

Contents

<i>Preface</i>	<i>page</i> xi
<i>Acknowledgments</i>	xiii
1 What is a lie?	
Introduction	1
Definitions: lying and deceiving	10
2 Where lies are expected	
A diversity of domains	20
Warfare	23
Politics	30
3 Ambiguous domains	
Courts and police	36
Advertising	44
Bureaucracies	47
History and tradition	49
Harmless and not-so-harmless lies	51
4 Science	
Natural science	55
Social science	57
5 Cultural diversity	
Diversities of culture	65
Lebanon	70
Greece	72
Social class	75
6 Relations	
Diversity of relations	79
Outsiders	80
Partners	82
Relations of domination	83
Relations of subordination	84

Contents

7	Self-deception and connivance in deceit	
	Self-deception and self-delusion	87
	Connivance	98
8	Telling and detecting lies	
	Socialization and personality	103
	How to tell lies	108
	Language	115
	How to detect lies	117
9	Benign untruths: the discourse of fiction	122
10	Evaluations	136
11	Do we have to have lies?	
	Evolutionary perspectives	147
	Optimal arrangements	155
	Conclusion	165
	<i>References</i>	169
	<i>Index</i>	193