

# Liespotting: Proven Techniques to Detect Deception

*Pamela Meyer*

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**Pamela Meyer : Liespotting: Proven Techniques to Detect Deception** before purchasing it in order to gage whether or not it would be worth my time, and all praised Liespotting: Proven Techniques to Detect Deception:

8 of 8 people found the following review helpful. Sadly, a waste of timeBy Mike3746This is not really what it says it is. There is a small amount of good scientific process explained on how to spot lies...but I was highly disappointed to find out it is really a book about how to conduct an interview for a job seeker or, how to conduct yourself as a job seeker during an interview process. And, even that information is so shallow and obvious as to be somewhat juvenile advice for people who may have never interviewed anyone before- or have never been interviewed. I found it

interesting at first. But, soon found myself trying to flip pages to get to more "good stuff"...it just was not there after the first two short chapters. 4 of 4 people found the following review helpful. Doubly recommended! By wpeelaerts I've heard that some books are made to be read more than once, and this is definitely one of them. I read this book first last summer and thought it to be useful for my professional life. A few weeks ago I came across it again and decided to reread, and it impacted me much more than the first time. I realized the techniques that the author breaks down for us are useful for absolutely everything. So here's the thing, if people lie to you all day long (basically), then I think it's better if I know half, a third or even just SOME of the lies. It might give you the extra edge you need to negotiate that raise, or that sale or that deal. I've worked in sales and customer service and wish I had this book back then. Every day in life is marred by some sort of negotiation, that inevitably influences our lives. Some people say that ignorance is bliss, but I want to know, and this book helps. I want to know if my contractor really means it when he says just one week, or if the lighting is really that expensive, or if my deck is really rotten to the core. I'd also like to know if my kid is lying when he says he was just at a friend's. Anyways, point is, I want to know, and if you do too, read it. 0 of 0 people found the following review helpful. I just retired after thirty years in public safety. ... By D.L. Williams I just retired after thirty years in public safety. Most of my law enforcement career involved investigating violent crimes. I've long been a fan of Pamela Meyer's, and I've utilized a number of her techniques over the years. I recently re-read Lie Spotting while tweaking some classes I give for police and civilian investigators, and I was rewarded with a couple of tricks I'd either never known or forgotten. This book fits in a lot of categories where spotting lies could be handy or even life-saving: dating, marriages, businesses, investigations, child-rearing just to name a few. Well done, ma'am.

**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

"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.