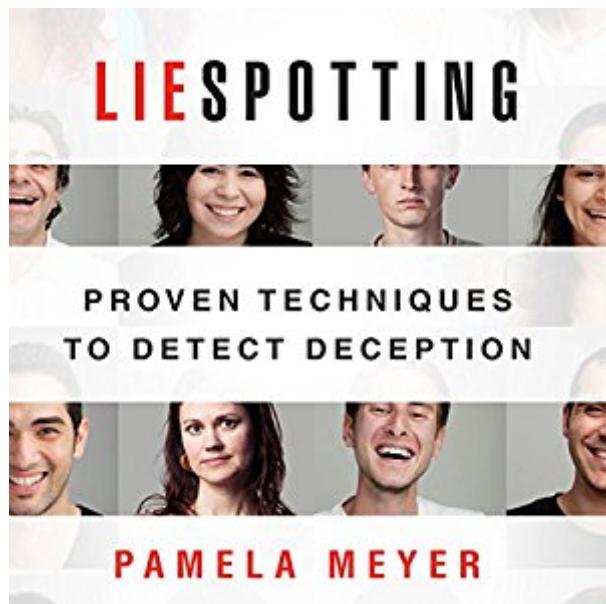


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# Liespotting: Proven Techniques To Detect Deception



## **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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## **Customer Reviews**

I bought the book on the basis of the author's TED talk, which I loved. However, the book is a disappointment. The actual "liespotting" information is good, and very readable, but there's not enough of it. Then there is the filler that goes on and on. The filler material takes two forms: 1) topics that are only marginally related (for example, "Doing a deception audit at your corporation"...really? This is not of much interest in a book that presents itself as a how-to on

discovering lies in personal interactions), and 2) stretching out the actual liespotting material with tiresome justifications telling you why it's a good thing to be able to spot lies. Telling me once is fine; telling me over and over is filler. The photos were a good idea. I would have liked to see more of them, though, and more subtle ones, as well. Whoever was editing this book must have been forcing the author to make it longer, rather than doing the better job of tightening it up and keeping the focus where it belongs. Good idea, good kernel of information, but poor execution.

This 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.

Saw the TED Talk by the author which was enjoyable, but I expected more from the book. It claims to teach you how to spot lies using body language but after reading it I suspect it's the kind of skill you need to take a class on, or would be better suited to a video series. It's filled with pictures and examples too blatant or ridiculous to be of any real help. The book isn't as focused or thorough as it should be. The author is a skilled business woman but not a great author, and is more a book about business management than lie spotting. Not a lot of substance which she attempts to cover up with random facts, and handy 'lie spotting tips' sprinkled throughout. Not a great read but won't take you long to get through. If you read Malcolm Gladwell, whom the author references early on, you will be underwhelmed with the content. Skip it and just enjoy the TED Talk.

This is not a general interest book. Although the first half is interesting - and useful - for the general reader it's not a "How To" book for spotting liars. It is aimed at business people who need to be able to trust employees, partners, suppliers and customers. The second half is dedicated to various security approaches. So for business people, small and large, I highly recommend it. Especially for small businesses, which are especially vulnerable to dishonesty.

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 friends. Anyways, point is, I want to know, and if you do too, read it.

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.

The first half of the book is OK for the novice and if it's your very first book on deception, you will learn something you can take away. If it's not your first, the chances are there's nothing in here for you unless you are in charge of a large company and concerned about trust and deception among your employees, which the entire other half of the book is devoted to and probably not of much interest, if any, to the average person hoping to develop skills in this area to enrich their personal lives. So just take into account that the second half of this offering is devoted to corporate auditing and why you should do it and not about detecting deception on a personal basis.

This is a good book for those who wish to study Lie spotting. It is an academic book that took a little effort to get through. The paper back font was small, I might have opted for the hardcover had I known.

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