

Spy the Lie: Former CIA Officers Teach You How to Detect Deception

By Philip Houston, Michael Floyd, Susan Carnicero and Don Tennant, 2012, St. Martin's Press, \$13.70 (Amazon.com), 272 pages. ISBN: 78-1250005854

Overview from the Publisher: Three former CIA officers—among the world's foremost authorities on recognizing deceptive behavior—share their proven techniques for uncovering a lie.

Imagine how different your life would be if you could tell whether someone was lying or telling you the truth. Be it hiring a new employee, investing in a financial interest, speaking with your child about drugs, confronting your significant other about suspected infidelity, or even dating someone new, having the ability to unmask a lie can have far-reaching and even life-altering consequences.

As former CIA officers, Philip Houston, Michael Floyd, and Susan Carnicero are among the world's best at recognizing deceptive behavior. *Spy the Lie* chronicles the captivating story of how they used a methodology Houston developed to detect deception in the counterterrorism and criminal investigation realms, and shows how these techniques can be applied in our daily lives.

Through fascinating anecdotes from their intelligence careers, the authors teach readers how to recognize deceptive behaviors, both verbal and nonverbal, that we all tend to display when we respond to questions untruthfully. For the first time, they share with the general public their methodology and their secrets to the art of asking questions that elicit the truth.

Spy the Lie is a game-changer. You may never read another book that has a more dramatic impact on your career, your relationships, or your future.

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Spy the Lie provides insights from highly experienced practitioners of deception detection. Readers will not only learn useful perspectives on detecting deception, but to also be aware that lie detection is usually not easy and requires an open mind and strategy.

The primary obstacles that gets in the way of detecting deception are the belief that people will not lie to you, along with a bias that people are innocent until proven guilty and being uncomfortable judging others. The authors begin by suggesting one look for deceptive behavior within five seconds of a question, as well as for a cluster of such behaviors - a single "suspicious" behavior may mean nothing.

Most of *Spy the Lie* is taken up with specific suggestions on what to look for. For example, failure to understand a simple question is a deceptive behavior. Another - deceptive persons sometimes respond to an allegation with a truthful statement that casts him/her in a very favorable light such as giving Bibles to the homeless. Truthful responses tend to be direct and spontaneous, and the person is alert and composed. Unfortunately, untruthful persons can also show these behaviors - especially if prepared.

Failure to directly answer a question, directly respond with a denial, repeating the question, making general statements in response (e.g. "I would never do something like that"), non-answer statements, inconsistent statements, and going into attack mode are all indicators of untruthfulness. Other such indicators include procedural compliance, trying to butter up the questioner, involving religion (e.g. "I swear to God"), selective memory, and smiling in response questions about a heinous crime are other indicators.

Presumptive questions, such as "What happened at Nicole's last night?" are preferred over leading questions - "You were at Nicole's last night, weren't you?" The best question - "Is there any reason any of the neighbors will tell us they saw you in the area last night?" (Broader is better, not limited to the next-door neighbor as the suspect may know he/she wasn't home.) The authors also advise against bluff questions such as "We have someone who says he saw you in Nicole's neighborhood last night."

A suspect's lack of eye contact, closed posture, general nervousness, and preemptive responses are not good indicators of untruthfulness per the authors. The authors suggest sitting interviewees in a chair that has wheels, rocks and swivels, and even movable arm rests. This allows nervous body impulses to be seen.

Spy the Lie ends with suggested question lists for several situations, as well as including a number of actual questioning situations involving well-known cases.

Submitted by:
Lloyd E. Eskildson (posted on Amazon.com)

It was an interesting read, with real life examples. However, I was hoping for a little more. Good advice about interviewing included when to pursue details of an admission vs. inviting additional or deeper admissions/information first; and recognizing and setting aside our own biases when presented with convincing statements, like “I love my child. I could never hurt him!” I was happily surprised by the direct, but non-blaming approach recommended by the authors in an effort to reach the ultimate goal of getting (more) information. All in all, I would recommend this book for someone who is interested in a light read with good information. Just don’t expect any real neat tricks or sure-fire way to detect lies.

Submitted by:
Kathy Spengler (posted on Amazon.com)

The book is written in a style that many non-professional readers can easily read and understand. For the most part, the subject matter of the book would be of interest to law enforcement professionals and other professionals who have to conduct interviews and try to detect and overcome attempts at deception, including: government investigators; inspector general personnel; lawyers; psychiatrists and other mental health professionals; alcohol and substance abuse counselors; probation officers; private investigators; and investigative journalists.

Although many non-professional readers could easily read and understand the book, they should not expect that reading the book will allow them to quickly learn how to detect, evaluate, and overcome deception by other people. The book is too short, the subject matter is too technical, and the techniques discussed are not easily learned or mastered by a non-professional reader.

This book should not be considered exhaustive or definitive on the subject of detecting and evaluating deception. One weakness with the book is the absence of any detailed references or citations to other publications or studies about detecting signs of

deception, evaluating signs of deception, or conducting interviews to overcome deception. But, the book would be a very good starting point for any reader willing to read additional books to learn how to improve their ability to detect, evaluate, and overcome deception by other people.

