. If you take the notion that you are human and human relations are important, then the phenomenon of a lie is automatically important. There is a movie "adventure seekers" and the situation is that one woman loves a man (actor Lino Ventura), the other actor (Alain Delon) loves that same woman.

This woman dies first and then the man who loved the woman. Before his death, the friend tells him: "that woman told me she loved you," - of course, he lied. The dying person smiles and dies. Would it have been right if the friend didn't lie and instead said that the woman actually loved him and not the dying person? This kind of truth would have been disgusting. You can't even imagine how much humanity and aesthetics contain this lie.

A lie is an indispensable part of our lives and this is not a tragedy. On the contrary, when a person lies to me, I think to myself, what is his intention? Why is he/she doing this? If he/she wants to seem nice, let it be, let her say the lie. When Pupala talks about Shiola, what does it tell us? She is a person who wanted to have a partner. Should I prove to her that she didn't have a partner? Wouldn't that be the objective reality? And would this be a human act?

We saw that this lie is not as terrible as we thought, because it has a certain function. Why should I have aggression towards a person when he does something with a functional meaning? Yes, he/she lied to me, but it is on me to decide if I believe it or not, why should I insist he is lying to me? What for?

Let the people be and you will see how many lies they will tell you. And they are so happy when they do!

Guest: when another person lies, we often notice this, but often we lie to ourselves, and this is very hard and painful. I, for example, want to be able to understand when I lie to myself straight from the beginning. Sometimes a lie reveals itself after a couple of years when it is too late. I will tell you one example. My acquaintance, she is 65 years old and had an amazing family. Lately, she often complained that her husband was not inspiring her anymore, their process of divorce lasted for 5 years. The husband didn't want a divorce and the woman moved to a completely different country. Very soon this man met another woman

and moved in with her. The former wife went into hysteria and isn't feeling well until now. She can't accept the fact that she was the initiator of a divorce and realized that she lied to herself.

Zura: Here we face egoism. A person is an egoist to the extent that she reacts to any loss.

Let me give you an example, a guy loves a girl, he goes crazy about her, but she shows no interest in him. As soon as the guy gets married what is a girl doing? She starts scrolling his Facebook and investigating whom he married. Now she has an interest to know everything even though she didn't pay attention to him and was not interested in him. And she will calm down if she concludes that the new girl is no better than her. This is the moment of loss. I feel good as long as I am the initiator. However, when I lose it, I no longer like it. The egoism comes into action, the regret of loss.

Guest: we also have certain illusions, but how should we know if we lie to ourselves?

Zura: This is a controversial issue. Maybe your illusions are wrong? You don't lie to yourself, however, at a certain moment you say, that what you said before was a lie. The mind is adapted to self-defense.

Not long ago someone wrote to me that she felt bad. I asked the reason. The person said she was fighting with herself. I said that this was good. The person asked what was positive about this. The positive thing is that you will come out as a winner, I said. If you fight yourself, you will win of course! Either it wins or you win! Whom are you fighting with? You fight! With whom do you fight? With yourself. In any case, you are the winner. We feel bad because of our thoughts, and we feel good because of our thoughts. Therefore, if we learn to manage the content of our thoughts, we will learn how to manage our emotions as well.

Reality is defined by our emotions and communication with ourselves. You can wake up in the morning and say that you are very unhappy. If you continue thinking this way, you might even end up with suicidal thoughts. The other way is to build this structure differently. Trust me, the main thing is not to be afraid of making a mistake. A person who is afraid of making a mistake freezes and doesn't know which direction to take, left or right. If you face this kind of alternative, just go, but later admit that you made a mistake. What is the problem? You will remember your mistakes in life better than right steps you took. Sitting in one place is the worst: should I get married or not?

Just get married or don't get married. You can be happy with both outcomes. This is not difficult, why are we different? Due to the views about the world. Let's call it the "concept of life". I have my conception, you have yours, and this is the difference. What I offered you is also a concept. I don't have an ambition that it is the truth, I am just saying that if you live based on this concept, you feel better. It does not require finances or anything. If my happiness is based on having one million, I will be unhappy until I have a million, but if I learn to be happy with the smaller things, this will be a different matter.

Now let's talk about the second part of a lie. Can you notice if someone lied to you? Of course, you can. In my case, when I had an assignment to figure out if someone lied to me, I didn't make a single mistake. But let's agree that this is easier when I am assigned to figure this out. What should be paid attention to? If a slick liar talks to you, he/she tries to give you many details so the story is more reliable Why? As much as I might be a great liar, lying still puts me in some sort of discomfort. Hence, if I said a lie, then the whole zone of my story puts me in discomfort. For example, if I told you that before coming here, I spoke with Celentano, this will be a 100% lie. However, if I start to give you detailed information: before I came here, first I drove, then I thought to park my car at home, etc, see what happens. I tell you completely realistic details and add some lies to it. I decrease my discomfort level with this. But this is not the definitive indicator of a lie. There are people who have this type of storytelling manner.

