Behavioral Analysis

2026-09-25T16:01:54.572Z

CONFIDENTIAL · BEHAVIORAL ASSESSMENT

# Subject — **Trevor Milton**

Trevor Milton on Bloomberg. Sept 8, 2020


| | |
|---|---|
| SUBJECT | Trevor Milton |
| VIDEO | Trevor Milton on Bloomberg. Sept 8, 2020 |
| BASELINE | 3 videos · 0.1 min total |

**42** /100 typical · CapoScore

MODERATE

peak **82** baseline typical **46** **-4 pts · within noise**

72 sentences · 7 at review cut 65

Behaviour-adjusted: delivery moved 61 of 72 sentence scores; the figures above are the adjusted values.

## CAPOSCORE — RISK GAUGES

SENTENCE SCALE, 0–100

**42** / 100
TYPICAL SENTENCE
MODERATE

**4** / 100
DEVIATION FROM BASELINE
LOW

**82** / 100
WORST SENTENCE
HIGH

## DELIVERY SIGNAL — SHARE OF SPEAKING TIME

8 STATES · MULTIMODAL 18 · AUDIO_ONLY 6

| | |
|---|---|
| Composed | 0.0% |
| Smooth | 4.1% |
| Face–voice mismatch | 78.7% |

| | |
|---|---|
| Elevated–negative | 0.0% |
| Hesitant | 0.6% |
| Elevated–positive | 0.0% |
| Assertive | 7.4% |
| Unsteady voice | 2.9% |

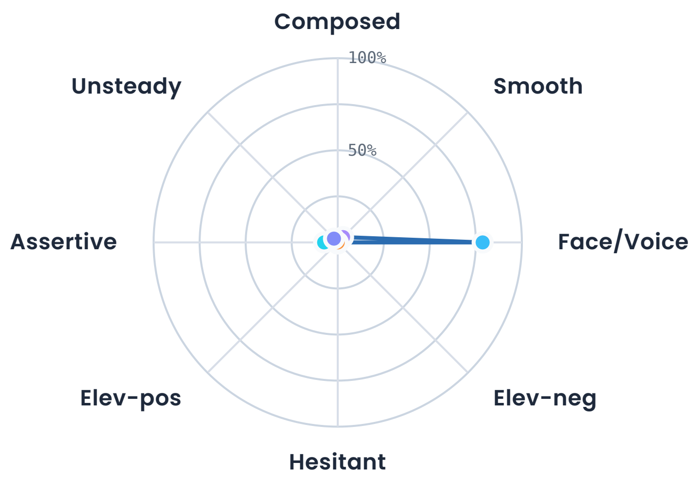
BASELINE **6.3%**

Measured, and nothing departed from this reference. A result, not a gap.

24 utterances · 361.206s of speech · utterance length 2.12–48.547s (median 11.8s)

