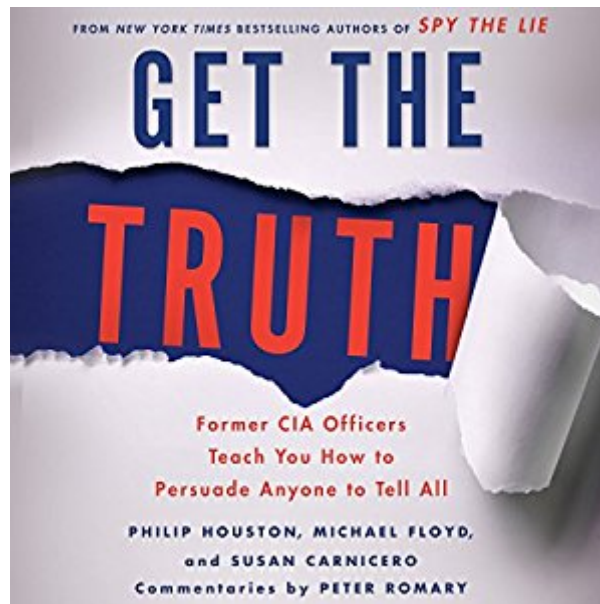


The book was found

Get The Truth: Former CIA Officers Teach You How To Persuade Anyone To Tell All



Synopsis

Getting someone to tell the truth is an essential skill that very few people possess. In the boardroom, the classroom, or our own homes, every day we interact with others and try to get the truth from them. People are often untruthful out of fear of negative consequences associated with divulging information. But if a person is made to forget the long-term outcomes, he or she can be influenced to disclose sensitive information that's being withheld. The aim is to encourage the person to remain in short-term thinking mode, shifting focus away from the long-term ramifications of telling the truth. As former CIA agents and best-selling authors of *Spy the Lie*, Philip Houston, Mike Floyd, and Susan Carnicero are among the world's best at recognizing deceptive behavior and eliciting the truth from even the most accomplished liars. *Get the Truth* is a step-by-step guide that empowers readers to elicit the truth from others. It also chronicles the fascinating story of how the authors used a methodology Houston developed to elicit the truth in the counterterrorism and criminal investigation realms and how these techniques can be applied to our daily lives. Using thrilling anecdotes from their careers in counterintelligence, and with easy-to-follow instructions, the authors provide a foolproof means of getting absolutely anybody to give an honest answer. *Get the Truth* is the easy and effective way to learn how to get the truth every time.

Book Information

Audible Audio Edition

Listening Length: 7 hours and 22 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Macmillan Audio

Audible.com Release Date: March 24, 2015

Whispersync for Voice: Ready

Language: English

ASIN: B00UI3WOQW

Best Sellers Rank: #55 in Books > Law > Criminal Law > Forensic Science #67 in Books >

Audible Audiobooks > Nonfiction > Law #190 in Books > Self-Help > Communication & Social Skills

Customer Reviews

If anyone is considering this book and has not read "Spy the Lie," I strongly recommend that be read first. It is not absolutely necessary, but I do think a reader will get more out of this work if he or

she has that one under his or her belt. But be forewarned, this work is not as likely to be of practical value as "Spy the Lie." It might, if you have teenagers or if your job requires interactions where getting the truth out of someone is part of the job description but even nothing seems to apply to you, this is still an interesting read. My question is regarding effectiveness. I'm not persuaded that what they presented in this book works anywhere near as well as they claim. Yes getting the truth using these methods will work if the person being interviewed is spewing one lie after the next, but how well would it work when sticking to one's story is effective? Spoiler alert: a somewhat detailed description of an important part of the book follows. A town, not identified, had a program that allowed high school students who were interested in law enforcement to work with the police. It was sort of like an internship. A sixteen year-old girl told some of her friends that she and a police officer in his late 20s had performed a (consensual) sexual act. Apparently she wasn't traumatized by the incident, In fact she may have been proud of her seductive prowess. She thought nothing of confiding in the police dispatcher, a woman who happened to be dating the cop in question. She reported the incident to her superiors who investigated. The cop denied everything. The girl didn't but the investigators didn't believe her. The point the authors are making is that they will get to the truth with their methods when others have failed.

[Download to continue reading...](#)

Get the Truth: Former CIA Officers Teach You How to Persuade Anyone to Tell All Spy the Lie: Former CIA Officers Teach You How to Detect Deception Banned Methods of Persuasion: How to Covertly Convince, Influence, Persuade, and Negotiate with Anyone to Get Them to Do What You Want Spy Secrets That Can Save Your Life: A Former CIA Officer Reveals Safety and Survival Techniques to Keep You and Your Family Protected Copywriting: For Beginners!: How to Write, Persuade & Sell Anything to Anyone like a Pro with Copy Teach Me Korean & More Korean: 2 Pack (Teach Me) (Teach Me... & Teach Me More... 2-Pack) (Korean Edition) What Your Doctor May Not Tell You About(TM): Breast Cancer: How Hormone Balance Can Help Save Your Life (What Your Doctor May Not Tell You About...(Paperback)) What Your Doctor May Not Tell You About(TM) Colorectal Cancer: New Tests, New Treatments, New Hope (What Your Doctor May Not Tell You About...(Paperback)) What Your Doctor May Not Tell You About Menopause (TM): The Breakthrough Book on Natural Hormone Balance (What Your Doctor May Not Tell You About...(Paperback)) Middle School: The Inside Story: What Kids Tell Us, But Don't Tell You Case Interview Secrets: A Former McKinsey Interviewer Reveals How to Get Multiple Job Offers in Consulting Get Started in Russian: Teach Yourself: Audio Support (Teach Yourself Languages) 5 Reasons To Tell Your Boss To Go F**k Themselves!: How Positive Psychology Can Help You Get

What You Want Chatter: Small Talk, Charisma, and How to Talk to Anyone, The People Skills & Communication Skills You Need to Win Friends and Get Jobs Middle East Review: All the Central Asia States of the Former USSR, Plus Countries Such as Libya, Egypt and Algeria Please Don't Tell My Parents I've Got Henchmen: Please Don't Tell My Parents Series, Book 3 The Seven Laws of the Learner: How to Teach Almost Anything to Practically Anyone Pre-Suasion: A Revolutionary Way to Influence and Persuade Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time Brainfluence: 100 Ways to Persuade and Convince Consumers with Neuromarketing

[Dmca](#)