

Auto/Mate's Dave Druzynski to Present "How to Spot Liars with Effective Interviews" At Digital Dealer 24

ALBANY, NY, UNITED STATES, April 2, 2018
/EINPresswire.com/ -- Auto/Mate Dealership Systems (<http://www.automate.com>) announced that Chief People Officer Dave Druzynski will present "[How to Spot Liars with Effective Interviews](#)" at the upcoming Digital Dealer 24 Convention & Expo in Orlando, FL. Druzynski's session is scheduled for Wednesday, April 11 at 10:05 a.m.



"I've always been fascinated by the science of body language and deception. I have studied them extensively and even received formal training from former military interrogators. I've taken the

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Dave Druzynski, Chief People Officer, Auto/Mate

complex principles I've learned and broke them down into simple strategies that dealers will be able to apply immediately after attending my session,” Druzynski said. “If dealers can avoid making even one bad hire from what they learn, it will save them thousands of dollars.”

Studies find that between 50 to 80 percent of job applicants admit to lying on a resume, and 70 percent of college graduates say they would lie to get the position they wanted. With the average cost of turnover approaching \$20,000 per

employee, dealers cannot afford to conduct interviews the same way they have always done.

In his session, Druzynski will dispel some of the common myths associated with lying, such as fidgeting or avoiding eye contact. He will also review videos of famous celebrity lies caught on tape, including lies told by Lance Armstrong and Tom Brady.

Druzynski's session is designed for anyone who has hiring or interviewing responsibility in dealerships, but the lessons can be applied to any professional or personal situations. Attendees will learn how to:

- Identify the top 10 telltale signs that someone is lying to you
- Properly prepare for an interview so you won't be distracted and miss important cues
- Establish a candidate's baseline behavior with small talk and identify behavior associated with lying
- Implement a post-interview research strategy in order to validate the lies

As chief people officer at Auto/Mate, Druzynski has multiple years of practical HR experience and has conducted thousands of interviews and employee investigations. He holds both SPHR and SHRM-SCP certifications and serves on the board of trustees for Make-A-Wish of Northeastern New York.

For a video summary of Dave Druzynski's presentation, watch here: <https://youtu.be/XkdvhJpD37I>

For more information or to register for Digital Dealer 24, visit <https://www.digitaldealer.com/conference>.

About Auto/Mate

Auto/Mate Dealership Systems is a leading provider of dealership management system software to retail automotive dealerships, typically saving dealers thousands of dollars per month from their current provider. AMPS® is a user-friendly, feature-rich DMS in use by more than 1,350 auto dealers nationwide. Auto/Mate has received consecutive DrivingSales Dealer Satisfaction Awards.

Auto/Mate's employees have more than 1,200 years of combined experience working in franchised auto dealerships, the foundation of its By Car People, For Car People™ slogan. Auto/Mate is committed to winning its customers' business each and every month with no long-term contracts and free software upgrades.

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