

# Nothing but the Truth

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## Synopsis

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| inLanguage | english          |

To get the truth from someone, you need two sets of skills. The first is the interpersonal skills necessary to get the facts. But the second group of skills is equally if not more important: they enable you to assess whether the facts actually fit together--whether they are true--and identify the emotions that shaped them. In *Nothing but the Truth*, top intelligence experts from the worlds of espionage, business, and law enforcement reveal how they get the information they need and give you the key tools to get the information you need, including:

- A system to vet sources
- Eight conversation motivators that help you drive toward the truth
- Techniques to turn a hostile source into a cooperative one
- The means to control the sequence of a conversation
- Getting the truth through email or on the phone

Whether your aim is to grill suspects and witnesses, help someone with an urgent need, figure out who is lying or cheating, or upgrade your ability to be honest with yourself, *Nothing but the Truth* will show you how to do it.

## Reader's comments

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