## DELIVERY PROFILE — SHARE OF SPEAKING TIME

8-AXIS · DESCRIBES DELIVERY ONLY




### SHARE OF SPEAKING TIME

| | |
|---|---|
| Composed | 0.0% |
| Smooth | 4.1% |
| Face–voice mismatch | 78.7% |
| Elevated–negative | 0.0% |
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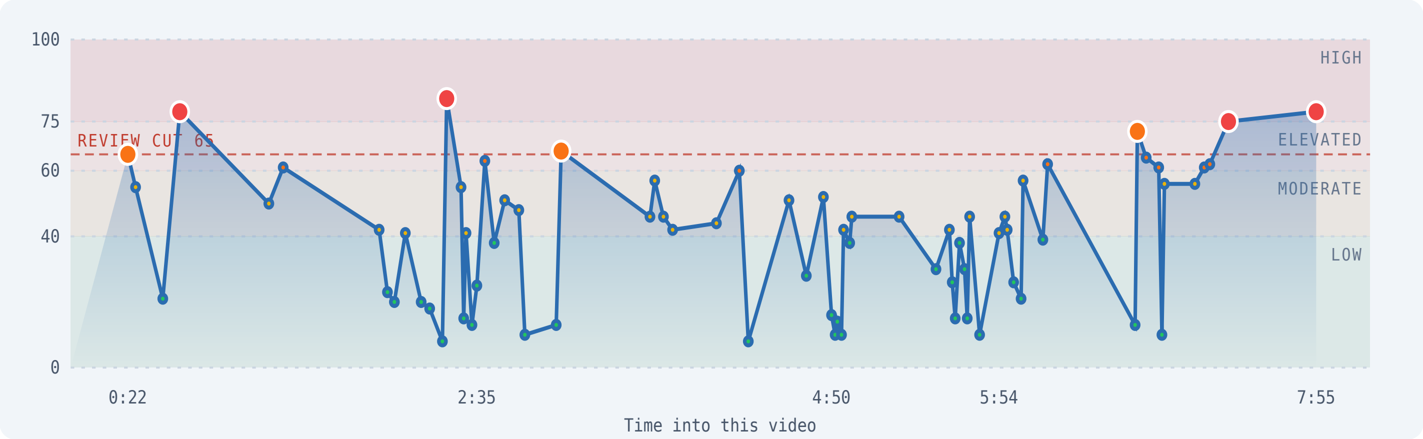
## CAPOSCORE TIMELINE — SENTENCE TIMELINE

72 SENTENCES · 8:15 · 7 AT OR ABOVE THE REVIEW CUT OF 65




TRIGGER EVENTS — FLAGGED SENTENCES

7 AT OR ABOVE THE REVIEW CUT

| Time | Sentence | Score |
|---|---|---|
| 2:23 | And we've got over 10 billion in pre -orde... | 82 |
| 0:41 | The second thing that they bring to us re... | 78 |
| 7:54 | know my my answer is is if people want t... | 78 |
| 7:21 | and we can help you realize that but we'... | 75 |
| 6:46 | Nikola is probably one of the most exciti... | 72 |
| 3:07 | We've already built the Badjer from the g... | 66 |
| 0:21 | Yeah, it's actually a great, really good de... | 65 |

## Bottom Line on Trevor Milton

§ 01

The strongest single moment in this session is the claim at **[2:23]**, scored 82: "And we've got over 10 billion in pre-orders for those trucks that are waiting to be built." This sits far above the rest of the interview and anchors a small but real cluster of elevated statements — the batteries/savings claim at [0:41] (78), the stock-timing remarks at [7:54] (78), the Tesla comparison at [7:21] (75), and the brand-excitement line at [6:46] (72). The session's overall typical delivery (median 42) sits only 4 points from Milton's own baseline of 46, a deviation inside noise and not itself alarming, but that calm topline masks concentration: 7 of 72 sentences land at or above the review cut, with a peak of 82, and the pattern is one that **shows some properties associated with deception** clustered around specific quantitative and promotional claims rather than spread evenly through the interview. Worth a second look at 2:23, 0:41, 7:54, 7:21, 6:46.

## Topic-Level Summary

§ 03

| TOPIC | MEDIAN | PEAK | LEVEL | TIME RANGE |
|---|---|---|---|---|
| Nikola stock and future outlook | 61 | 75 | ELEVATED | 6:16 - 7:54 |

| TOPIC | MEDIAN | PEAK | LEVEL | TIME RANGE |
|---|---|---|---|---|
| Badger truck components | 46 | 66 | MODERATE | 2:54 - 4:18 |
| GM Nikola partnership deal | 41 | 82 | MODERATE | 0:00 - 2:54 |
| direct sales regulations | 38 | 62 | LOW | 5:09 - 6:16 |
| production volume strategy | 33 | 60 | LOW | 4:18 - 5:09 |

## Key Findings

§ 04

### 01

#### A Cluster of Elevated Claims Around Financial and Order Figures

Five statements score at or above the review cut, led by the pre-order figure at **[2:23]** (82) and the battery-savings claim at **[0:41]** (78). The pattern **shows some properties associated with deception** concentrated on specific dollar-figure and order-volume assertions rather than on the interview as a whole. Worth a second look at 2:23, 0:41, 7:54, 7:21, 6:46.

