Disentangling deceptive communication: situation and person characteristics as determinants of lying in everyday life
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This dissertation is the result of many years of inspiring work on the research project of lying and deception in everyday life. In January 1994, I started working for the department of Psychological Methodology under the supervision of Professor Johan Hoogstraten and dr. Katharina Meerum Terwogt-Kouwenhoven. Although there was a research plan, I started quickly to work in my own (perhaps overly enthusiastic) way. The result was many studies conducted on my own as well as in collaboration with several faculty students. Not all of these studies are included in the present dissertation. I choose to include the studies that together provide the widest range of insights into the phenomenon as well as the widest range of research strategies used. I also decided that the project should come finally to an end after having left the university in 1998 for a job at an independent research bureau, where working time and cost efficiently has become my daily obligation. Although it was not very time efficient, I like to thank Johan and Katharina for letting me do the research project in my own way. It contributed certainly to the great feeling I acquired when writing the last parts and bits of this dissertation.

I like to thank the many students with whom I worked very pleasantly and inspiring. I especially like to mention Tanja ten Kate, Carlien Bul, Sinjke Sieswerda, Liesbeth Heuts and Marg van Eenbergen. Also I like to thank Monique Crooy, Jaro van der Ende, Milja Falentijn, Jutka Halberstadt and Nieske Winters who participated in the study described in chapter 2. The different colleagues who read one or several chapters or articles before submission I like to thank for their time and effort. Here I mention Pieter Koele, Don Mellenbergh, Bertjan Doosje, Pieter Willems and Sabina Kef. Special thank goes to Annet Nienhuis for her work on the larger part of the layout of this manuscript. Here, I also want to thank professor Peter Robinson from the University of Bristol, whom I met during a conference in Canada and later again in Ireland. As he is the author of a complete overview of the literature on deception research, I valued immensely his comments on parts of my manuscript in progression.

During the period I worked on this dissertation I experienced the sometimes pleasant and sometimes not so pleasant interest of the media for my work. It was pleasant when for instance I was encouraged to tell 'my story' based on the sometimes fascinating questions
asked by the different journalists. It was not so pleasant when I felt that what was written as allegedly said by me, was not always what I thought I had actually said. It surely made me aware of the fact that what we are reading in papers and journals should not be taken to be literally true.

What certainly is true, is that I am grateful to my parents Frans and Jose and my sisters Ilona and Mariëlle for continuously showing interest and providing me support. They always asked me questions about what I discovered and tried to contribute by reading or commenting on my thoughts and ideas. Also I thank them for continuing to show faith in me becoming a doctor one day. Most of all I like to thank Aaldrik Haaijer for coming into my life and giving me all the love, support and space to work on the final version of my dissertation. His sometimes very critical enquiries on what I had done and what I was doing certainly helped to clarify my thinking and as a result improved my writing. I hope you will all be proud of what I made out of it.

I like to acknowledge Pieter Willems and Sabina Kef whose friendship and support made completion of this dissertation so much easier. Already several years ago, I carefully picked them as my two “paranymphs” as I hoped and imagined that they would be very well able to help me through the process of ending my scientific journey. I was, and still am, very happy that they agreed upon their task, so “Thank you very much!”.

Finally, I like to thank all the friends, family members, colleagues, acquaintances and even neighbours who showed their interest for what I was allegedly doing all those years. I hope they will enjoy reading the “Uitgebreide Samenvatting” (Dutch Summary) of this dissertation and even learn something new from it.
"Pinocchio, if you are brave, truthful, and unselfish, you will be a real boy someday," said the Blue Fairy.

....

The Blue Fairy appeared and asked Pinocchio why he hadn’t gone to school. Pinocchio lied and told her he had been kidnapped. Suddenly his nose began to grow. When Pinocchio finally told the truth, the fairy set him free. "I forgive you this once, Pinocchio. But this is the last time I can help you. Remember, a boy who won’t be good might just as well be made of wood!"

....

Suddenly the Blue Fairy appeared once more. Waving with her magic wand over Pinocchio she said, “Now you have proven yourself brave, truthful, and unselfish. Today you will become a real boy. Awake, Pinocchio, awake!” Jiminy Cricket watched as his friend came to life. Their troubles were over and Jiminy’s job was done. At last, Geppetto’s wish for a real son had come true.

(Pinocchio. From Disney’s Storybook Collection, 1998 by Disney Enterprises, Inc.)