

How to get the truth in 5 minutes  
or less in any conversation  
or situation

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# NEVER BE LIED TO AGAIN

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**HOW TO GET THE TRUTH  
IN 5 M I N U T E S OR LESS  
IN ANY CONVERSATION OR  
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**A C K N O W L E D G M E N T S**

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Judson Mills, Stephen Worchel, Jack Brehm, Stanley Milgram, and Ray Birdwhistell.

### **A N O T E T O R E A D E R S**

To those in law enforcement: make sure that you check appropriate federal and state laws regarding both interviewing and interrogation. Those in the private sector must use judgment and common sense when using this system. Caution is always advised when you are dealing with individuals suspected of illegal acts or illicit activities.

There will be those who will try to use this information to manipulate others and exploit situations. But do you hold back information that can help people because of a fear that there will be those who will abuse it? To live in a world where information is distributed based upon the damage that can be caused by the lowest common denominator is to spiral away from progress and away from hope.

It is with high hope and expectation that the techniques in this book will be used appropriately, with benevolence, and with the purposes for which they were intended.

# **INTRODUCTION**

## **THE PROCESS AND THE POWER**

Honesty is at the cornerstone of every relationship, whether it's business or personal. Being aware of someone else's true intentions is undeniably valuable, often saving you time, money, energy, and heartache. When you know a person's true intent, you have the power to control the situation, or at the very least not be taken advantage of.

There is no greater ability than consistently and constantly making the right decisions in life. Remember, though, your decisions are only as solid and right as the facts that you base them on. You will learn how to get at the message beneath the words, how to know what people are thinking when they don't say what's really on their mind. A former client of mine put it best when she said,

"It's like having a man inside their camp—an outpost in their head."

In an ideal society there would be no need for lies or for this book. But we live in a world of deception. And whether you want to play or not, you're in the game. The question is, do you want to win? In romance you need never play the fool again. In business you'll get the upper hand. Wherever and whenever you deal with people, you'll have the tools to come out a winner.

## **WHAT'S IN THIS BOOK AND HOW TO USE IT**

I'm what is affectionately referred to as a hired gun, a specialist in the field of human behaviour. As a board-certified hypnotherapist with a Ph.D. in psychology, I represent corporations as well as private individuals, and offer a type of leverage that many high-paid attorneys, top-notch accountants, and seasoned executives cannot.

Too often we miss the meaning behind the message. As you know, people don't always say what they mean or mean what they say. This book focuses on the truth and how to get at it.

To be an effective negotiator, you must use many strategies and techniques, all of them relying upon the accuracy of the information you're given. The answers you get from the world's most powerful supercomputer are worthless if the numbers you give it to work with are wrong.

We often forget how easily facts can get lost in a conversation, negotiation, or interrogation. Abraham Lincoln is said to have posed the following question: "How many legs would a sheep have if you called its tail a leg?" "Four,"

explained Lincoln. "Because calling its tail a leg doesn't make it one."

While people lie for many different reasons, their lying rarely benefits the person lied to. And there's that one undeniable truth about lying. Everybody does it, but nobody likes it when it's done to them.

It takes at least two people for a lie to be effective—one to offer the lie and one to believe it. And while we certainly can't stop people from trying to lie to us, we can keep them from being successful.

This book is divided into eight parts, each of which explores a facet of lying. The innovative techniques in this book will help you figure out if you're being lied to. If you are the victim of a deception, they will assist you in getting at the truth and in gaining control over the situation. Many of the examples in this book are drawn from personal relationships and business situations; certainly most of us can identify with these scenarios.

# **PART 1**

## **S I G N S O F D E C E P T I O N**

This book picks up where others leave off, going well beyond observing body language clues. The first part offers a catalogue of forty-six clues to deception, divided into seven sections. Some of the clues involve the fundamentals of body language, while others use more advanced techniques and processes such as psycholinguistic emphasis and neural linguistic choice perception. Each section concludes with a summary for easy reference.

## **PART 2**

### **BECOMING A HUMAN LIE DETECTOR**

"We often fly blind into verbal combat." That is to say, we usually think of the questions we *should* have asked two days after the battle is over. This section offers a specific game plan to detect deceit, detailing exactly what to say and when to say it. This sophisticated system involves choosing from a variety of scripted sequences, each from a different psychological angle. Each script includes a primer, an attack sequence, and silver bullets.

