



Liespotting: Proven Techniques to Detect Deception

By Pamela Meyer

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Liespotting: Proven Techniques to Detect Deception By Pamela Meyer

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. Pamela Meyer's *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 to watch out for in business & personal relationships
- 10 questions that get people to tell you anything
- A simple 5-step method for spotting and stopping the lies told in nearly every

high-stakes business negotiation and interview

- Dozens of postures and facial expressions that should instantly put you on Red Alert for deception
- The telltale phrases and verbal responses that separate truthful stories from deceitful ones
- How to create a circle of advisers who will guarantee your success

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Editorial Review

Review

“Every decision maker in your organization should read this breakthrough book. It is practical, hands-on and founded on years of research. It offers the easily accessible methods to spot and stop what has become the most insidious business cost today...deception.” —*Richard Whiteley*, Best-selling author of *The Customer Driven Company*, *Customer Centered Growth*, *Love the Work You're With*, and *The Corporate Shaman*

"All businesses spend a tremendous amount of time and money trying to detect just how truthful people are. The stakes are high. Despite the fact that few of us have never studied how to objectively read people and understand the many established ways of detecting unconscious communication, we are surprised at how often we get it wrong when the whole truth is finally known. This book changes the odds, and does it in a straightforward, useful and engaging way. It's worth every minute you spend reading it."—*Jay Walker*, Founder, Priceline.com and named inventor on more than 400 U.S. patents.

From the Back Cover

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Read *Liespotting* and gain access to a secret language of gestures, words, and emotions. Learn to see through any business or personal encounter, get right to the truth, and build a world of trusted, expert advisers around you.

About the Author

Pamela Meyer is founder and CEO of Simpatico Networks, a leading private label social networking company that owns and operates online social networks. She holds an MBA from Harvard, an MA in Public Policy from Claremont Graduate School, and is a Certified Fraud Examiner. She has extensive training in

advanced interviewing and interrogation techniques, facial micro-expression reading, body language interpretation, statement analysis, and behavior elicitation techniques. For the book *Liespotting*, she worked with a team of researchers over several years and completed a comprehensive survey of all of the published research on deception detection. The most interesting highlights from the research survey are included in the book, while additional new findings are regularly featured on her blog.

Users Review

From reader reviews:

Charles Beaudoin:

Have you spare time for the day? What do you do when you have far more or little spare time? Sure, you can choose the suitable activity with regard to spend your time. Any person spent their own spare time to take a move, shopping, or went to typically the Mall. How about open or maybe read a book eligible *Liespotting: Proven Techniques to Detect Deception*? Maybe it is to be best activity for you. You already know beside you can spend your time together with your favorite's book, you can more intelligent than before. Do you agree with their opinion or you have additional opinion?

Dan Fry:

Precisely why? Because this *Liespotting: Proven Techniques to Detect Deception* is an unordinary book that the inside of the guide waiting for you to snap the idea but latter it will surprise you with the secret this inside. Reading this book adjacent to it was fantastic author who else write the book in such amazing way makes the content interior easier to understand, entertaining technique but still convey the meaning fully. So , it is good for you because of not hesitating having this any more or you going to regret it. This book will give you a lot of benefits than the other book possess such as help improving your proficiency and your critical thinking technique. So , still want to postpone having that book? If I were being you I will go to the publication store hurriedly.

Scott Hicks:

The book untitled *Liespotting: Proven Techniques to Detect Deception* contain a lot of information on that. The writer explains her idea with easy approach. The language is very clear to see all the people, so do certainly not worry, you can easy to read this. The book was written by famous author. The author will take you in the new age of literary works. It is easy to read this book because you can keep reading your smart phone, or product, so you can read the book in anywhere and anytime. In a situation you wish to purchase the e-book, you can open up their official web-site in addition to order it. Have a nice read.

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