### 02

#### GM/Nikola Partnership Segment Carries the Session's Peak

The GM Nikola partnership deal topic (0:00–2:54) posts a topic median of 41 but a peak of 82 across 24 sentences, with 3 of them above the review cut — the widest median-to-peak gap of any topic in the session. This is a topic-selective spike rather than a generalized elevation: the surrounding conversational baseline in that segment is unremarkable, and the concern sits on specific sentences within it.

### 03

#### Stock-Outlook Discussion Runs Elevated as a Whole, Not Just at Its Peak

The Nikola stock and future outlook topic (6:16–7:54) carries a topic median of 61 — itself in the Elevated band — with a peak of 75 and 2 of 10 sentences above the review cut. Unlike the partnership segment, where elevation is confined to isolated lines, this topic's typical sentence is already elevated, consistent with topic-selective stress specific to forward-looking valuation talk rather than a single outlier remark.

### 04

#### Delivery Is Dominated by a Single Face-Voice State

78.7% of speaking time falls into a face-voice mismatch state, dwarfing Assertive (7.4%), Baseline (6.3%), Smooth (4.1%), Unsteady voice (2.9%), and Hesitant (0.6%). This concentrated shape — one state accounting for nearly four-fifths of speech — is the distinguishing feature of this session's delivery, and it co-occurs with the flagged claims rather than replacing or softening them.

*05*

### Facial Affect Diverges Sharply From This Subject's Own Reference Range

Anger-related facial metrics deviate from Milton's baseline by extreme margins (Angry P50 sigma 48.7, Angry P10 sigma 46.5, Angry Mean sigma 14.0), while calm/neutral facial presence collapses (Neutral P50 down 91%, sigma 5.2) even as spoken valence measures rise (Valence P50 up 486%). This divergence sits underneath the confident, promotional claims flagged above and adds texture to — but does not by itself soften — the elevated sentences already identified.

## Predictive Assessment

§ 05

| SCENARIO | PROBABILITY | BEHAVIORAL BASIS |
|---|---|---|
| **Future interviews containing specific order-count, revenue, or savings figures are likely to reproduce similarly scored peaks.** | HIGH | The two highest-scoring sentences in this session (82, 78) both attach to concrete financial/order figures, and this pattern has recurred as the peak-driver in the GM partnership segment. |
| **Forward-looking stock or valuation commentary will continue to run at an elevated typical level rather than only spiking occasionally.** | MODERATE | The stock-outlook topic's median score of 61 is itself elevated across 10 sentences, not driven by a single outlier, indicating a topic-level rather than moment-level effect. |
| **Routine technical and regulatory discussion will remain calm and unremarkable relative to this subject's own baseline.** | MODERATE | The production volume strategy and direct sales regulations topics show zero sentences above the review cut and medians (33, 38) well below the session's own median. |
| **Confident, promotional delivery will continue to pair with a dominant face-voice mismatch state rather than composed or hesitant states.** | HIGH | Face–voice mismatch accounts for 78.7% of speaking time, far exceeding all other categorical states, and coincides with the session's flagged claims. |

| DECEPTION RISK | BASELINE Δ |
|---|---|
| MODERATE · 42 | LOW · -4 |

## Topic Deep Dives

§ 06

Topic 01

### Nikola stock and future outlook

61

ELEVATED · 45

+19 vs baseline

evidence MODERATE

VERSUS BASELINE

The rise above this speaker's face typical tracks a shift from general brand description into promotional superlatives and hedged claims about a specific corporate relationship, a combination not present elsewhere in this speaker's scored history since this topic has not been seen in any other session. The elevation is concentrated in two short stretches rather than sustained across the full window, pointing to topic-specific escalation rather than a general baseline shift.

