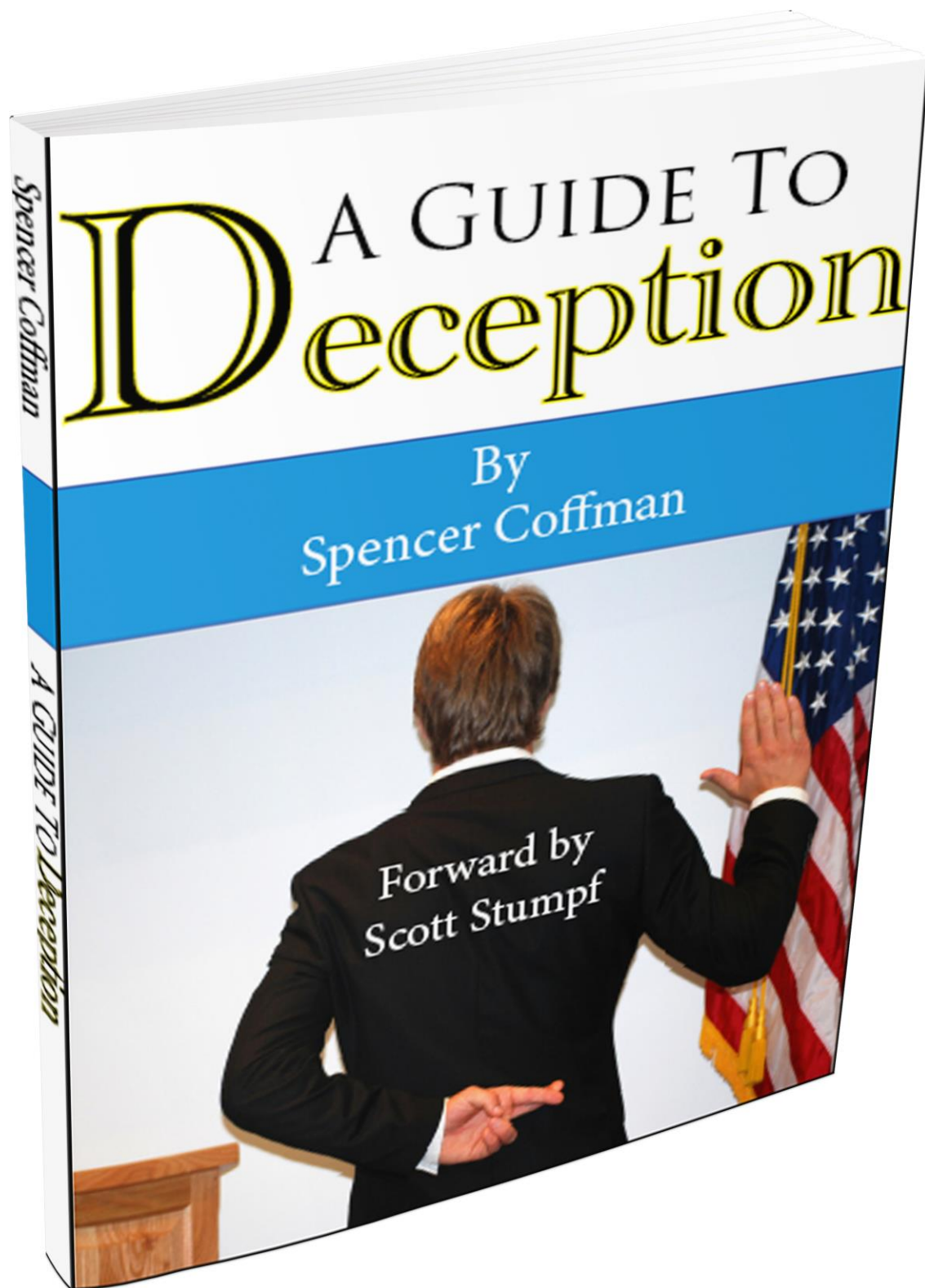




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A GUIDE TO DECEPTION

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Dedication

This book is dedicated to you, the readers. May the content always be in your consciousness.

