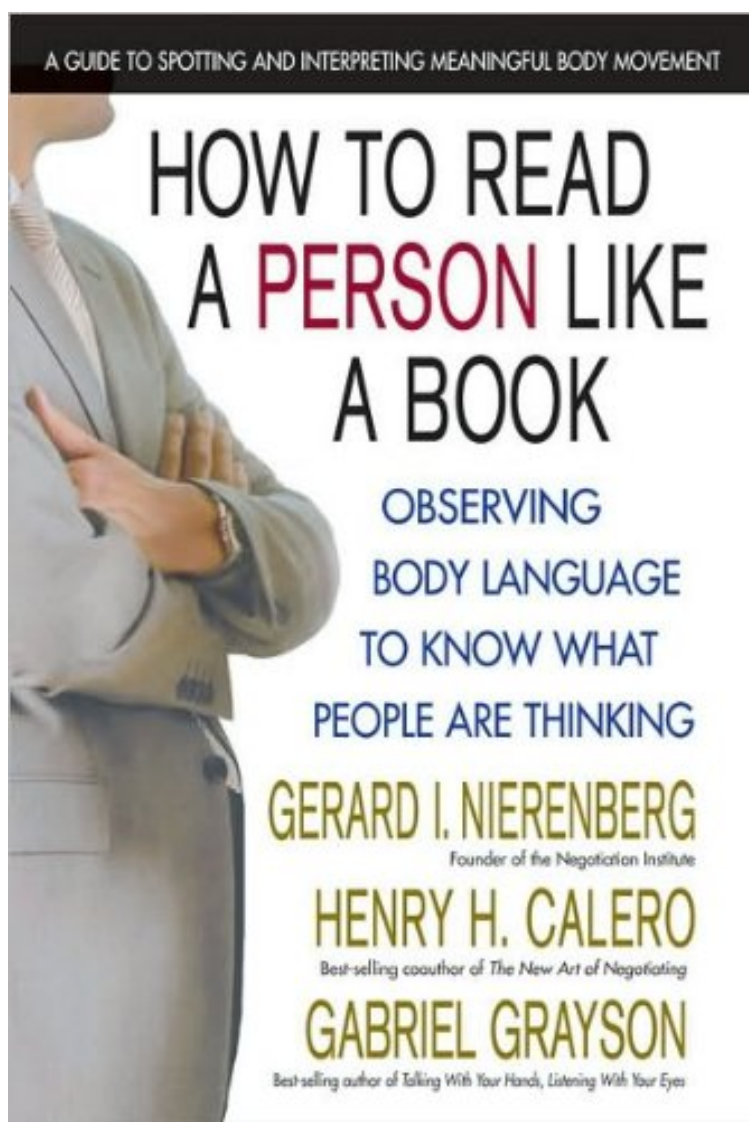


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How to Read a Person Like a Book: Observing Body Language to Know What People Are Thinking



Par Gerard I. Nierenberg, Henry H. Calero, Gabriel Grayson
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Decipher the unspoken vocabulary of body language. A tilt of the head, the crossing of legs, the buttoning and unbuttoning of a jacket, and other gestures can speak volumes about what a person is thinking or feeling. By learning to spot hidden emotional, social, and sexual messages, you can tell how a person is reacting to you, respond appropriately, and influence the outcome of any situation. Detect and send messages of friendliness and flirtation. Gain and maintain the upper hand in negotiations and arguments. Determine whether someone is lying, recognize boredom, and overcome defensiveness. By interpreting nonverbal behavior, you can improve your control over job interviews,

business meetings, parties, chance encounters, and other everyday situations.

Prsentation de l'diteurImagine meeting someone for the first time and within minuteswithout a word being saidhaving the ability to tell what that person is thinking. Magic? Not quite. Whether people are aware of it or not, their body movements clearly express their attitudes and motives, communicating key information that is invaluable in a range of situations.How to Read a Person Like a Book is designed to teach you how to interpret and reply to the nonverbal signals of business associates, friends, loved ones, and even strangers. Best-selling authors Gerard Nierenberg, Henry Calero, and Gabriel Grayson have collaborated to put their working knowledge of body language into this practical guide to recognizing and understanding body movements. In this book, you will find the authors proven techniques for gaining control of negotiations, detecting lies, and even recognizing signs of sexual attraction.Whether in an office, on a date, or on a family outing, the simple technique of reading body language is a unique skill that offers real and important benefits.Prsentation de l'diteurImagine meeting someone for the first time and within minuteswithout a word being saidhaving the ability to tell what that person is thinking. Magic? Not quite. Whether people are aware of it or not, their body movements clearly express their attitudes and motives, communicating key information that is invaluable in a range of situations.How to Read a Person Like a Book is designed to teach you how to interpret and reply to the nonverbal signals of business associates, friends, loved ones, and even strangers. Best-selling authors Gerard Nierenberg, Henry Calero, and Gabriel Grayson have collaborated to put their working knowledge of body language into this practical guide to recognizing and understanding body movements. In this book, you will find the authors proven techniques for gaining control of negotiations, detecting lies, and even recognizing signs of sexual attraction.Whether in an office, on a date, or on a family outing, the simple technique of reading body language is a unique skill that offers real and important benefits.IngramThis unique and informative program will teach listeners how to "decode" and reply to non-verbal signals from friends and business associates.