A **+19 point deviation** from this speaker's face typical of 42 coincides with two flagged statements in this window, the sharper being the 7:21 remark on a possible future tie with GM — *"and we can help you realize that but we're not you so if we can let you be you and us be us we can make this work and so there may be something more with them down the road no doubt and if we ever decided to do anything..."* — scored **75/100**. Paired with a promotional claim at 6:46 scoring **72** ("Nikola is probably one of the most exciting brands in the world"), the stretch **shows some properties associated with deception**: sweeping brand enthusiasm sitting directly beside hedged, qualifying language on the specific question of a further corporate relationship. The pattern is consistent with a rehearsed promotional narrative delivered under raised physiological arousal rather than calm, settled recall.

RISK SECTIONS

**Section 1 of 2** 6:45-6:55 **1 flagged** **peak 72** typical 62

Milton is describing Nikola's brand positioning and its stated role in reducing pollution in a major industry.

The statement at 6:46 ('Nikola is probably one of the most exciting brands in the world') scores 72, well above the review cut, framed as an absolute superlative rather than a measured claim. The surrounding context sentences at 6:45, 6:50 and 6:54 sit below the cut (13, 64, 61) but trend upward toward the flagged line, suggesting the promotional framing builds rather than appearing in isolation.

Nothing notable

*"Nikola is probably one of the most exciting brands in the world."*

**Section 2 of 2** 7:12-7:54 **1 flagged** **peak 75** typical 62

Milton recounts a conversation with GM's Mary Barra about the companies' relationship and leaves open whether a deeper tie could develop in the future.

The statement at 7:21 scores 75, the peak of the entire window, built from hedged qualifiers ('there may be something more... no doubt', 'if we ever decided to do anything') layered onto assertive, confident delivery. Context sentences at 7:12 and 7:14 (61, 62) sit just under the cut, indicating the elevated language begins to build before the flagged line rather than appearing without lead-in.

Heart rate extremely elevated | Limited baseline

Heart rate rose to an extremely elevated level for this video with a distinct spike confined to this section, and negative facial affect ran higher than average through part of the same stretch, while voice stress stayed typical for this video; the delivery itself reads as a face-voice mismatch, with raised vocal arousal and vocal dominance up. Heart rate and negative facial affect moving together while the voice stays comparatively steady is consistent with a face at odds with the voice during the hedged statement on a further GM relationship, though the limited baseline for this speaker and the absence of a prior session on this topic keep the reading provisional.

> *"and we can help you realize that but we're not you so if we can let you be you and us be us we can make this work and so there may be something more with them down the road no doubt and if we ever decided to do anything we would talk to them first"*

## TRANSCRIPT HIGHLIGHTS

7:21s **75**

"and we can help you realize that but we're not you so if we can let you be you and us be us we can make this work and so there may be something more with them down the road no doubt and if we ever decided to do anything..."

The peak-scoring statement of the window, combining hedged, qualifying phrasing about a specific future corporate relationship with assertive delivery and a face-voice mismatch.

6:46s **72**

"Nikola is probably one of the most exciting brands in the world."

An unqualified promotional superlative delivered ahead of the specific question about business outlook, scoring well above the review cut.

6:50s **64**

"The main reason why is that we're solving the pollution in the second largest industry in the World."

A supporting justification for the brand claim, sitting just below the cut but continuing the elevated framing established at 6:46.

7:14s **62**

"She said, look, Trevor, you guys bring a tremendous amount of innovation, excitement, fun, technology,"

A third-party attributed quote that builds the narrative leading into the peak-scoring hedge at 7:21.

7:12s **61**

"And Mary's really genius."

An introductory framing statement that precedes the elevated stretch discussing the GM relationship.

BOTTOM LINE

The promotional claim at 6:46 and the hedged statement on a further GM relationship at 7:21 **show some properties associated with deception**, combining sweeping brand framing with qualifying language on the specific forward-looking question. Worth a second look at 6:46, 7:21.

