



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

By Gerard I. Nierenberg, Henry H. Calero, Gabriel Grayson

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Imagine meeting someone for the first time and within minutes—without a word being said—having 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.

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Editorial Review

From the Publisher

I took a road trip in January, drove from Dallas to New York City with one of my best friends. One problem we knew we would face was music. Where I tend to lean towards singers who hold a bottle of whiskey while singing, he enjoys the smooth sounds of R&B.

AudioBooks were the solution.

After listening to **How to Read a Person Like a Book** somewhere between Memphis and Nashville, every single gesture was analyzed, and in a small way, still is. And now I'm very conscious of what my body language is and I don't sit in meetings with my arms folded in front of me.

-Carrie, Random House AudioBooks Publicity

From the Inside Flap

1 cassette / 40 minutes

A multi-voice production

Explore the language that exists beyond words - the language of the body and its gestures.

Whether conscious or not of our bodies' movements, we express our feelings, attitudes, and motives through gestures that are often vague and frequently ignored. **How to Read a Person Like a Book** teaches you how to "decode" and reply to nonverbal signals from strangers, friends, and business associates, allowing you to:

- * Gain command of business and social situations
- * Sharpen your negotiating skills
- * Recognize signals of affection and attraction
- * Enrich your knowledge of body language.

Learn the clues that make reading people easy. Gerard Nierenberg's proven techniques for gaining control of negotiations, detecting lies, or recognizing signals of affection and sexual attraction will dramatically improve your understanding of others, giving you the advantage of added insight into all social and business situations.

About the Author

Gerard Nierenberg, dubbed by *Forbes* "The Father of Negotiation Training" and by *The Wall Street Journal* one of the "Eight Wise Men", has written more than 20 books about negotiation and improving interpersonal skills. His bestseller, **The Art of Negotiation** is also available from Random House AudioBooks.

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

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James Ellis:

A lot of people always spent their particular free time to vacation or perhaps go to the outside with them loved ones or their friend. Were you aware? Many a lot of people spent they free time just watching TV, as well as playing video games all day long. In order to try to find a new activity here is look different you can read the book. It is really fun in your case. If you enjoy the book that you read you can spent the entire day to reading a book. The book How to Read a Person Like a Book: Observing Body Language to Know What People Are Thinking it is rather good to read. There are a lot of individuals who recommended this book. These folks were enjoying reading this book. If you did not have enough space to develop this book you can buy the e-book. You can m0ore effortlessly to read this book from your smart phone. The price is not too costly but this book possesses high quality.

Kenneth Kan:

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Ronald Sadowski:

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