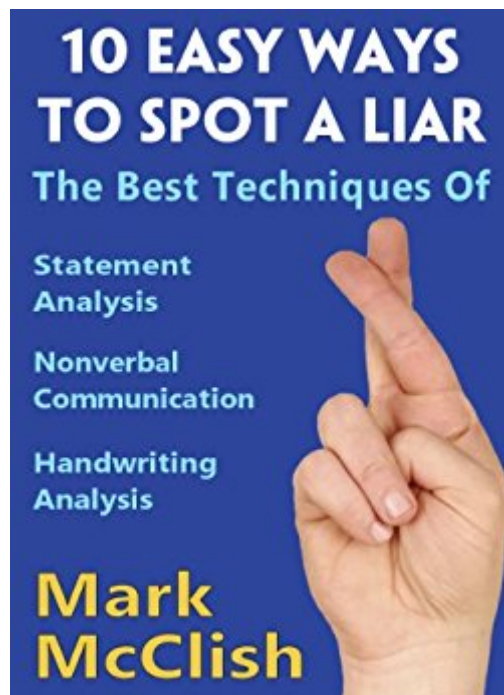


The book was found

10 Easy Ways To Spot A Liar: The Best Techniques Of Statement Analysis, Nonverbal Communication And Handwriting Analysis



Synopsis

"10 Easy Ways To Spot A Liar" discusses the best techniques in detecting deception. These ten techniques are from Mark's book "Don't Be Deceived." It has been estimated that in a single day most people tell about 20 lies. Some of these lies may be trivial white lies told simply to be polite. However, some people lie in an effort to take advantage of you. Knowing how to spot a liar can help you avoid trouble. Without the aid of a machine, there are only three methods you can use to detect deception. You can analyze the words people use, read their body language, or examine their handwriting. "10 Easy Ways To Spot A Liar" highlights the best techniques from all three of these areas. These ten easy to learn techniques will greatly enhance your ability to spot a liar. For more techniques and an in depth look at detecting deception, consider reading "Don't Be Deceived."

Book Information

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Customer Reviews

The author reviews research and best practice literature across the disciplines of statement analysis, nonverbal communication, and handwriting analysis to identify techniques that can determine whether someone is lying. The focus is on techniques that can be used by a single

person conducting an interview with no assistance or special equipment. Complex techniques, such as voice stress analysis, receive only passing attention. The ten techniques are:

1. Listen for the word 'never'--it is often part of a phony denial.
2. Pay attention to the pronouns--when 'I' is not used this shows a lack of commitment to the statement being made.
3. Examine people's "personal dictionary"--not times when they begin to use different terms for the same things. This may indicate a transition between the truthful and untruthful parts of a statement.
4. Observe when the person being questioned does not answer the question being asked but a related one instead. This may indicate deception.
5. Did the person being questioned answer a question with another question? This may also indicate deception.
6. Watch for fingers touching the mouth, a common "tell" for lying.
7. When a person looks to the right while answering, it may be an indication that they are fabricating an answer.
8. Notice if the person being questioned crosses their arms or legs. This is another common "tell."
9. Observe the form of the letter 'o' in the person's handwriting. Extra loops inside of the 'o' indicate a more secretive person.
10. Watch for the "felon's claw" in the person's handwriting. This is a downward 'hook' that appears in the lower case g, y, and z. Also the capital letters A, G, H, and J.

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