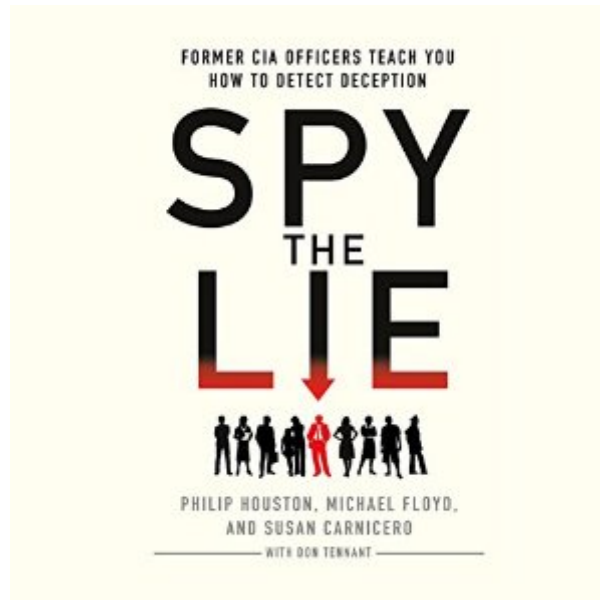


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# Spy The Lie: Former CIA Officers Teach You How To Detect Deception



## Synopsis

Audie Award Nominee, Business and Educational, 2013 Three former CIA officers - among the world's foremost authorities on recognizing deceptive behavior - share their proven techniques for uncovering a lie. Imagine how different your life would be if you could tell whether someone was lying or telling you the truth. Be it hiring a new employee, investing in a financial interest, speaking with your child about drugs, confronting your significant other about suspected infidelity, or even dating someone new, having the ability to unmask a lie can have far-reaching and even life-altering consequences. As former CIA officers, Philip Houston, Michael Floyd, and Susan Carnicero are among the world's best at recognizing deceptive behavior. *Spy the Lie* chronicles the captivating story of how they used a methodology Houston developed to detect deception in the counterterrorism and criminal investigation realms, and shows how these techniques can be applied in our daily lives. Through fascinating anecdotes from their intelligence careers, the authors teach listeners how to recognize deceptive behaviors, both verbal and nonverbal, that we all tend to display when we respond to questions untruthfully. For the first time, they share with the general public their methodology and their secrets to the art of asking questions that elicit the truth. *Spy the Lie* is a game-changer. You may never experience another book that has a more dramatic impact on your career, your relationships, or your future.

## Book Information

Audible Audio Edition

Listening Length: 4 hours and 52 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Macmillan Audio

Audible.com Release Date: July 17, 2012

Language: English

ASIN: B008M20SZ0

Best Sellers Rank: #36 in Books > Audible Audiobooks > Nonfiction > Language Arts & Disciplines #57 in Books > Self-Help > Communication & Social Skills #87 in Books > Reference > Words, Language & Grammar > Communication

## Customer Reviews

This book's authors have many years of experience interviewing CIA assets, CIA employees, and a variety of ordinary people in non-CIA settings. Their specialty is in determining when someone is

lying. And they are good at it. This skill in detecting deception has done a lot of good, helping their clients make better decisions about hiring the right new employee, trusting the right baby sitter, and prosecuting the person who really "did it." Sometimes the skills bring pain, making clear that the waiting doctor's politeness covers bad news or that a spouse isn't really joking about "her boyfriend." Still, it's better to know, isn't it? Detecting deception isn't magic and it isn't infallible. But it is possible to become better at it than most of us are now. The book identifies several barriers to accurately detecting deception. We expect most people to tell the truth, we ask the wrong questions, and we look for the wrong "tells" in other people's behavior. And we try to watch everything they do instead of focusing on a small number of reliable indicators. Such reliable indicators of deception include certain kinds of verbal hesitations and evasions as well as specific body movements of which a deceiver is largely unaware. Readers learn to ask questions that require different mental processing from guilty versus innocent suspects. One technique is to ask questions a good guy will answer with an immediate--and perhaps angry--"No!" while the bad guy will need to give a longer, more carefully worded response. We watch for deception indicators that begin in the first five seconds after a question. And we look for clusters of indicators rather than for single actions. There is more to it, of course, but this is the core methodology the book presents. It's good stuff.

'Spy the Lie' provides insights from highly experienced practitioners of deception detection. Readers will not only learn useful perspectives on detecting deception, but to also be aware that lie detection is usually not easy and requires an open mind and strategy. The primary obstacles that gets in the way of detecting deception are the belief that people will not lie to you, along with a bias that people are innocent until proven guilty and being uncomfortable judging others. The authors begin by suggesting one look for deceptive behavior within five seconds of a question, as well as for a cluster of such behaviors - a single 'suspicious' behavior may mean nothing. Most of 'Spy the Lie' is taken up with specific suggestions on what to look for. For example, failure to understand a simple question is a deceptive behavior. Another - deceptive persons sometimes respond to an allegation with a truthful statement that casts him/her in a very favorable light such as giving Bibles to the homeless. Truthful responses tend to be direct and spontaneous, and the person is alert and composed. Unfortunately, untruthful persons can also show these behaviors - especially if prepared. Failure to directly answer a question, directly respond with a denial, repeating the question, making general statements in response (eg. 'I would never do something like that'), non-answer statements, inconsistent statements, and going into attack mode are all indicators of untruthfulness. Other such indicators include procedural compliance, trying to butter up the

questioner, involving religion (eg. 'I swear to God'), selective memory, and smiling in response questions about a heinous crime are other indicators. Questioners can sometimes be too specific - eg.

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