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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

You too can write a book about microexpressions by reading enough webpages! It seems like her references were tons of: 1) Interviews; 2) Websites/Internet Articles; 3) Multiply cited (sparse) primary sources (I lost count of how many times I saw the word "ibid" among the references). Several things immediately popped out at me in the course of reading this book (I made it to page 130 and someone expressed interest in buying the and so I *immediately* stopped and sold it to them for something like \$5). 1. There is no index. 2. These are things that the author figured

out herself. Not things that she was trained to know (and if she was a self-trained Ph.D., it would have been fine if she was opening up a new field). I think it's said that a person who teaches himself has a fool for a student³. Book has a babbly, padded feel. Around p. 12: Are you talking about the evolution of lying in humans? Or about increased lying in American society? Or spotting an online liar? Pick one topic and stick with it.⁴ For about the first 21 pages, she tells us what she is *going* to tell us (keep in mind that this is only about a 205 page book). There are also some weird lines of reasoning that were not flushed all the way out: 1. How to distinguish lying for a reason from pathological lying? 2. Should highly evolved people be more likely to lie? The highest IQ ethnic group (Ashkenazi Jews) built up their legal system (Halakah) based on honesty and consistency, so that doesn't seem quite true.³ p.23. You can't be lied to without your consent? Um, hello? The reason that you are being lied to is because YOU DON'T KNOW. Can I suppose that all the people who go to university and get ripped off with worthless degrees really consented to that?⁴.

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