



Pamela Meyer

Topics

Communication, Legal Affairs, Mind and Brain, TED Talks

Travels From

District of Columbia

Bio

Studies show that most of us encounter up to 200 lies a day, and strangers lie to each other about three times within the first 10 minutes of meeting. Pamela Meyer set out on a several-year journey to research and combat the deception epidemic in her daily life, and her astonishing resulting TED Global Talk, "How to Spot a Liar", has since drawn over a million views. A graduate of Harvard's MBA program, CEO and founder of the successful business incubation and development firm Simpatico Networks, Pamela Meyer was inspired by a scientific presentation on the behaviors of deceptive people and shocked that the huge body of research on deception had not reached the business world. The author of the bestselling *Liespotting: Proven Techniques to Detect Deception*, Pamela has made it her mission to help people become more accurate at getting to the truth. She believes that—with our increasing lack of face-to-face interaction, and the deception we have come to expect from everyone, from politicians to television networks—everything a CIA operative knows about deception should be familiar to you too, and you too can go from lie spotting to truth-seeking and finally, building trust. The techniques Pamela teaches are pertinent to any business executive expected to identify the truth in high-stakes situations, and in any corporate environment where the truth is an essential part of business—managers, lawyers, and investment, insurance, and medical professionals can all benefit from Meyer's tools for better buying, protecting, interviewing, and negotiating. Through her private consulting firm, Pamela Meyer trains corporate executives to read facial micro-expressions and teaches advanced interrogation techniques,

body language analysis, and behavior elicitation techniques. She is a Certified Fraud Examiner and also holds an MA in Public Policy from Claremont Graduate School. Her non-stop presentations combine extensive training and research with the soft skills and business acumen that keep them interactive and packed with valuable takeaways for you and your organization.

SPEECHES

Three Patterns to Deception and a Radical Path to Truth Pamela Meyer provides her audience 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. You will also learn about statement analysis, interviewing techniques, and interrogation, and about how negotiators can gain the upper hand and close deals that last, by mastering deception detection techniques. In a multimedia presentation featuring real-life examples, Pamela keeps her audience laughing while they learn, and presents a path toward trust that emphasizes integrity, maturity, and the importance of having difficult conversations during difficult times.

The five-step Method for Uncovering the Truth

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

Learn to Undertake a Deception Audit for Your Organization and Identify Key Contributors to Deceptive Corporate Culture

BOOKS

[Liespotting](#) Proven Techniques to Detect Deception

St. Martin's Griffin

Get to the truth! People - friends, family members, work colleagues, salespeople - lie to us all the time. Daily, hourly, constantly. None of us are immune...



Paperback

REVIEWS: PRAISE FOR PAMELA MEYER:

"Pamela Meyer was great - I would recommend her in the future. She was entertaining, knowledgeable, and a true professional. The attendees walked away with some tools they could use in work and life."

—Selena Puttick, VP Program Development, AHOU