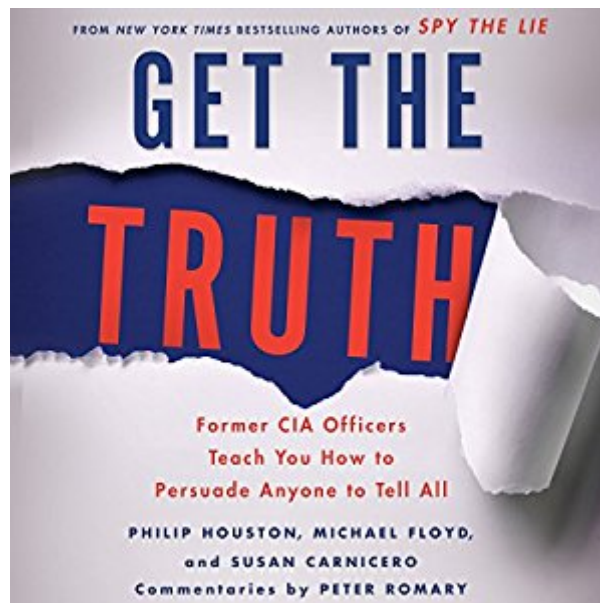




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# Get The Truth: Former CIA Officers Teach You How To Persuade Anyone To Tell All



## 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

Audible Audio Edition

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## Customer Reviews

Not really written for everyone. The first book "Spy the Lie" was written for everyday use and an excellent read. Unless you are a professional interrogator, you will not find much value from this

book.

I actually like this book better than their first one. Specifically the details regarding developing the monologue and countering denials. I think they do a better job explaining it than some courses I have attended. Only problem is I wish they gave more on the topic instead adding the appendix they did. That could have been a separate book. Overall I would recommend it as a good primer for interviewing.

This is just Spy the Lie, which I much enjoyed, rehashed from the viewpoint of the interviewer. Yes, these folks are good, and they convinced me to buy essentially the same book twice. Same stories. I liked the stories the first time. But I have heard them. So now I just feel cheated, like their car salesman example. They are the car salesmen, and I am the victim. Gee, thanks!

I bought this book to help with my interviewing at work. I finished the book in about a week because it was clearly written and had stories to support different techniques. I found it very informative and would recommend it to co workers

Get pally, put the person at ease, and watch the truth spill out? That's what this book suggests, and these former CIA agents should know. Written in a very engaging style. Will check out the techniques at the next available opportunity.

Get the Truth is easy reading and includes sound psychological and sociological observations without sounding stuffy. The anecdotes are clear, relevant and helpful because of the ongoing use of each throughout the book.

really entertaining and informative book. Good balance of lessons and stories showing those lessons.

A MUST READ TO GET TO THE TRUTH...WE USE IT IN OUR LAW OFFICE

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