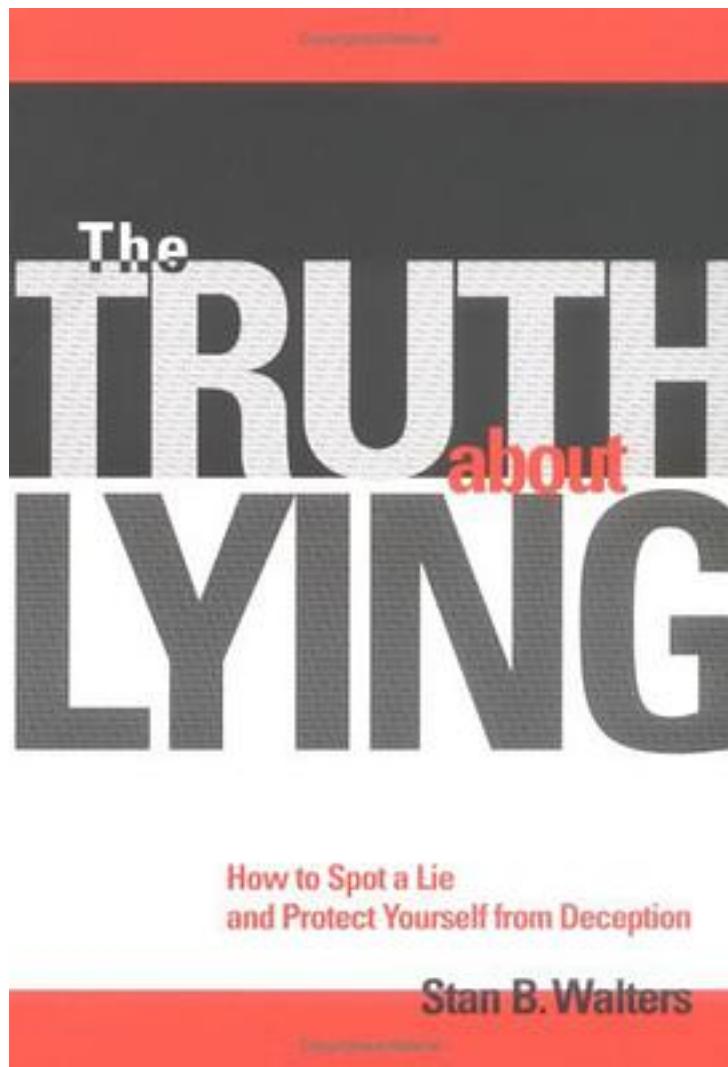


The Truth About Lying



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著者:Stan 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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