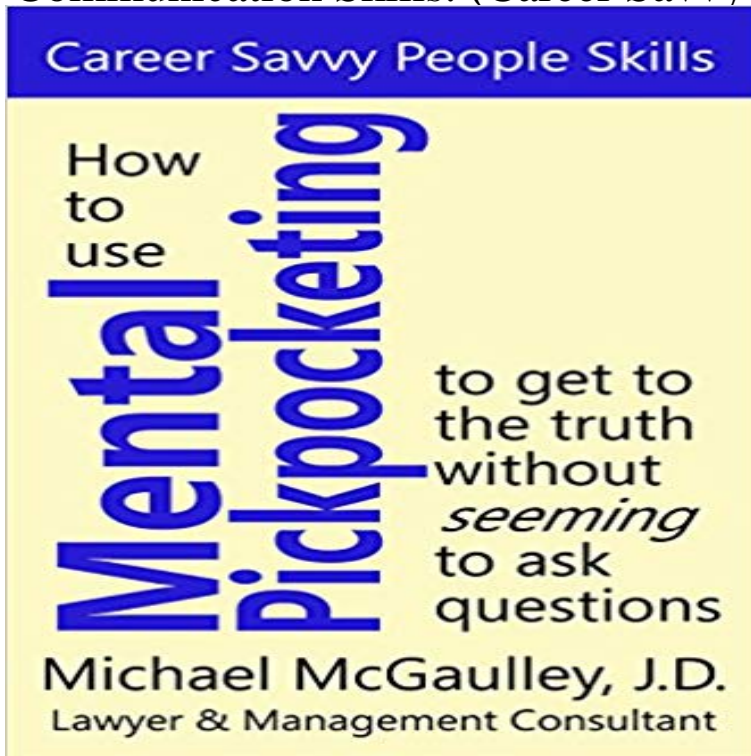


## How to Use MENTAL PICKPOCKETING to Get to the Truth Without Seeming to Ask Questions: Career-savvy People Skills and Business Communication Skills: (Career Savvy People Skills Book 2)



KNOWLEDGE IS POWER . . .  
BUT NOT EVERYONE WANTS TO SHARE Knowledge is power . . . particularly in organizations and teams where your success depends in large part on career-savvy subtle communication skills and other people skills at work--particularly your ability to ferret out semi-hidden information, and to discern the deeper reality behind situations and events taking place around you. Its easy enough to ask questions, and most of the time most of the people will do their best to share the truth. But not always. Sometimes, if you play it straight and ask direct questions, you wont get straight answers, and you wont get to the truth--instead, youll get distortion, spin and responses that are somewhat less than the whole truth. Sometimes simply to ask a question is to give the game away because it alerts the other person to what youre really after, and hence flags what they may want to fudge, avoid, or distort. WHAT IS MENTAL PICKPOCKETING? In those situations, how do you get information--and get the truth--without flagging what youre really after? By employing mental pickpocketing-- the art and science of asking questions without seeming to ask, or without seeming to ask what youre really after. BY READING THIS BOOK YOU WILL LEARN: In this book, written by a lawyer and management consultant, you will learn . . . \* 15 other reasons to ask questions, apart from getting information; \* 10 basic tips on information scavenging; \* 6 key factors in sequencing your questions and probes; \* 6 ways of listening while really asking and re-asking; \* 4 nice ways of mental pickpocketing; \* 7 tricky methods mental pickpockets use to subtly get truthful answers; \* 6 even trickier ways in which mental pickpockets operate; \* Subtle ways of changing pace, changing directions, and even discouraging the

all-too-talkative;\* Methods of controlling the discussion--and the flow of words--when the other person is off-the-point, or telling you a lot more than you need to know;\* A variety of ways of listening with your eyes.\* An array of whats termed soft skills and subtle interpersonal skills  
**YOU WILL ALSO LEARN TO PROTECT YOURSELF AGAINST MENTAL PICKPOCKETS!**For your self-protection--youll find here a variety of antidotes to mental pickpocketing, including 14 ways of NOT answering questions and subtle probes.**NEVER BE SPUN AGAIN. NEVER BE PLAYED AGAIN.LEARN TO CUT THROUGH THE GAMES AND GET TO THE TRUTH BY CLICKING THE BUY NOW BUTTON AT THE TOP RIGHT OF THIS PAGE.**

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