



**Cliff Lansley MIOD MABPsych BEd(Hons) CertEd**

Cliff is CEO of the [Emotional Intelligence Academy](#).

Cliff heads up [Paul Ekman International](#) which specialises in using reliable science in developing and delivering programmes in emotional awareness and credibility analysis. He featured as Behavioural Analyst Expert for ITV's documentary '[Lying Game – Crimes that Fooled Britain](#)' and also with the BBC. He has worked with police, security and other personnel from military, airport, intelligence, investment, HR, banks and other commercial sector organisations in over 20 countries across all continents. He heads a team who has developed a leading-edge [MSc](#) in this field with MMU.

Cliff works closely with [Paul Ekman PhD](#), the pioneer of face and body language research, featured in 'Times Top 100 Influential People', scientific adviser to drama, '[Lie to Me](#)'. Dr Ekman recommends Cliff by video [here](#). He has 3 children, and has been a Primary School Governor for 25 years.

## Read, Understand and Influence Others and Get to the Truth – a scientific approach

**Introduction:** Life and work in education can create challenging situations for us with other people. Often we are open and transparent with each other. Sometimes, though, people will hide their real thoughts or feelings. Staff working in schools face many crucial interactions with staff, parents/carers, children, Governors and other school stakeholders. Safeguarding and educating children is a huge responsibility and school staff are often involved in mediation, investigations, arbitration and influencing activities that require high level emotional intelligence and communication skills. With such accountability and responsibility it is important that school staff are adept at getting to the truth so they can make wise decisions. This event will help you with those challenges.

**The Session : ½ day** - Learn effective elicitation and questioning strategies to help you to 'Get the Truth' with school partners, parents/carers, children, complaints/grievances and those challenging situations outside of work.

**The Approach:** An interactive, science-based approach to reading and understanding others, and getting to the truth, with no-nonsense approaches, practical exercises and practice with videos, audios, text and real humans.

**What's Extraordinary?:** You will not find this comprehensive combination of reliable approaches for interviews, negotiation and life challenges anywhere else – distilled into powerful engaging sessions giving you skills you can use immediately.

### Outcomes:

1. outline key principles for informal and formal veracity interviews
2. use casual conversations to engage and explore issues with others
3. apply powerful probes/questions to help you get to the truth
4. plan how these skills might be useful within your school... and in life!