



The Truth about Lying: How to Spot a Lie and Protect Yourself from Deception

Stan B. Walters

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Communication skills can make a big difference in whether people tell you the truth or not. Knowing when to ask the next question, the behaviors that signal when the whole story isn't being told and what questions to ask can help you cut through deception and lying so you can have confidence in your communications.

Based on the same methods used by law enforcement professionals, but appropriate for everyday interactions, these skills and techniques can be applied in almost every situation:

- hiring a nanny or household worker
- working with an employee
- talking with a service provider
- dealing with a teenager
- communicating in a romantic relationship

Without threats or intimidation, Walters' strategies will improve relationships and communication by teaching how to spot a liar and, more importantly, how to get to the truth.

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From Reader Review The Truth about Lying: How to Spot a Lie and Protect Yourself from Deception for online ebook

Marianne Staveley says

Great read and very useful. Good to leave lying around the place when your liar of a boyfriend comes around. Ha.

Abdulla Mohammed Zain says

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Juli says

Decent overview of physical and behavioral signs that may indicate someone is being less than truthful.

Jessica says

Very basic and I don't see why some of the topics, such as anger and depression, were covered rather than focusing on something more closely related to the intent of the book. They talked very little about how to spot a lie and protecting yourself from deceit...

Otherwise, very easy to read and understand. Would recommend it only to those who haven't read a lot, if anything, on deception.

Wang Jiao says

Good to know, or perhaps most of the points are already known to many, but hard to apply it. The display of the symptom is not obvious, and it varies between people to people, and some people such as sales are simply too good at it.

JP Morgan says

Good intro to lie detection. Most of the verbal/non-verbal behavior I've seen in other texts, but it was good to see how they associate them with deception. Guidelines were helpful..look for clusters and timing. Desired Response chapter was something new...idea of getting people towards a state of acceptance was helpful and new, as well as the other preceding states; anger, depression, bargaining and denial.

Alcqueline says

This is a good book. I recommend it to anyone who is interested in learning about non-verbal communication. It does take a good while to actually become skilled at using the author's techniques. However, it is relevant to my profession and works for me.

Russell says

Eh, not that great. I took some courses on criminal interviewing in college but my days of touring the Ivy League circuit giving lectures on the topic are behind me. With that said, I wasn't that impressed with this one. Tells a lot of basic common sense responses that most people don't pay much attention to but there's

nothing enlightening that will make you an expert human lie detector after reading this book. It tells of various techniques to use then spends the rest of the time explaining that it could be a natural response of the individual under your magnifying glass so you can't really read into it. Hmm, ok. I guess it comes down to simple intuition and a closer examination of those you encounter. Honestly, I found this book on my shelf and thought if it's there already and free, why not read it then torment my friends? I gave it a 2nd star only because I liked the print. Big font, skipped lines, etc. Made it easier to read but this book was serving a better purpose collecting dust right where I found it.

Tucker says

The author says that being shifty-eyed and stammering doesn't, contrary to common belief, always mean that someone is lying. When people are lying, they tend to change their usual mannerisms with their face, hands, and voice, but you have to get a baseline to know what is usual for that particular person.

He brings in Elisabeth Kübler-Ross's schema for the stages of grief – acceptance, bargaining, anger, depression, and denial – and says that it really applies more broadly to how people deal with stress. Only in *acceptance* do we "take responsibility for our actions." In the other four attitudes, we are trying to change or hide some part of the truth. When interrogating someone about a factual question, if their response can be classified as *bargaining, anger, or denial*, they might be lying, and if they exhibit *depression*, it might "complicate the process of getting to the truth due to the layers of emotional pain involved."

Trista Reid says

Really great info in here, but I feel like half of the book was just repeating things that were already mentioned plenty of times before.

Ellis Amdur says

Readable and easy to use book on the observation in changes in behavior and other patterns of communication that indicate stress, and possibly lying. It should be taken with more than a few grains of salt-many of the behaviors that people display are either eccentricities (unique to the individual) or culturally derived (in a multi-cultural world, as we live now, some behaviors may mean something different in one culture to another). Nonetheless, as Ekman discusses in *EMOTIONS REVEALED*, some behaviors are "core human" behaviors--as 'human animals,' certain stress responses or basic emotional responses do not vary among cultures. A good introduction to the field.

Maria says

Really enjoyed this book and will go back and reread there is a lot to take in and over a period of time I can tell the results from this book will be good.

Qusai Dawaimeh says

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Clifton Coetzee says

A great read for those interested in Kinesics and the skill of Detecting Deception.
I have incorporated many of Stan Walters techniques into my 'Truth Extraction' seminars
and workshops, in conjunction with Statement Analysis and MFE analysis.
