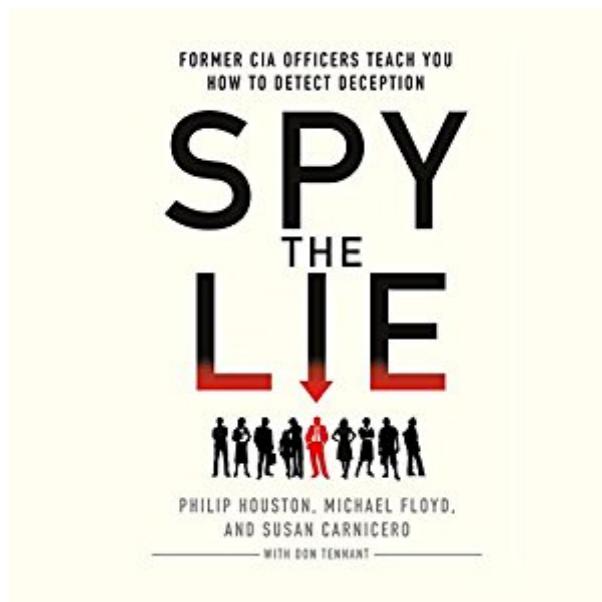


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# Spy The Lie: Former CIA Officers Teach You How To Detect Deception



## **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**

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## **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. And it's learnable. I attended a training session conducted by the authors' company (QVerity, in partnership with Hemsley Fraser) this week. I had listened to roughly three-quarters of the audiobook during a long car ride the day before. Based on what I learned from the book I was able to do well in the video pre-test, successfully distinguishing a lying suspect from the four who told the truth. Almost everyone was also able to do this after two hours of training. So it seems to me that the book is nearly as valuable as being taught these skills by the authors themselves. It is a well-written, fascinating book on a very useful topic. I highly recommend it. A final comment. The book closes with a warning to use these skills only for good. And to not practice them on our significant others. Apparently catching your spouse in all of those little white lies can put unnecessary stress on the relationship. I may have made a variation of this error by giving my wife a copy of the book and inviting her along to the training. Not sure that was such a good idea. We'll see.

An excellent book, great for people in many fields. It is a manual not just for detecting dishonesty but also for how to guide an interview to reveal dishonesty. If you are in the position to hire individuals, or investigate workplace issues of misbehavior, I highly recommend reading this book and keeping it at hand to use when you need it.

simple stories can be the most effective at improving ones learning of an interesting topic. i enjoyed this book immensely

A great book that gives you a useful, practical system to detect deception. Some of the signs they will tell you are relatively obvious but others aren't. And after reading the book I really pay much more attention to EXACTLY what people are saying. I can tell you that it is now much easier for me to tell when my pre-teen son is lying!

Very good book for us novice 'lie detectors'.

Great product!!!

A GREAT READ

Good book. Think the presentation could be a little clearer but that's my only slight complaint. Great stories, great information. Good job.

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