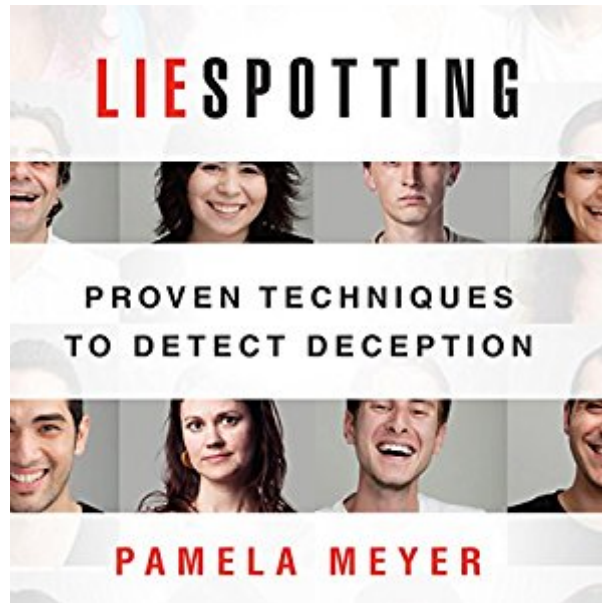


The book was found

Liespotting: Proven Techniques To Detect Deception



Synopsis

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.

Book Information

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Organizational #51 in Books > Audible Audiobooks > Nonfiction > Language Arts & Disciplines

Customer Reviews

You too can write a book about microexpressions by reading enough webpages! It seems like her references were tons of: 1) Interviews; 2) Websites/Internet Articles; 3) Multiply cited (sparse) primary sources (I lost count of how many times I saw the word "ibid" among the references). Several things immediately popped out at me in the course of reading this book (I made it to page 130 and someone expressed interest in buying the and so I *immediately* stopped and sold it to them for something like \$5). 1. There is no index. 2. These are things that the author figured

out herself. Not things that she was trained to know (and if she was a self-trained Ph.D., it would have been fine if she was opening up a new field). I think it's said that a person who teaches himself has a fool for a student³. Book has a babbly, padded feel. Around p. 12: Are you talking about the evolution of lying in humans? Or about increased lying in American society? Or spotting an online liar? Pick one topic and stick with it.⁴ For about the first 21 pages, she tells us what she is *going* to tell us (keep in mind that this is only about a 205 page book). There are also some weird lines of reasoning that were not flushed all the way out:¹. How to distinguish lying for a reason from pathological lying? ². Should highly evolved people be more likely to lie? The highest IQ ethnic group (Ashkenazi Jews) built up their legal system (Halakah) based on honesty and consistency, so that doesn't seem quite true.³. p.23. You can't be lied to without your consent? Um, hello? The reason that you are being lied to is because YOU DON'T KNOW. Can I suppose that all the people who go to university and get ripped off with worthless degrees really consented to that?⁴.

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LIESPOTTING. Proven Techniques to Detect Deception. PAMELA MEYER. St. Martin's Press. I quickly discovered that there was no school in which you could enroll to learn deception detection, and that I would have to cobble together my own liespotting curriculum. First, I arranged to study with Erika Rosenberg, a research partner of Paul Ekman's. Ekman was recently voted one of Time magazine's hundred most influential Americans for his pioneering research into facial micro-expressions (and appeared in Malcolm Gladwell's book Blink). Liespotting reveals the sophisticated lie-detection methods of security experts and interrogators, and arms you with proven techniques to detect deception and build trust. Gain a lasting advantage in business and dramatically improve your personal relationships by learning to decode the body language, facial expressions, words and actions of everyone you encounter. Get started today: Learn to recognize the facial expressions, gestures and language of deception. Master the five-step BASIC method for spotting high-stakes lies. Surround yourself with trusted colleagues, build solid trust in your Introduction I Detecting Deception One: The Deception Epidemic Two: Deception 101 Who, When, and Why Three: Reading the Face Four: Reading the Body Five: Listening to the Words Six: The BASIC Interview Method II Building Trust Seven: Liespotting for High Stakes Eight: The Deception Audit Nine: Building Your Brain Trust Ten: Putting It All Together Appendix I Putting BASIC to Work Appendix II. Rather, Liespotting will introduce the BASIC method, which combines facial recognition with advanced interrogation techniques.