WHAT THE DATA SUGGESTS

- → The jump from context-level scores into the 72-75 range tracks specifically with promotional and forward-looking claims, not with the general discussion of Nikola's operations.
- → The face-voice mismatch and heart-rate spike confined to the GM-relationship passage suggest the hedged phrasing at 7:21 was delivered under genuine raised arousal rather than flat, rehearsed recitation.
- → The absence of any prior scored session on this topic means the elevation cannot yet be compared against this speaker's own established pattern for discussing stock outlook.
- → The upward build in context sentences before each flagged line suggests the elevated framing develops across the exchange rather than appearing as an isolated spike.

*AI-generated assessment from CapoScore behavioural data; not a determination of truthfulness.*

Topic 02

## Badger truck components

46

MODERATE · 12

+4 vs baseline evidence LOW

VERSUS BASELINE

The +4 point shift reflects one isolated statement about component ownership and GM sourcing rising briefly above the surrounding conversation, not a broader change in how this person discusses the subject; with no prior scored session on this topic, there is nothing to compare this window's shape against beyond the person's overall face typical.

The window on Badger truck components runs +4 points above this person's face typical, with a single sentence — the explanation of GM parts-sourcing at **[3:07] scoring 66/100** — crossing the review cut. Surrounding sentences at 3:05 (13), 3:40 (46), and 3:42 (57) sit below the cut, and the topic shows **no deception-like properties in this window**. The shift from typical 42 to 46 here is a modest level change, and the behavior across this stretch of the conversation was unremarkable.

RISK SECTIONS

**Section 1 of 1** 3:05-3:45 **1 flagged** **peak 66** typical 52

Trevor Milton walks through how the Badger's components are sourced, describing Nikola's own build work alongside a parts-commonization arrangement with GM to reduce cost on items like window regulators and inverters.

The section carries a typical of 52 and a single peak at [3:07] scoring 66/100, coinciding with the statement that 'everything in it is owned by Nicola' before pivoting to the GM leverage explanation. The bracketing sentences at [3:05] (13), [3:40] (46), and [3:42] (57) stay under the cut, so the elevation is isolated to one statement rather than a run of flagged language.

Nothing notable

*"We've already built the Badjer from the ground up ourselves so everything in it is owned by nicola what we decided to do is leverage common parts with gm i'll i'll tell you for those who don't know general motors has th..."*

## TRANSCRIPT HIGHLIGHTS

185s-195s **66**

"We've already built the Badjer from the ground up ourselves so everything in it is owned by nicola what we decided to do is leverage common parts with gm"

The single sentence crossing the review cut, delivered while asserting full ownership of the design immediately before introducing the GM parts arrangement.

208s-253s **57**

"It doesn't mean that we're not doing anything."

A defensive-toned clarification following the ownership claim, scoring below the cut but elevated relative to the section's other context sentences.

208s-253s **46**

"That's the value you get with GM."

A neutral framing statement sitting at the section's typical level, offered as justification for the commonization strategy.

185s-195s **13**

"Yeah, so, I mean, here's the important thing to know."

A low-scoring lead-in that sets up the ownership and sourcing explanation without carrying any flagged content itself.

**BOTTOM LINE**

The window shows no deception-like properties in this window; the single 66/100 sentence at 3:07 reflects a brief, isolated elevation during the parts-sourcing explanation, and the behavior across this topic was unremarkable.

## WHAT THE DATA SUGGESTS

- → The isolated peak at [3:07] suggests a momentary tightening of language around the ownership claim, not a sustained defensive pattern.
- → The dominance of face–voice mismatch across 87.1% of speaking time describes a consistent delivery shape for this person rather than a topic-specific spike.
- → The absence of a flagged cluster around the direct question of parts sourcing points to a single-statement elevation rather than a repeated evasive pattern.
- → The lack of a prior scored session on this topic means this window's shape cannot yet be compared to how this person has discussed Badger components elsewhere.

