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Liespotting: Proven Techniques to Detect Deception



Par Pamela Meyer
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Description :

Prsentation de l'diteurGET TO THE TRUTHPeople--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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Biographie de l'auteur 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 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 audiobook, while additional new findings are regularly featured on her blog, www.Liespotting.com