Regarding the other, more important topic, this is body language. Practice shows, that if you learn body language well, you will know when someone tells you a lie with a high probability. The only case, you might not be able to figure out the lie, is when the teller himself believes in this lie. However, such cases don't happen often. Two types of gesticulators exist: illustrators and manipulators. Illustrator is the one who tells the story and performs what he/she says. To describe better, the illustrator says: "I was there and the mountain was so big"... and he/she raises his/her hand, to show you how big the mountain was. In addition, the illustrator might be expressing emotions. "Do you know how great it was?" - this adds expressionism. Observing illustrators will not give you the result, you will not understand if he/she lies.

What kind of people are the manipulators? Any movement or emotional attribute added to the story that the story doesn't need is a manipulation. Manipulation is spinning in the hand things that have nothing to do with the topic, unnecessary actions, for example, straightening the collar, in the case of women - twisting an earring, spinning a ring. In short, everything that does not need to be used for emotional reinforcement of what is being said, nor for illustrating something, not for self-soothing, or for controlling emotions.

Maybe the story is not a lie, but it is a lie if a person hides something. I am talking to someone and he/she appears to be a manipulator: he/she scratches his/her head, what should I do, should I tell him/her that I know he/she is lying? We can't do this. It should be done this way. If you don't know a person and you want to know if they are lying, you should talk to them for at least 20 minutes. If you talk with them for an hour, it is even better.

During this conversation, you should speak about neutral topics, so that you almost exclude the necessity of a lie. If a person has a habit of scratching his head, this cannot be used as an indicator of lying. Within an hour, there is a greater chance that he will reveal some habits. Then you exclude the manifestation of the habit, do not perceive it as an indicator, and continue researching the storyteller. If a manipulator is triggered, you should be 80% sure that he/she is hiding something. If you are not in a hurry you can remove the tension again and continue talking about general topics and then go back to the one you are researching. If the manipulator appears again, you are 99% right.

A lie is hidden in three emotions: fear, shyness, and satisfaction. If you know the general context, then you will know well which one of them hides a lie. To make it more clear, let's take an ordinary daily life: a woman got suspicious that her husband might be cheating. If he has a lover, she will ask him: do you have a lover? Which emotion will hide the lie? This is the fear. Fear of what? This is not a fear of leaving the family, the man doesn't think about that, the fear is driven by the following questions: how does she know? From whom? We often say: "look me in the eye". If a person doesn't look me in the eye, should I conclude the person is lying? In reality, this isn't right. Because you have also lied to someone while looking at them in the eye. This is not the indicator. In case of fear, they look you in the eye to understand how do you know. Now another case, standard situation: she knows he is cheating, but how does she know? Women often tell me that they accidentally saw a mobile phone. How can you accidentally look at the mobile? But they saw and read: "last night was amazing, I want more..." and she goes to her husband and asks: what is this? What emotions will it trigger in the husband? Shame! Regarding satisfaction, he is not satisfied with the fact that he has a lover, but he is satisfied knowing he can lie to you. For example, I tell you that at this place, you can buy great things, or that I can travel to Paris with a dollar, and so on. The indicator in this case is the lower part of the mouth, you can find a smile, micro-smile. in the fake facial expressions of the presenter and the respondent.

If I go to the investigation institution to see a criminal, which emotion will hide a lie? In any case fear! I should catch the lie there. "my boss told me that you have to go in, he/she is very angry." The lower part of the lips will not be able to hide a lie here.

Getting angry at lying is also very common. For example, if a wife asks her husband if he has a lover and the man immediately goes on the offensive, shouting: "what lover?" this aggression is an indicator that he is lying. The same is true for the gesture of hitting a fist on the table. Punching is a "switch", it is a natural reaction to anger - I hit the table and shouted at you. But when I first shouted at you and then hit the table that is, I hid something! There are many such indicators.

Attention and observation are the most important in detecting a lie. When you're going to reveal to someone that they are lying, it's better to go in two. It is preferable to observe from the side, because some details may be missed during communication. If you are recording, even better, then you can sit down and calmly analyze the reaction to each word. Now there are technologies where the equipment itself records the movement of micro-mimicry and directly tells you what emotion was triggered.

Human acts on their instincts. These instincts are very interesting, but controlling them is very difficult. If while talking on the phone, a person stands sideways from the other people, this means he/she is hiding either the topic or the person he/she is talking to. If a person wants to completely hide the conversation, then he/she turns his back. Notice that he/she will never stand with the microphone towards you because he/she acts on the instinct, with the same instinct he/she stands up when the boss is calling.

With this conversation, I tried to show you the lie from a different angle, hope it was an interesting conversation for you.