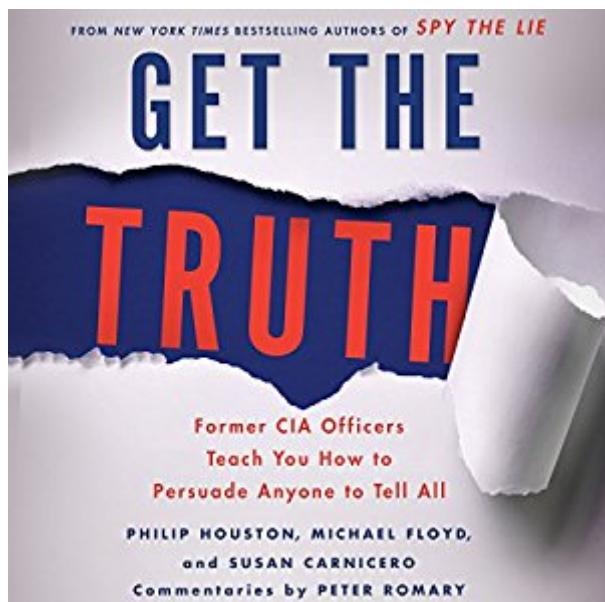


The book was found

Get The Truth: Former CIA Officers Teach You How To Persuade Anyone To Tell All



Synopsis

Getting someone to tell the truth is an essential skill that very few people possess. In the boardroom, the classroom, or our own homes, every day we interact with others and try to get the truth from them. People are often untruthful out of fear of negative consequences associated with divulging information. But if a person is made to forget the long-term outcomes, he or she can be influenced to disclose sensitive information that's being withheld. The aim is to encourage the person to remain in short-term thinking mode, shifting focus away from the long-term ramifications of telling the truth. As former CIA agents and best-selling authors of *Spy the Lie*, Philip Houston, Mike Floyd, and Susan Carnicero are among the world's best at recognizing deceptive behavior and eliciting the truth from even the most accomplished liars. *Get the Truth* is a step-by-step guide that empowers readers to elicit the truth from others. It also chronicles the fascinating story of how the authors used a methodology Houston developed to elicit the truth in the counterterrorism and criminal investigation realms and how these techniques can be applied to our daily lives. 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 the truth every time.

Book Information

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Customer Reviews

If anyone is considering this book and has not read "Spy the Lie," I strongly recommend that be read first. It is not absolutely necessary, but I do think a reader will get more out of this work if he or

she has that one under his or her belt. But be forewarned, this work is not as likely to be of practical value as "Spy the Lie." It might, if you have teenagers or if your job requires interactions where getting the truth out of someone is part of the job description but even nothing seems to apply to you, this is still an interesting read. My question is regarding effectiveness. I'm not persuaded that what they presented in this book works anywhere near as well as they claim. Yes getting the truth using these methods will work if the person being interviewed is spewing one lie after the next, but how well would it work when sticking to one's story is effective? Spoiler alert: a somewhat detailed description of an important part of the book follows. A town, not identified, had a program that allowed high school students who were interested in law enforcement to work with the police. It was sort of like an internship. A sixteen year-old girl told some of her friends that she and a police officer in his late 20s had performed a (consensual) sexual act. Apparently she wasn't traumatized by the incident, In fact she may have been proud of her seductive prowess. She thought nothing of confiding in the police dispatcher, a woman who happened to be dating the cop in question. She reported the incident to her superiors who investigated. The cop denied everything. The girl didn't but the investigators didn't believe her. The point the authors are making is that they will get to the truth with their methods when others have failed.

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