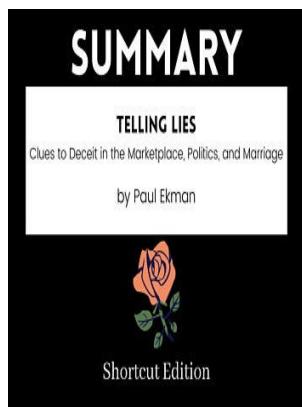


Telling lies - clues to deceit in the marketplace, politics, and marriage

W.W. Norton - Telling Lies: Clues to Deceit in the Marketplace, Politics, and Marriage by Paul Ekman



Description: -

- Short stories, American.

Deception.

Lie detectors and detection.

Truthfulness and falsehood. Telling lies - clues to deceit in the marketplace, politics, and marriage

- Telling lies - clues to deceit in the marketplace, politics, and marriage

Notes: Includes bibliographical references (p. [341]-350) and index.

This edition was published in 1991



Filesize: 26.110 MB

Tags: #Book #Review

The Expression of the Emotions in Man and Animals

Based on more than 200 published and unpublished studies on interpersonal lie detection, dating back decades, their overall finding was that people could distinguish truth from lies by a very small degree: about 54 percent of the time. In the Appendix he gives an amazing summary of what to look for in case of each emotion, and 38 questions which a lie catcher should consider before confirming their opinion. And we do train people in all of that.

Telling Lies: Clues to Deceit in the Marketplace, Politics, and Marriage, Third Edition by Paul Ekman

To the guilty, not all words have the same weight. The above analyses focused on only the questions to which liars had to lie while truthtellers could just tell the truth, which was consistent with the literature. Palo Alto, California: Consulting Psychologists Press.

The Truth Behind the Smile and Other Myths

The program depends on two premises: First, that behavioral cues exist, and second, that people can be trained to identify them. I was advised by my professor to read it and do a presentation on it, which is something interesting. I'm sure he means well and I'm glad he takes the time to think through the implications of his findings and opinions , but I have a hard time reading what I've already easily inferred from the text, and many of the ideas are repeated.

Predicting the acceptability and likelihood of lying: The interaction of personality with type of lie

Although we do learn as we grow older, we should remain wary; in the end, body language conveys important but unreliable clues about the intent of the communicator.

The Liar's 'Tell'

Ekman also provides commentaries that use the latest scientific knowledge to elaborate, support, and occasionally challenge Darwin's study. In the other hand, using a polygraph is not recommended in any case, because they are pretty im Even if you can learn some things reading this book, the truth is that the general idea is that, unless you have an innate skill, you will never be able to prove if someone is lying or not. For reasons I could not ascertain Because the TV show Lie to Me is based on the work of Paul Ekman, the casual reader may expect something a bit more fun and glamorous.

The Ultimate Social Engineering Reading List : [realsocialengineering](#)

By 2007, it had spread to 42 airports, and by 2012, roughly 3,100 behavioral-detection officers were working in 176 of the more than 450 airports the TSA oversees.

The Expression of the Emotions in Man and Animals

A rising voice is associated with a variety of emotions, including anger, but also nervousness, fear, excitement, hysteria, and others.

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