*AI-generated assessment from CapoScore behavioural data; not a determination of truthfulness.*

Topic 03

## GM Nikola partnership deal

41

MODERATE · 48

-1 vs baseline

evidence MODERATE

**VERSUS BASELINE**

The topic's overall typical barely moves off this person's face-typical, but that flat average conceals a sharp internal split: general framing and descriptive statements score near or below baseline while the specific, quantified claims about the deal's value — battery savings, pre-order totals — spike well into the flagged range. The deviation is not a shift in overall demeanor but a concentration of elevated scoring onto the concrete financial assertions within an otherwise unremarkable topic average.

This topic sits 1 point below this person's face-typical of 42, a deviation inside noise, but three specific statements broke the review cut against section typicals as low as 18. The strongest is **"And we've got over 10 billion in pre-orders for those trucks that are waiting to be built"** at [2:23], scored 82 — more than four times the 18-point typical of the stretch surrounding it. The claim about GM's battery cost savings at [0:41] scored 78, and the opening characterization of the deal at [0:21] scored 65. The pattern is consistent with a cluster of flagged, quantified financial claims about the GM partnership carried on a distribution dominated by cross-channel mismatch across 77.4% of speaking time, and it shows some properties associated with deception.

**RISK SECTIONS**

**Section 1 of 2** 0:21-1:23 **2 flagged** **peak 78** typical 58

Milton characterizes the GM partnership as mutually beneficial, framing the OEM's supply chain and battery costs as the core value delivered to Nikola for the Badger program.

The section opens already above the cut with the general deal characterization at [0:21] (65/100), then peaks at [0:41] (78/100) on the specific dollar-figure claim about battery savings. Surrounding context sentences describing the difficulty of building factories and supply chains score far lower (21-58), showing the elevation concentrates specifically on the affirmative, quantified claims rather than the descriptive material.

Nothing notable

*"Yeah, it's actually a great, really good deal for both parties."*
*"The second thing that they bring to us really is the ability to leverage their batteries and their other their other parts been so that would be like their parts supply the batteries alone are going to save nikola over..."*

**Section 2 of 2** 2:16-2:30 **1 flagged** **peak 82** typical 18

Milton contrasts Nikola's partnership-driven strategy with Tesla's capital-heavy approach, then cites the scale of pre-orders and margins for the semi-truck line built with Iveco.

The section typical is just 18, driven down by low-scoring context statements at [2:16] and [2:21], making the single flagged statement at [2:23] (82/100) an outlier spike rather than part of a gradual rise — the pre-orders figure is delivered at more than four times the surrounding baseline.

suspect: sparse face data  Sparse face data

*"And we've got over 10 billion in pre -orders for those trucks that are waiting to be built."*

## TRANSCRIPT HIGHLIGHTS

143s-146s **82**

"And we've got over 10 billion in pre -orders for those trucks that are waiting to be built."

The single highest-scoring statement in the window, a specific quantified claim delivered against a section typical of only 18.

41s-70s **78**

"The second thing that they bring to us really is the ability to leverage their batteries and their other their other parts been so that would be like their parts supply the batteries alone are going to save nikola over..."

A dollar-figure claim about cost savings scored well above the surrounding descriptive material, marking it as a distinct point of elevation.

21s-24s **65**

"Yeah, it's actually a great, really good deal for both parties."

The topic's opening framing statement clears the review cut on its own, setting an elevated tone before any specifics are introduced.

81s-84s

"Honestly, just couldn't wish for anything better."

A superlative closing statement on the GM relationship that sits just below the cut at 61/100, consistent with the affirmative framing pattern seen in the flagged sentences.

**BOTTOM LINE**

A cluster of flagged, quantified claims about the GM Nikola partnership — the battery savings figure at [0:41] and the pre-orders total at [2:23] — scores well above the surrounding context and shows some properties associated with deception. Worth a second look at 0:21, 0:41, 2:23.

