

# One Hour Overview Course: Deception Detection 101

*Spot the Lie; Get to the Truth*

*Training time: one hour*

*This is a live classroom course. For more information on remote courses go to <https://PamelaMeyer.com/>*

## The Pamela Meyer Advantage

Pamela Meyer is known for her riveting keynote speeches and one-hour training sessions. Her TED Talk has been viewed over 30 million times and is the 11th most popular TED Talk of all time.

She provides her audiences with detailed scientific findings on which personality types lie, how deception is expressed in e-mail, on the phone, and in person, and how to detect deception through body language, statement analysis, ethical interviewing techniques, and facial micro-expression identification.

In a media-rich multimedia presentation featuring real-life examples of politicians, celebrities and ordinary people, Meyer keeps her audiences of financial professionals, fraud and insurance investigators, security pro's, sales executives, and managers laughing while they learn. She presents a path toward trust that emphasizes integrity, maturity, honesty, and the importance of having difficult conversations during difficult times.

## FINDING THE TRUTH, BUILDING TRUST THAT LASTS, UNDERSTANDING HIDDEN INTENTIONS

In this fascinating exploration of personal interaction, Pamela Meyer unveils the secret science of lie detection and interrogation that has never before been brought to the business world. Government officials, border control agents, police interrogators and social scientists have been studying and practicing lie detection and deceptive behavior for years. Pamela takes her participants through a thorough training session that will show them what's hiding in plain sight in every business meeting, job interview and negotiation.



## Learning Objectives:

- Read facial micro-expressions to determine subtle signs of deceptive behavior and underlying emotion
- Gain the upper hand in business negotiations by learning specific behaviors liars exhibit while in a negotiation, interview, or meeting.
- Master the five-step BASIC method for spotting the lies told in nearly every high-stakes business negotiation and interview
- Identify strategies for eliciting information that are professionally acceptable and grounded in sound ethical deliberation.
- Ask the 5 questions that will get people to tell you anything
- Recognize dozens of postures and facial expressions that should instantly put you on Red Alert for deception
- Distinguish the telltale phrases and verbal responses that separate truthful stories from deceitful ones
- Maintain meaningful rapport even during the most difficult conversations
- Build a circle of trusted advisors and associates who offer deep, substantial support that lasts

**Studies show we are lied to between 20-200 times each day while trust in private and public institutions is at an all-time low:** Leaders are lied to most often in high stakes situations. Participants will acquire a new set of skills that allow them to quickly and accurately assess deceptive and potentially costly encounters. They will be given a realistic roadmap for developing institutional trust that lasts.

### Cancellation and Refund Policy

Where unforeseen circumstances apply, if a Calibrate/Pamela Meyer course is canceled, paid participants will be offered the next available date, or a full refund.

If a participant wishes to cancel and receive a refund in full, they must provide a minimum of 72 hours advance notice by email or by filling out the contact form at <https://PamelaMeyer.com/Contact/>. Refunds will only be provided to individual participants that paid via credit card.

### Bulk Purchase and Bulk Refund Policy

Corporate or institutional clients that have an interest in bulk purchases for their employees can contact Pamela Meyer directly to discuss customization and discounts. Contact Pamela Meyer through a formal inquiry via this form: <https://PamelaMeyer.com/Contact/>. For bulk purchases, refunds will only be offered to employers that have paid their invoices 30 days ahead of the course date. For further information, policies or concerns contact Pamela Meyer and her team via this form: <https://PamelaMeyer.com/Contact/>