

Spy The Lie

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the authors are generous with their tips for a successful interrogation the sunday times identify the signs ask the right questions get to the truth spy the lie is a fascinating study of deception and a comprehensive lesson in how to identify and combat it featuring case studies based on the authors real life experiences in the field involving turned assets kgb moles and criminal government officials it reveals the methodology developed and used by the cia to detect deception in the realms of counterterrorism and criminal investigation and shows you how you can apply these techniques in your daily life whether hiring a new employee investing money knowing whether your boss is being straight with you or finding out what your kids have been up to this ingenious book will enable you to identify deceptive behavior in all its forms and show you the techniques that will help you reach the truth

book summary spy the lie former cia officers teach you how to detect deception by philip houston michael floyd and susan carnicerio what if you could spot a lie the moment it s told in spy the lie former cia officers philip houston michael floyd and susan carnicerio reveal the secrets behind their expert interrogation skills offering readers a toolkit for uncovering deception in any situation drawing on decades of experience in intelligence and security the authors break down the subtle signs both spoken and unspoken that often betray a liar this summary distills their practical strategies for recognizing misleading statements analyzing body language and understanding the psychological tactics people use to hide the truth whether you re conducting interviews making business decisions or simply trying to get to the bottom of a personal matter spy the lie equips you with the skills to ask sharper questions interpret responses more accurately and trust

your instincts with greater certainty note this summary is an independent resource designed to capture the main ideas and actionable insights from spy the lie it is not affiliated with or endorsed by the original authors or publisher

imagine if you could instantly tell whether someone was lying or telling the truth whether you re hiring an employee investing in a business talking to your child about drugs confronting a partner about suspected infidelity or dating someone new the ability to unmask deception could transform your decisions and even your life former cia officers philip houston michael floyd and susan carnicro are among the world s best at recognizing lies in spy the lie they reveal the methodology houston developed for detecting deception in counterterrorism and criminal investigations and show how these techniques can be applied to everyday life through gripping anecdotes from their intelligence careers the authors teach readers how to spot verbal and nonverbal cues that reveal when someone is being untruthful for the first time they share their secrets for asking the right questions to elicit the truth spy the lie is a game changing guide that could dramatically improve your career your relationships and your future once you learn to see through deception you ll never approach the world the same way again

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former cia agents and the bestselling authors of spy the lie philip houston mike floyd and susan carnicro are among the world s best at recognising deceptive behaviour and drawing out the truth from even the most accomplished liars using techniques developed in real life counterterrorism and criminal investigations in get the truth they present a step by step guide that empowers readers to elicit the truth from others whether that s in the boardroom the classroom or our own homes 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 to the truth every time

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