



Liespotting: Proven Techniques to Detect Deception

By Pamela Meyer

St. Martin's Griffin. Paperback. Book Condition: New. Paperback. 256 pages. GET TO THE TRUTH People--friends, family members, work colleagues, salespeople--lie to us all the time. Daily, hourly, constantly. None of us is immune, and all of us are victims. According to studies by several different researchers, most of us encounter nearly 200 lies a day. Now there's something we can do about it. Liespotting links three disciplines--facial recognition training, interrogation training, and a comprehensive survey of research in the field--into a specialized body of information developed specifically to help business leaders detect deception and get the information they need to successfully conduct their most important interactions and transactions. Some of the nation's leading business executives have learned to use these methods to root out lies in high stakes situations. Liespotting for the first time brings years of knowledge--previously found only in the intelligence community, police training academies, and universities--into the corporate boardroom, the manager's meeting, the job interview, the legal proceeding, and the deal negotiation. WHAT'S IN THE BOOK Learn communication secrets previously known only to a handful of scientists, interrogators and intelligence specialists. Liespotting reveals what's hiding in plain sight in every business meeting, job interview and negotiation: The single most dangerous facial expression...



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