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Altri autori (Persone)	StephensTimothy E
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Note generali	"A Gower Book"--cover. First published 2004 by Gower Publishing.
Nota di bibliografia	Includes bibliographical references at the end of each chapters and index.
Nota di contenuto	Pt. 1. The problem of deception -- Pt. 2. Countermeasures -- Pt. 3. In court -- Pt. 4. Golf.
Sommario/riassunto	Deception at Work tells you how to recognize and deal with lies, in meetings, negotiations, discussions and in writing. It is guaranteed to make you a more effective and confident operator, no matter what job you do. Simply leaving the book on your desk for others to see will improve your chances of not being deceived. The book exposes deception in all of its forms, linking the authors' 40 years of experience in dealing with fraudsters with the most recent findings on MRI scanning and the human brain. It explains how, why and in what circumstances both achievement and exculpatory lies are told, and how they can be resolved. It sets out a low key but effective plan for dealing with liars in all shapes and sizes, from confidence tricksters to malingeringers and hard-nosed fraudsters. This ground-breaking work includes the most comprehensive summary of the clues to deception of any book currently in print.