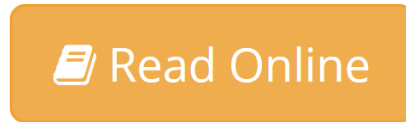


## Get the Truth: Former CIA Officers Teach You How to Persuade Anyone to Tell All

By Philip Houston, Michael Floyd, Susan Carnicero



**Get the Truth: Former CIA Officers Teach You How to Persuade Anyone to Tell All** By Philip Houston, Michael Floyd, Susan Carnicero

**AN INSTANT *NEW YORK TIMES* BESTSELLER!**

Getting someone to tell the truth is an essential skill that very few people possess. In the boardroom, classroom, or our own homes, every day we interact with others and try to get the truth from them. *This book will show you how to do it, and do it well!*

People are often untruthful out of fear of negative consequences associated with divulging information, or they are untruthful to attempt to gain an advantage. But, if they are made to forget the long-term outcomes of lying, he or she can be influenced to disclose the 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 bestselling authors of *Spy the Lie*, Philip Houston, Mike Floyd, and Susan Carnicero are among the world's best at detecting 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. This book is complimented with the insights of Peter Romary, an internationally recognized attorney who has worked for government and private sector clients and who is an expert in applying the techniques in law, business, and negotiation.

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.

The authors have appeared and provided analysis and commentary on broadcast and in print media both nationally and internationally, including CBS, MSNBC, CNBC, Fox, Forbes, BBC, Reuters, Huffington Post, The Financial Times, The Guardian and many others. They also serve government and private-sector clients, including Forbes Rich list families and Fortune 100 companies

*Get the Truth* clearly demonstrates the easy and effective way to learn how to get the truth every time.

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### Editorial Review

#### Review

"The book teaches readers the simple methods they used in the CIA to get the truth out of absolutely anyone -without resorting to torture. Whether it's speaking with your teenager about how that dent suddenly appeared in the car, or your spouse about a mysteriously deleted browser history, or your business partner about a discrepancy in the books, their step-by-step guide lays out how to apply these principles to all aspects of our lives" *Forbes*

"A new guide from some former intelligence agents promises to train you to elicit the truth from 'targets' such as the plumber or your own children." *The Guardian*

"Here's a business communications book with a difference." *The Financial Times*

"Ever wanted to know the best way of extracting a confession? This unexpectedly fascinating book shows just how to do it." *The Daily Mail*

"Your target will fold in no time...But, don't run around trying to manipulate the world - use it when it counts." *Men's Fitness*

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#### From the Back Cover

"Wouldn't it be great if we could bottle the collective wisdom of CIA officers who have interrogated hundreds of people, and apply all that experience to situations where we need to know if someone is telling the truth? If you read this book, which is packed with great anecdotes, you will feel closer to being able to flesh out a lie." *Forbes*

"Lie detection isn't ingrained; it's learned... By following their advice, which is based off years of interrogating terrorists and double agents, anyone can improve their odds at getting to the truth." *New York Post*

"A captivating read with practical takeaway you'll use every day" *John Miller, Deputy Commissioner of Intelligence, NYPD. Former Senior Correspondent, CBS News. Former Assistant Director for Public Affairs, FBI*

#### About the Author

PHILIP HOUSTON, a twenty-five-year veteran of the Central Intelligence Agency and a recipient of the Career Intelligence Medal, is a nationally recognized authority on deception detection, critical interviewing, and elicitation. He has conducted thousands of interviews and interrogations for the CIA and other federal agencies, and is credited with developing a detection of deception methodology currently employed throughout the U.S. intelligence and federal law enforcement communities.

MICHAEL FLOYD is a leading authority on interviewing, detection of deception, and elicitation in cases involving criminal activity, personnel screening, and national security issues. In a career spanning more than thirty-five years, he has served in both the CIA and the National Security Agency, and has conducted high-profile interviews and interrogations for law enforcement agencies, law firms, and private industry.

SUSAN CARNICERO, a former security officer with the CIA specializing in national security, employment, and criminal issues, is an eminent authority on interviewing, detection of deception, and elicitation. Trained as a forensic psychologist, she is the developer of a behavioral screening program used extensively in both the public and private sectors, and is currently involved in conducting high-level screening interviews within the U.S. government.

PETER ROMARY, an internationally recognized attorney who has worked for government and private sector clients worldwide. He is an expert in detection of deception, interviewing, elicitation, negotiation, and risk management and in applying the techniques in law, business, and negotiation.

DON TENNANT, the writer, is a former National Security Agency analyst and business/technology journalist. As editor in chief of Computerworld, he won a variety of national journalism awards.

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**Enoch Dutton:**

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