Submitted by:
E. Jaksetic (posted on Amazon.com)

All the Dirt: Reflections on Organic Farming

By Rachel Fisher, Heather Stretch and Robin Tunnicliffe. Touch Wood Editions, Victoria, BC, Canada. Paperback, 228 pages. \$30.00. ISBN 978-1-972129-12-8.

For a student or any young person interested in starting an organic farm, this book is a revelation of the complexity of the task as well as the valuable personal rewards that may result. For the consumer who is concerned about where their food comes from and how it is produced, All the Dirt is an excellent primer on the organic production practices and clear explanation of why organic food may cost more than what is found in the typical big box retail outlet. For anyone concerned about the sustainability of a healthy environment as well as our food supply, this is an excellent introduction to what is likely the long-term future of agriculture.

All the Dirt is a highly personal set of stories written by three committed young women on Vancouver Island in British Columbia who were all determined to learn how to farm, to sustain themselves and their families, and to make a difference in the world. What is described here is their quest still in progress, the extensive learning curves from their individual and group experiences, and the joys and challenges that are encountered in their radical departure from mainstream agricultural production and marketing. It is riveting story.

Heather Stretch recounts her journey on Northbrook Farm (Chapter 1), a highly diverse small farm producing vegetables, berries, seeds, and poultry, located on land she shares with her aunt and uncle. With an English degree in hand, she was poorly equipped to start farming but highly motivated to grow healthy food and make a difference in the world. From design of the planting beds for irrigation to challenges of marketing to dealing with mummy berries in her fruit enterprise, Heather has learned from the ground up. She is now a successful partner in Saanich Organics, works each year with new interns who often go forth into farming

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on their own, and an educator who willingly shares her understanding of organic production while continuing to learn.

Rachel Fisher describes the farming challenges on Three Oaks Farm (Chapter 2), and how she arrived there after an active apprenticeship with an experienced organic farmer. A highly introspective and spiritual person, she rather quickly realized that to sustain herself would require an expanded set of goals from the initial “back-to-the-land” focus to one of economic entrepreneurship. Over time, this has been accomplished without sacrificing social relevance nor leaving the community of highly-motivated farmers who share the journey, including the WWOOFer volunteers who share their labor in exchange for learning. Rachel and her organic farming partners all recount the enrichment that has come from including other people in their farm crew each year.

Robin Tunnicliffe presents an articulate description of her journey from apprentice to rented land to her current small Feisty Field Farm (Chapter 3), a low-lying patch that has responded well to careful management in spite of its shorter season and poor drainage. She describes vividly some early frustrations with establishing adequate soil fertility, coping with insects, and striving for resilience in an unpredictable climate. Robin especially notes the importance of friends and neighbors who were there to lend a hand or moral support. Her learning about farming came from the ground up, literally creating a fertile and profitable farm in a site marginal for vegetables, and she has shared this adventure with numerous interns, customers and friends.

The three authors come together to discuss why they are farming organically (Chapter 4), a useful introspective on their goals for themselves, their families, and society. They describe a litany of problems created by chemical agriculture, on the local scale as well as in the international arena where small farmers struggle to cope with competition created by industrial farming neighbors and a multinational marketing system that has no intent of creating equity of benefits to producers. They explore the impacts of consolidation, the questions surrounding GMO crops, the insensitivity to social issues on most industrial farms, the food safety issues, the question of animal welfare, and the debate about foods versus fuels. At the same time, the partners recount many examples

of their organic practices and many tasks necessary to make a farm work. Through the individual chapters they describe how to pound in posts for a deer fence, how to site and construct a greenhouse, and how to design the overall farm structure, along with the details of soil fertility, pest management, efficient water use, and dealing with heavy workloads and labor. The challenges facing organic farmers are summarized well in this chapter.

Lastly the authors recall their various adventures in marketing (Chapter 5), and how the multiple experiences led to their purchase of Saanich Organics and the realization of a certain level of scale efficiency in consolidating parts of their operations and especially the need for cooperation in reaching the public. In combining their energies and ideas, it has been possible to get specialized help in marketing and record keeping, to train young people in the necessary details of planning and efficient implementation of a work schedule, and to share good ideas as well as critical problems with like-minded people in their neighborhood. Conclusions are found in Chapter 6.

This book was written to attract more people into organic farming. It is not a panacea for the idealist, but rather a close look at the daily nitty-gritty of farming at this scale. The accounts are highly personal, and one feels individually acquainted with each of the women as well as their passion for food and farming as well as for each other. The practical farming details are thoughtfully blended into descriptions of practical goals and high aspirations, the concern for families and for community, and the need for diversity and inclusiveness. There is an extraordinary complement of full-color photos that give personality and local context to the chapters. The book is rich with humor, as in the activity aptly named “the rainbow chard collective” that was included in the 2009 Pride Parade. This reviewer highly recommends the book to anyone who aspires to farm organically, and to a broader audience that would like to understand better the motivation of dedicated young people to the long-term challenge of healthy and safe local foods. The book is an inspiration, and one that should be made widely available.

Submitted by:
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