## WHAT THE DATA SUGGESTS

- → The elevation concentrates on specific dollar figures and quantities (battery savings, pre-order totals) rather than on general descriptive statements about the deal.
- → Cross-channel mismatch dominating 77.4% of speaking time runs under both flagged clusters, suggesting the pattern is not confined to a single moment but persists through the section.
- → The absence of prior scored sessions on this exact topic means there is no personal history to compare this concentration of high scores against.
- → Assertive delivery accounts for only 13.4% of speaking time, indicating the flagged claims were not simply delivered with unusual emphasis but scored high independent of forceful delivery.

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Topic 04

## direct sales regulations

38

LOW · 12

-4 vs baseline   evidence LOW

VERSUS BASELINE

The dip below face typical reflects a routine explanatory register — describing sales structure and warranty logistics — rather than any tightening of language or rise in strain; the topic has no prior scored session to compare against, so this reading stands on this window alone.

This topic settled 4 points below this person's face typical, and the single highest-scoring line in the window — "And in the next year and a half, we'll have those pretty much all figured out." (62/100, 6:12) — still fell short of the review cut. The window shows **no deception-like properties in this window**; discussion of direct-to-consumer sales structure and warranty partnerships produced a calm stretch with a typical of 38 and no statement reaching 65.

RISK SECTIONS

**Section 1 of 1** 5:15-6:14 no sentence reached the review cut **peak 62** typical 46

The subject described the direct-to-consumer sales model, the decision to retain control of sales, and plans to partner externally for warranty and service infrastructure, including references to how Texas and other states might eventually permit dealer-network cooperation.

None of the section's statements reached the review cut; the highest, [6:12] at 62/100 and [6:03] at 57/100, both concern forward-looking regulatory and service assurances. The remaining statements cluster in the low-to-mid 40s, consistent with a calm explanatory register rather than a defensive one.

Limited baseline

*"And in the next year and a half, we'll have those pretty much all figured out."*
*"We believe that Texas and these other states are going to ultimately allow you to, if you're doing service with them, we believe they're going to allow you to work with them."*

## TRANSCRIPT HIGHLIGHTS

354s-375s **62**

**"And in the next year and a half, we'll have those pretty much all figured out."**

The window's highest-scoring line is a forward-deferred assurance about regulatory resolution, but it remains 3 points below the review cut.

354s-375s **57**

**"We believe that Texas and these other states are going to ultimately allow you to, if you're doing service with them, we believe they're going to allow you to work with them."**

Repeated use of 'we believe' softens the regulatory claim without producing a flagged score.

339s-347s **46**

**"But we're going to part with someone else warranty because we want a nationwide infrastructure immediately."**

A plainly stated operational plan that scores in the moderate-low range with no sign of strain.

333s-338s **42**

**"And we have that right."**

A brief assertive claim of control that stays well within the calm range for this window.

**BOTTOM LINE**

This window shows no deception-like properties in this window: no statement reached the review cut, the deviation from face typical sits inside noise, and the behavior across the direct-to-consumer sales discussion was unremarkable.

## WHAT THE DATA SUGGESTS

- → The absence of any sentence at or above 65 indicates this topic did not produce guarded or defensive speech patterns.
- → The dominant face–voice mismatch share (51.4%) describes a cross-channel disagreement in delivery but occurred without any accompanying flagged content, so it adds texture rather than concern.
- → The concentration of scores in the 41-62 range across the section suggests a consistent, unremarkable explanatory tone rather than isolated spikes.
- → The lack of any prior scored session on this topic means any future session referencing direct sales regulations will be the first point of comparison.

*AI-generated assessment from CapoScore behavioural data; not a determination of truthfulness.*

Topic 05

## production volume strategy

33

LOW · 12

-9 vs baseline evidence LOW

VERSUS BASELINE

The drop below this person's face typical reflects a topic delivered with fewer emphatic or defensive peaks than his average session, not a suppression of expected concern; the single 60-point statement is an isolated high point in an otherwise calm explanatory stretch about production strategy.

