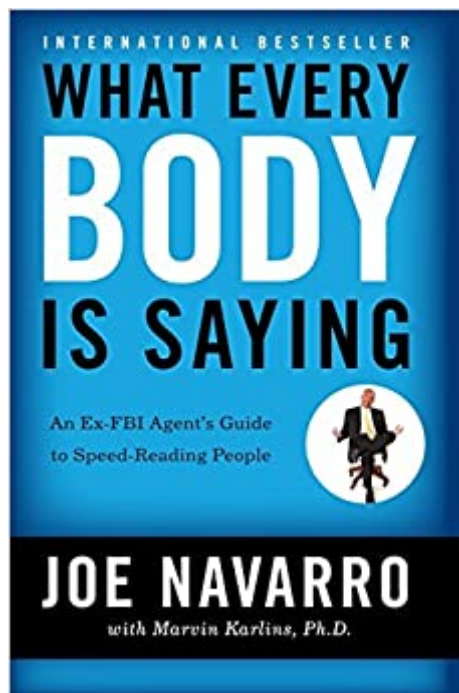




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# What Every BODY Is Saying: An Ex-FBI Agent's Guide To Speed-Reading People



## Synopsis

Read this book and send your nonverbal intelligence soaring. Joe Navarro, a former FBI counterintelligence officer and a recognized expert on nonverbal behavior, explains how to "speed-read" people: decode sentiments and behaviors, avoid hidden pitfalls, and look for deceptive behaviors. You'll also learn how your body language can influence what your boss, family, friends, and strangers think of you. You will discover: The ancient survival instincts that drive body language Why the face is the least likely place to gauge a person's true feelings What thumbs, feet, and eyelids reveal about moods and motives The most powerful behaviors that reveal our confidence and true sentiments Simple nonverbals that instantly establish trust Simple nonverbals that instantly communicate authority Filled with examples from Navarro's professional experience, this definitive book offers a powerful new way to navigate your world... He says that's his best offer. Is it? She says she agrees. Does she? The interview went great. Or did it? He said he'd never do it again. But he did.

## Book Information

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## Customer Reviews

Adult/High School • This book illustrates which nonverbal clues telegraph untrustworthiness and deception and which radiate sincerity and compassion. In this fascinating take on body language and the ability to decipher it for use in everyday life, Navarro emphasizes that while knowing the reasons for certain behaviors like touching one's neck can be useful in "reading" people, they are not foolproof barometers of deception. A former FBI agent who

commonly used these techniques to help crack cases, the author cautions about jumping to conclusions and encourages using clusters of nonverbal patterns to help discover whether a person is lying or just under stress. One chapter is devoted to the brain and its limbic system, which controls those involuntary quirks of behavior. Black-and-white photos illustrate different points throughout. This book is a worthy research tool, and a good addition to larger collections. —Charli Osborne, Oxford Public Library, MI Copyright © Reed Business Information, a division of Reed Elsevier Inc. All rights reserved.

—“A masterful work on nonverbal body language by an exceptional observer. Joe Navarro’s work has been field-tested in the crucible of law enforcement at the highest levels within the FBI. I cannot praise the book enough.” —David Givens, Ph.D., author of *Crime Signals* and *Love Signals*)

This is the first book I have read about body language, and it was excellent (especially on Kindle)! The language is not overly "jargony," and the author presents the material so that it is accessible to intelligent, non-experts. Furthermore, he provides real-world examples of his body language reading skills, as opposed to simply listing off a series of actions. I think it was important that he cautions the reader often about jumping to conclusions based on one or even two actions- a liar is often indistinguishable from someone who is nervous, even to experts in this field. Who isn't nervous when called in by the big boss suddenly? He points out that body language is a much more useful tool for gauging how someone is reacting to your conversation and very handy to ascertain topics that make the other party uncomfortable, allowing you to either continue pursuing that subject or change subjects depending on the circumstances. This has come in handy in my day-to-day interactions. The illustrations are great, however it would have been nice for more of the really subtle movements to have a contrasting image to compare it to, side by side. This wouldn't be an issue with the hard-copy edition, but in a kindle hopping back and forth between pages some distance apart can become tedious (especially if you didn't flag it!). I am a Joe Navarro fan, and will be reading some of his other books soon! Please keep writing Joe!

Great book on body language, I like hearing first hand accounts of real life situations where the particular body movement was prevalent. I learn best that way.

First off, I'm aiming for a biopsychology major and have been interested and reading up/researching

about things related to psychology/neuroscience/philosophy/logic/etc. since freshman year in high school. So the 5 stars come from someone who plans to use the ideas from these fields for the rest of his life.+Unabashedly straightforward prose makes this book very accessible+Ergonomic layout: pages are spacious enough to be comfy, pictures and anecdotes are interspersed throughout. The book feels very friendly to the eye!+Insistence upon actually using real scientific evidence instead of giving you total BS: avoids petty mythology (like this action = lying) and actually first introduces the limbic system and its connection to automatic behaviors.-Not very many but... I've seen some of Navarro's posts on PsychologyToday, and he didn't talk about skin in this book (he had a post on it on PT). He also didn't go into things like voice frequencies (inflection) or proxemics, but hey, it's still a great book.

This book is fantastic. A lot of what he says is common sense when you think about it, but the point is, you don't usually consciously think about it. A lot of great tips on what to look out for and what it could potentially mean, while at the same time warning you that they don't always mean what we might assume they do. To take in the situation as well as the body language. The whole is larger than the combination of the parts, basically. I still have about 30 pages left, but I'm confident they won't disappoint. Very good book, at least if you're a beginner. If you're already pretty familiar, I can't say, but for me, worth every penny.

Get your body language reading skills organized and get a baseline one yourself first before you try it out on the public.I have read several Body language reading skills books from several different authors, some who studied about it, others that preform the practice for a Human Resources department and others that have put the practice into use reading hundreds if not thousands of people. By reading several different styles of practicing the skills described in the various books I have found that some I can do rather well and others it will take many many attempts to get a good handle on the skill. Joe Navarro used his body language skills on thousands of people and has some good insight to different methods that are not in other books. His insight to the practice of reading body language should be included in anyone's knowledge base of their own practice. I highly recommend this book.

Exactly what I was looking for. If you enjoy the subject of communication..? Especially a more in depth look into the topic. You are heading in the right direction with this pick. One of my daughters asked me if she could read it next....

This book is very informative, and the writing style is excellent. It's a book I wish I could whip out and review on a moment's notice. It will take much practice to internalize the skills for interpreting body language and the more subtle nuances mentioned in this book.

Fantastic book. It makes reading body language extremely easy. It has photos and I was never lost on what he meant. He uses stories from the old FBI days which makes it really interesting. This book tells you what your instincts already know. If you really study it greatly improve body reading.

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