LIESPOTTING

PROVEN TECHNIQUES TO DETECT DECEPTION

PAMELA MEYER

Resumo de Liespotting: Proven Techniques to Detect Deception

GET 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. "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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