Sentence scores in this window sit **9 points below** this speaker's own face baseline (33 typical here versus 42 typical overall), with a single peak at 60/100 on the statement **"We actually provide a tremendous amount of this truck, most of it, actually."** [4:14] -- a level that still falls short of the 65 review cut. No sentence in this stretch reached the cut, and the pattern is **consistent with** ordinary explanatory speech about manufacturing strategy rather than any deception-adjacent signal.

RISK SECTIONS

**Section 1 of 1** 4:14-5:08 no sentence reached the review cut **peak 60** typical 44

Milton describes a deliberate strategy of capping truck production volume, citing Tesla's Model Y quality problems as a cautionary example and framing low-volume output as a choice tied to service and warranty capacity.

The section's highest score is 60/100 at [4:14], with the next-highest at 52/100 [4:47] and 51/100 [4:33]; none reach the 65 review cut, and the section is explicitly marked calm with a typical of 44. Scores decline further on statements clarifying the strategic rationale, such as 42/100 at [4:54] and 38/100 at [4:57], showing no escalation pattern around the direct claims.

suspect: cross-talk | Unreliable: cross-talk | Limited baseline

Negative facial affect reads higher than average within this video for this section while heart rate stays typical, which is more consistent with genuine engagement on the subject than with a mismatch pattern; voice stress could not be read here because of cross-talk with another speaker and is excluded from this reading.

> *"We actually provide a tremendous amount of this truck, most of it, actually."*
> *"We don't, we can go build as many trucks as we want."*

## TRANSCRIPT HIGHLIGHTS

253s-258s **60**

**"We actually provide a tremendous amount of this truck, most of it, actually."**

The highest-scoring statement in the window, but it still falls below the review cut and shows no accompanying escalation in surrounding sentences.

271s-309s **52**

**"We don't, we can go build as many trucks as we want."**

A capability claim delivered amid otherwise calm scoring, consistent with ordinary emphatic explanation rather than a flagged pattern.

271s-309s **51**

**"You know, we've seen this with, and I use, I use Tesla kind of is a good understanding because they've been through a lot of problems and they've learned from them."**

A comparative framing statement scoring in the moderate-low range, unremarkable relative to this person's own baseline.

271s-309s **46**

**"We want to focus on a small quantity that is very profitable and make it a make it an item that just everyone wants and there might not might not be enough supply of it right we're not trying to build a half a million a..."**

A hedged, self-correcting explanation of strategy that scores below typical and shows no signs of a flagged pattern.

271s-309s **42**

**"We're not looking to build a half a million trucks a year."**

A direct volume denial that scores well under the review cut, consistent with calm, unremarkable delivery.

**BOTTOM LINE**

This window shows no deception-like properties in this window: scores run below this person's own face typical, no sentence reaches the review cut, and the behavior is unremarkable.

## WHAT THE DATA SUGGESTS

- → The peak at [4:14] (60/100) reflects emphatic self-correction rather than a flagged deceptive pattern, given it sits below the review cut.
- → The face–voice mismatch occupying over half of speaking time occurs without any accompanying flagged sentence, suggesting expressive delivery rather than concealment.
- → Elevated negative facial affect alongside typical heart rate is more consistent with genuine engagement in explaining strategy than with a cross-channel deceptive signature.
- → The absence of any prior scored session on this topic means the -9 deviation can only be read against this person's overall face baseline, not against his own history on production volume.

*AI-generated assessment from CapoScore behavioural data; not a determination of truthfulness.*

### CapoScore Methodology

Analysis based on facial recognition, heart rate, emotional evaluation, voice stress analysis, and linguistic pattern detection. The CapoScore is a sentence-level composite on an absolute 0-100 scale (higher = more concern), reported for a session as the median, mean and peak of its scored sentences. Behavioral indicators are probabilistic signals, not deterministic conclusions.




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