



How to Spot a Liar: Why People Don't Tell the Truth. And How You Can Catch Them

Gregory Hartley, Maryann Karinch

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Have you ever been lied to? Of course you have, whether you knew it or not.

Ever caught a spouse, business partner, parent, boss, or child brazenly lying right to your face? What if you could tell someone was lying, just by listening to them, and observing their action and behavior? How to Spot a Liar is the first book that gives you the tools to figure out what's really going on: to gain the upper hand in salary negotiation, move a prospective client toward the outcome you desire, and find out why you need to end a business or personal relationship.

Author Greg Hartley is a decorated military interrogator who has used the techniques in How to Spot a Liar for 16 years to get the truth from enemy combatants. He has successfully applied them to project management and in contract negotiations, to resolve conflict and prevail. Now he shares this scientific process with you so you can use it every day.

Who needs How to Spot a Liar? Anyone with a cheating spouse or manipulative boss. Anyone conducting job interviews or cold-calling prospective customers. Lawyers who need to "read" witnesses or jurors. Anyone trying to survive the dating scene or faced with a string of business meetings with clients. Anyone who has teenagers at home or works on Capitol Hill. Anyone whose success and happiness depends on clear interaction with others.

And anyone who wants to become just a bit more inscrutable, in business, life...even at the poker table!

Gregory Hartley's expertise as an interrogator first earned him honors with the United States Army. More recently, it has drawn organizations such as the Defense Intelligence Agency, Navy SEALs, Federal law enforcement agencies, and national TV to seek his insights about "how to" as well as "why." He resides near Atlanta, Georgia.

Maryann Karinch is the author of eight books, including Rangers Lead the Way: The Army Rangers' Guide to Leading Your Organization Through Chaos (with Dean Hohl) and founder of The Rudy Agency, a literary agency based in Estes Park, Colorado.

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