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## Book Catalog

# Telling Lies

## Clues to Deceit in the Marketplace, Politics, and Marriage

By Paul Ekman

Our Price: **\$14.95**

Our Item Code: **lies**

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320 Pages, Trade Paperback

Cover Size: 5.5 x 8.5 inches

W. W. Norton & Company

Related listings: [Lies and Deception](#)

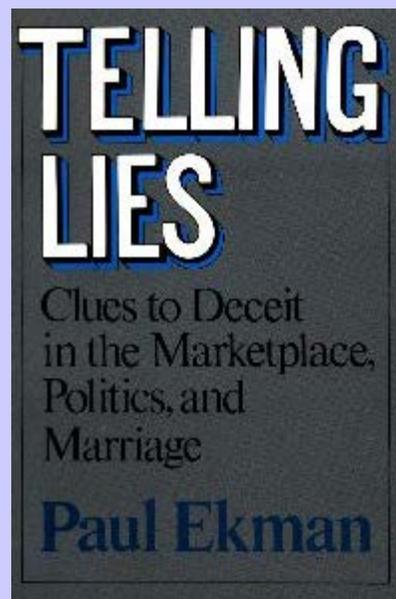
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Opinion of the webmaster, subject to debate

Credibility	Research Value	Cultural Interest	Visual Information	Style	Silliness	Wow Factor	Bargain
<b>5</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>3</b>	<b>1</b>	<b>4</b>	<b>4</b>
Very High	Very High	High	Moderate	Functional	Very Low	Surprising	High

### [Explanation of Ratings](#)

**Credibility = Very High:** In general, this category is a rating of the author's intellectual discipline and the strength of his argument (which are very high), not the veracity of his claims (which could be false in spite of the strong argument).

**Visual Information = Moderate:** Includes several face illustrations of false and real emotion.

What does a book like this have to do with UFOs and the paranormal? Unfortunately everything! So many of the stories surrounding both topics are complete confabulations (in less polite terms, lies). Telling Lies goes a long way towards helping us sort out who's truthful, and who's not. It gives step by step procedures for discerning truthfulness, suitable for use on friends and enemies alike. Be assured this is no popular "psychobabble" book, but rather a book designed for various professionals (police officers, lawyers, reporters, etc.) who must get beyond what people say happened, to what **really happened**. Even so, it's quite suitable for any average reader with an interest in the truth. -- *tm*

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## Information from the Publisher

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### From the Book Cover

*Telling Lies* is fascinating, full of interesting ideas and intriguing information. Ingenious in his pursuit of how we detect lies, Ekman uses history, fiction and laboratory studies to shed light on some of our strongest impulses and most deeply human behavior.

Robert Jervis-Columbia University

This admirable book offers both a wealth of detailed, practical information about lying and lie detection and a penetrating analysis of the ethical implications of these behaviors. It is strongly recommended to physicians, lawyers, diplomats and all those who must concern themselves with detection of deceit.

-- Jerome D. Frank- The Johns Hopkins University School of Medicine

In *Telling Lies* Paul Ekman has drawn artfully on the most pertinent research-much of it his own- to illuminate thoughts which are private but which can have fateful consequences. In its judicious application of ingenious research techniques to questions of societal importance, this work has few peers.

--Howard Gardner- Harvard University

*Telling Lies* is a fascinating addition to the literature on the detection of deception. Using micronalytic techniques to read body language, voice and speech pattern, Ekman offers a new tool for use by law enforcement and other criminal justice professionals.

--Martin Reiser-Los Angeles Police Department

Paul Ekman is professor of psychology at the University of California, San Francisco.

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