



# Liespotting: Proven Techniques to Detect Deception

By Pamela Meyer



## 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:**

#### **Karen Partain:**

The book Liespotting: Proven Techniques to Detect Deception make one feel enjoy for your spare time. You need to use to make your capable far more increase. Book can to get your best friend when you getting stress or having big problem together with your subject. If you can make looking at a book Liespotting: Proven Techniques to Detect Deception to become your habit, you can get much more advantages, like add your own personal capable, increase your knowledge about a number of or all subjects. You could know everything if you like start and read a book Liespotting: Proven Techniques to Detect Deception. Kinds of book are several. It means that, science book or encyclopedia or other people. So , how do you think about this book?

#### **James Reed:**

As people who live in the particular modest era should be revise about what going on or facts even knowledge to make them keep up with the era which can be always change and move forward. Some of you maybe will probably update themselves by reading through books. It is a good choice for you but the problems coming to you is you don't know what type you should start with. This Liespotting: Proven Techniques to Detect Deception is our recommendation to make you keep up with the world. Why, because book serves what you want and wish in this era.

#### **Linda Guyette:**

Reading a book tends to be new life style within this era globalization. With examining you can get a lot of information that could give you benefit in your life. Together with book everyone in this world may share their idea. Ebooks can also inspire a lot of people. A great deal of author can inspire their very own reader with their story or even their experience. Not only the storyline that share in the guides. But also they write about the knowledge about something that you need example. How to get the good score toefl, or how to teach your children, there are many kinds of book which exist now. The authors these days always try to improve their talent in writing, they also doing some study before they write to their book. One of them is this Liespotting: Proven Techniques to Detect Deception.

#### **Catherine Taylor:**

The book Liespotting: Proven Techniques to Detect Deception has a lot info on it. So when you make sure to read this book you can get a lot of gain. The book was written by the very famous author. The author makes

some research ahead of write this book. That book very easy to read you will get the point easily after looking over this book.

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