

Feeling Like Your Not Being Told the Truth? 9 Questions to Ask:

Do you think that someone you know may not be telling you the truth? Here are 9 questions to ask yourself that may indicate someone is not being up front with you. These questions are simply indicators or warnings to consider so you can decide whether to at least proceed with extreme caution.

1) Does the person discuss the present situation?

People who are hiding something often gloss over the present situation and immediately jump to the future.

2) Does the person show different emotions?

People who only show one emotion are often not telling us everything. Having a range of emotions is natural and normal. Ever have someone always tell you how great things are or how wonderful you are? All though that might be nice to believe, in reality, rarely is one always happy and always happy with us. I have met people who said they never argued only to find out their spouse one day told them how unhappy they were and wanted a divorce.

3) When you ask a question, does the person answer it directly?

This may seem obvious, but often people who are hiding things skirt the issue, change the subject or answer it in a global, ambiguous or vague way.

4) Do you feel like you can ask that person anything? Does the person encourage questions? People who have something to hide often don't react well when questions are asked. By getting defensive and having a strong reaction the person can create an environment where we can become afraid to ask them questions. This enables them to continue to do what they may be hiding.

5) Who does the person associate with?

People can easily fool us by their charm. The company they keep is a good indication of who they are. People tend to surround themselves by those who are similar to them. Ie: someone who claims to be trustworthy but is constantly in the company of un-trustworthy people. If trustworthiness was that important to the person then why would they choose to be around them.

6) Is what the person says consistent with other things they may have said?

If you listen closely to what someone says and they are not telling the truth, you will often notice inconsistencies to what they say.

7) Does the person keep his or her promises?

People often don't keep their word on small things. However, they may rationalize that they keep their promises on the "big stuff". This may be true, but it has been my experience that this is usually not the case.

8) How often do they tell you things they know you won't want to hear?

President Johnson once said, "If nobody is arguing, only one person is thinking" [or I would have said that only one person is being honest]. It is normal to have differing opinions. One indication that there's a problem is if the person only tells you the positive side of things.

9) Does what the person say sound too good to be true? You know the age old adage, if it's too good to be true; it usually is.

Please feel free to forward this advice to a co-worker, friend or family member -- and if they would like to directly receive this advice, they can sign up on our website www.StevenGaffney.com or e-mail Shannon at Shannon@StevenGaffney.com Names WILL NOT be shared with anyone.

Thousands of people, from entry-level to CEO, credit Steven Gaffney's (www.StevenGaffney.com) keynote addresses, breakout sessions and intense multi-day seminars in the area of communication, motivation and leadership with making a critical difference in their lives. His proven systems, including The Honest Communication Results System™, has helped individuals and organizations be more effective and profitable by opening lines of communication, resolving issues, taking advantage of valuable opportunities and working as a team.

Steven's speeches and seminars combined with national media appearances about his new book, "Just Be Honest: Authentic Communication Strategies that Get Results and Last a Lifetime," have enabled him to educate people how to speak honestly and work effectively with anyone. Some of his clients include: Marriott, American Express, SAIC, British Petroleum, NASA, Navy, Environmental Protection Agency and American Cancer Society.

Steven Gaffney's Bi-Weekly Advice may be reproduced only with the expressed permission from the Steven Gaffney Company or it may be reproduced in its entirety with the following byline:

"Steven Gaffney (www.StevenGaffney.com) delivers keynote addresses, breakout sessions and intense multi-day seminars in the area of communication, motivation and leadership. Call for more information at (703) 243-7994 or 1-877-6Honest or e-mail Steven directly at Steven@StevenGaffney.com. Copyright 2002 by Steven Gaffney and the Steven Gaffney Company."

This e-mail tip is designed to help you, the reader. If for some reason you would like to be removed from this list, please hit reply and type "remove" in the message portion of your e-mail.