### **PART 3**

### **TACTICS FOR DETECTING DECEIT AND GATHERING INFORMATION IN CASUAL CONVERSATIONS**

Now what about those times in casual conversation when you think someone might be lying to you, but a full-fledged interrogation is out of the question? This section provides phenomenal techniques for gathering more information without being obvious. You will also learn how to steer a conversation in any direction that you choose in order to get the information that you want. This section also covers those times when different tactics are necessary for getting to the truth, instances where you may not have the leverage you need. The psychological process is different than if you were coming from a position of strength.

## **PART 4**

### **MIND GAMES**

"Mind Games" includes two simple techniques that provide extraordinary results. When you use the first, almost no one will be able to lie to you. When you employ the second, you will be able to discern anybody's true intentions and motivation in any situation.

## **PART 5**

### **ADVANCED TECHNIQUES**

This section presents the most advanced and groundbreaking techniques for getting at the truth. Using a blend of hypnosis and a system I have developed called Trance-Scripts, you'll be able to give commands directly to people's unconscious minds—all in conversation and without their awareness. Through this process you can persuade others to tell the truth.

## **PART 6**

### **PSYCHOLOGY ON YOUR SIDE**

This part explores the ten fundamental laws of human behaviour, the principles that govern our thinking. Once you learn these laws, you'll know how to get the truth out of anyone. With an understanding of how the brain processes information, you will be able to easily influence other people's decisions.

## **PART 7**

### **INTERNAL TRUTH BLOCKERS**

Here's the biggest truth in a book about lying: we lie loudest when we lie to ourselves. We all know someone who absolutely refuses to believe that his or her spouse is unfaithful, despite all the warning signs. This section shows you how to become aware of and eliminate those internal blockers that keep you from seeing what's really going on.

## **PART 8**

### **EXTERNAL TRUTH BLOCKERS**

This section lets us in on the psychological secrets of the experts. You will discover how the pros—from professional poker players to master negotiators—keep you from perceiving the facts in an objective fashion, even affect your ability to evaluate information. The influence of the pros is enormous; they can have a powerful impact on your perception of reality—unless, of course, you've read this book and can outthink them.

*Note to readers:* Throughout all of the examples in this book the pronouns *he* and *she* are used alternately. This was done to make the language less sexist, not to indicate that one sex is more likely to lie in given situations than the other.

## **PART**

### **1**

### **SIGNS OF DECEPTION**

"He that has eyes to see and ears to hear may convince himself that no mortal can keep a secret. If his lips are silent, he chatters with his fingertips; betrayal oozes out of him at every pore."

—SIGMUND FREUD

This part contains a catalogue of forty-six clues to deception, divided into seven sections. The clues can be used independently or in conjunction with one another.

While some are excellent indicators by themselves, all clues should be viewed within the context of the situation at hand; they are not absolutes.

Some of these are so subtle that they can easily be missed unless you pay close attention. Others may be glaringly obvious. In some instances you'll be looking for lies of omission—what's missing that should be there. Other times you'll be dealing with lies of commission—things said or done that are inconsistent with the rest of the message.

Occasionally you won't have access to all these clues: you might be on the telephone, for instance, and not be able to see the body of the person you are talking to. It's not necessary to memorize these clues, for in time they will become second nature: you will gradually become more familiar with what to look for, what to listen for, and what to ask for, to get to the truth.

Certain variables such as gender, ethnicity, and cultural background can influence how we interpret various clues—

the use of gestures and personal space, for example. For the most part, though, these factors are negligible and can be ignored.

Some of the clues draw on traditional psychological disciplines such as body language and psycholinguistics. These are used to detect discrepancies between the verbal and the nonverbal message. You will also be using more sophisticated methods developed as a result of my research in the field of human behaviour. One such tool, psycholinguistic emphasis (PLE), involves the words that people choose to reflect their current psychological state.

Once you realize that you're being lied to, should you confront the liar immediately? Usually not. The best approach is to note the fact in your mind and continue with the conversation, trying to extract more information. Once you confront someone who has lied to you, the tone of the conversation changes and gathering additional facts becomes difficult. Therefore, wait until you have all the evidence you want and then decide