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Acknowledgments

First of all. Thank you God, for giving me everything it took to write this book. The knowledge, the desire, the people who helped make it possible, the time to write it, the motivation and desire to complete the task, and the patience to see it through. I'm grateful to my family, immediate and extended. For without you I wouldn't be who I am today. Thank you Scott for writing such a great forward and for your willingness to do so. In addition, thank you for all of your assistance in reviewing this book. You've been a great help to me and I really appreciate it. Thank you. I would also like to thank Brad Strand for all of your guidance, motivation, and insight in the book publishing process. Without your advice this book wouldn't have been possible. Thank you to Tom Webster for your desire to take the perfect cover photo, and for your patience in doing so. And thank you to you, the reader, for your desire to read this book. I sincerely hope you enjoy it.

Thank you,
Spencer Coffman

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Forward

Learning the art of knowing whether or not someone is deceiving you, or attempting to deceive you, is not only for law enforcement or those involved in national security. It is something for the everyday person as well. Don't fool yourself, deception occurs around everyone, not only those who have the stereotypical careers with deceit. Knowing when someone is lying is just as important for schoolteachers and parents as it is for law enforcement and government officials. No matter what you do, you are being lied to at some point. Whether they are little lies or big lies, many of us are lied to multiple times every day. Those lies might be coming from strangers, loved ones, or even co-workers. And trust me, if you have kids, you are definitely being lied to on some occasion or another. How often do you know you're being lied to? Some of the time, part of the time, none of the time? Wouldn't it be nice to know when this is happening to you? It'd sure make the conversations in life a lot more clear. When you hold this book you have the skills of a professional in your hands. All you have to do is study this information and you will be better at detecting deception. In addition, the information in this book will help you know exactly when someone might be lying to you.

My law enforcement career began in 1986, almost 30 years ago. I spent nine years as an investigator, and during those years I dealt with deception every day. Whether I was questioning a suspect in an interview room, or a driver who said they didn't know they were speeding, I often knew I was being lied to. I almost expected it. I guess working in one of those stereotypical careers of deceit can make that happen. Currently I'm still working part time as a cop. However, now I'm a law enforcement instructor at an accredited college. And let me tell you, deception is just as prevalent with students as it was with citizens. As I was reading this book, I thought about the many times I've been lied to as an instructor; "My homework isn't done because..." or "I was late for class because..." My job might have changed, but the fact that I was often being lied to didn't.

Spencer and I met in 2007 as youth leaders at our church. I was immediately drawn to his ability to communicate with people of all ages. Spencer effortlessly conversed with the other leaders who were more than twice his age! In addition, he was great with the kids and related to them as well as he was able to relate to the adults. Many young adults lack the ability to communicate, especially with older adults, but this seemed to be an area of strength for Spencer. We immediately became friends as I responded to his level of maturity and his leadership skills. He was well motivated, and I knew he wouldn't stand still in life; needless to say he didn't disappoint. Spencer has obtained an impressive resume with over eight different certificates,

degrees, and diplomas including Bachelor of Arts degrees in both Psychology and Philosophy as well as certificates in TESOL (Teaching English to Speakers of Other Languages) for both children and advanced learners. Spencer thrives on learning and excels in anything to which he is dedicated. If Spencer decides to do something it isn't a matter of whether or not it gets done. It's a matter of how many expectations he exceeds and how many jaws drop in the process. A simple example is of the time he completed a twelve to eighteen month locksmithing diploma in only four months, all when he was fourteen years old! No matter the subject, Spencer dedicates himself with discipline and self-determination. He pours his passion for this craft of deception into a text for the layperson that isn't overwhelming and very easy to understand. He effortlessly points out that it is a skill that many of us will find useful in our everyday lives.

When Spencer first contacted me about writing this forward, my initial thought was, "Book? You're too young to write a book!" But when I realized that he'd already published a research article in an academic journal while he was in college, it occurred to me that he was no longer the young adult leader at our church. He'd grown up and was progressing. So, after publishing an article, it only makes sense that a book would come next. I told him I had never done anything like this before. I was uncertain and mentioned that forwards are generally written by well-known people or leaders in the subject matter, of which I am neither. Spencer didn't care. He wanted me to write his forward despite my telling him that I didn't believe I was qualified. Spencer reassured me, saying that he considered me to be both qualified and related to the field. After that, I told him that I was flattered by the request, but that I wouldn't be offended if he found someone more suited for the task. Still Spencer persisted, insisting that I was going to write his forward. My thought after that was, "Nobody reads the forward anyway and so what do I have to lose?" So I read his book and began writing. Now, after several months, many revisions, reading and re-reading it countless times, and two drafts for Spencer's comments the forward is written. It was a long process, but after having read the book, and seeing the enthusiasm Spencer has for this subject, I'm glad I agreed to do it and I feel very privileged to be writing a forward for such a gifted writer.

