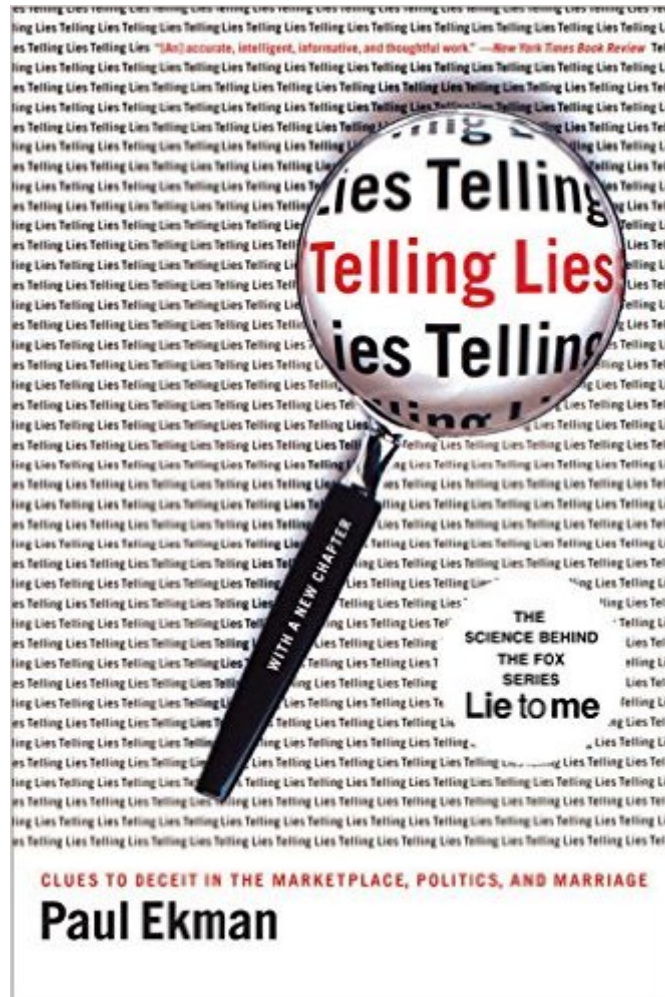


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Telling Lies: Clues To Deceit In The Marketplace, Politics, And Marriage



Synopsis

From breaking the law to breaking a promise, how do people lie and how can they be caught? The science behind Fox TV's series Lie To Me. In this revised edition, Paul Ekman, a renowned expert in emotions research and nonverbal communication, adds a new chapter to present his latest research on his groundbreaking inquiry into lying and the methods for uncovering lies. Ekman has figured out the most important behavioral clues to deceit; he has developed a one-hour self-instructional program that trains people to observe and understand "micro expressions"; and he has done research that identifies the facial expressions that show whether someone is likely to become violent. Telling Lies describes how lies vary in form and how they can differ from other types of misinformation that can reveal untruths. It discusses how a person's body language, voice, and facial expressions can give away a lie but still fool professional lie hunters—even judges, police officers, drug enforcement agents, and Secret Service agents.

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Customer Reviews

As I've said in my other reviews, I am not Susan Gill, I'm her son. Dr. Ekman's work on lie detection has been getting a lot of attention lately, due to the fact his science is regularly practiced on Fox's new show Lie to me. The producers even asked him to be their scientific consultant and have put on a quite impressive display of how effective Ekman's study really is. Alright, first off, the problems. Dr. Ekman has a notorious habit in the entire book for stating that his science is, "inconclusive" and "still has a lot of faults" and that he's not sure about this, or that. In other words, he tries to come off like there is no real way of knowing if his science works or not, and if it's a real practical way of catching

deceit. This is mostly because he focuses on "deception clues" instead of "deception leakage" which are two entirely different things to look for in a person when looking for deceit (don't worry he describes both in detail, although deception clues in more detail). But the truth is, it does work, and it works very effectively when used correctly. The reason he keeps saying it's inconclusive is because he wrote well over half of this book in '85, way back when he didn't have funds for research on his study. However, if you get the updated version to '01 or even better '08, then he begins to write that his work is much more conclusive than before, and that using facial reading with body language, you are well over 90 % accurate in your lie detection (and concealed emotions reading) ability. One more complaint that I have is that it seems he shouldn't have written the book himself. It can be a very tough read at points, sometimes having so many technical terms it's hard to keep up, so if you're looking for really easy reading, this book isn't for you.

Paul Ekman's classic book on how to tell when someone is lying has been issued in a third edition which includes his more recent research. Made popular by the Fox TV show "Lie to Me," this book documents the line of research used, not only by the show, but by Secret Service, police, jealous spouses and a host of others who want to be better at detecting lies. New material includes how to identify the facial expressions indicating that someone is likely to become violent. Ekman points out that we often look for the wrong things when trying to detect deception. Even much of the information he has reviewed in training materials for job interviewers, jury selection, and other deception detection professionals is just plain wrong. The hard part about lying effectively is not concealing information, it is concealing the emotions the liar feels while lying. Guilt, fear and even the "duping delight" a clever liar feels when getting away with a falsehood can provide clues obvious to a trained observer. While Ekman acknowledges the value of verbal slips and body language cues, his research reveals the greater value of focusing on facial expressions, particularly "microexpressions" that are displayed and quickly concealed. He teaches readers to identify and interpret them. Some of the interesting points the book makes as it teaches us to catch liars in the act:- We should avoid the "Brokaw Hazard" of assuming someone is lying because their speech seems evasive or convoluted. Some people just speak this way, lying or not.

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