Throughout my career, in law enforcement and teaching, I've been to numerous schools on interviewing and how to detect deception. Even with my experience, I found this book to be both insightful and informative. It provides the necessary background information and valuable tools needed to help you detect deception. It's laid out in a quick-reference format that is user friendly and easy to read. Spencer even adds a "how to" section at the beginning of the book, which is one of my favorite sections. It is so perfectly laid out and explained that I'm convinced anyone who can read would be able to read this book and gain the knowledge herein. Provided they follow the "how to" that is. Spencer helps the reader process the material by asking that the book first be read through in its entirety without stopping, and then again to help the reader retain what they have read. I found this method to be both helpful and unique, and the easy-read format makes it all possible.

The information in this book can serve most any person and make them better at detecting deception. It is a great book to read for the person who has no training in detecting deception or the person who is very knowledgeable in detecting deception. Whether you know nothing about detecting deceit or you know it all and are simply looking to hone your skills, this book is for you. It is a great book written by an ordinary person with passion for emotions, facial

expressions, and body language who simply wants to share his knowledge with the rest of us. If you would like to know when you are being deceived, definitely, read this book.

Scott Stumpf

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Introduction

Why You Need This Book

If you're already reading this book I don't need to tell you why you need it. You already know why you need it. You need this book because sometime in your life someone has lied to you. You need this book because you are involved in important relationships with your friends, family, coworkers, clients, et cetera. You need this book because you are someone who lives in the world of people instead of under a rock and you want to make sure that when you're buying a car, appliance, insurance, or some other item, that you aren't getting ripped off. Basically, you need this book because you want to be able to know whether or not the people you encounter are being honest with you.

Everyone needs this book.

§

How To Use This Book

This book is designed to be a short and simple read providing you with an overview knowledge of deception. Read each chapter thoroughly, and once you begin a chapter read it in its entirety. No pausing in the middle of a chapter! The only time you can stop reading is when you arrive at the end of a chapter. So make sure you allow plenty of time to read all the way through. Page ahead to see how long each chapter is and use your best judgment on how long it will take you to thoroughly read it. Read the entire book. Forget about pausing to highlight or underline anything. Don't worry about spending time visualizing any of the signs. Simply continue reading. This is your quick pass, the overview of the material.

Then, once you have finished the book. Go back and re-read it. The second time you may skim over parts you understand and slow down on parts that are confusing to you. Take the time to highlight, underline, and comment on the book. Write your own hints and tips in the margins. Make it yours. If you notice any bit of information that you want to know more about, or there is something you that don't fully understand, look at the reference number. Then turn to the References section and write down the source. Make the effort to look it up and read it. A simple search on the Internet should bring up the manuscript.

When you arrive at Chapter Six during your second reading make sure you are in a place where you are able to concentrate. This time attempt to visualize each of the different signs you read about. If you can't visualize them, then take the time to try them out yourself. Use a mirror if you have to. Do whatever you have to do to be able to mentally picture what the sign looks like in your head. In this way, you will be training your conscious mind to notice these unconscious behaviors.

After finishing Chapter Six, continue on through the rest of the book. Then, when you arrive at the Appendix, read the list and try to visualize each of the signs once more. You may want to flip back and forth from the Appendix to Chapter Six so that you can read the paragraph description as well as the listed sign. Really dig in and make sure you understand the material. Then, continue reading and finish the book. From time to time, refer back to Chapter Six and the Appendix for reference and to keep these signs fresh in your conscious mind.

In essence, there are three simple steps to this book. Read it, re-read it, and study it. Like anything, practice makes perfect. The more you come back to this material and study it the more you will notice these behaviors in your everyday life. Basically, you get what you put into it. If you want to become a human lie detector then you need to make studying these signs a part of your everyday life. Stick with it, and within a few months of reviewing you'll be seeing signs all around you.

Best of luck!
Spencer Coffman

Visit <http://www.spencercoffman.com/a-guide-to-deception-ebook/> to continue reading this eBook. Show the author your support and [purchase A Guide To Deception](#) for only \$5.99!