

What Every BODY is Saying: An Ex-FBI Agent's Guide to Speed-Reading People

By Joe Navarro, Marvin Karlins



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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.

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.



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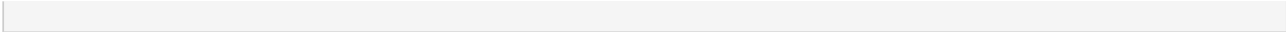
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- Sales Rank: #12866 in eBooks
- Published on: 2009-10-13
- Released on: 2009-10-13
- Format: Kindle eBook

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Editorial Review

From School Library Journal

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*

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Review

"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."

About the Author

Joe Navarro was a career FBI agent specializing in nonverbal communications and is now a lecturer and consultant for major companies worldwide. He has appeared on *Hardball with Chris Matthews*, the *Today show*, the *CBS Early Show*, CNN, Fox News, and other major media. He lives in Tampa, Florida.

Marvin Karlins received his Ph.D. in psychology from Princeton University and is senior professor of management at the University of South Florida. He is the author of twenty-three books and most recently collaborated with Joe Navarro on *Phil Hellmuth Presents Read 'Em and Reap*.

Users Review

From reader reviews:

Joseph Nixon:

In this 21st century, people become competitive in every way. By being competitive right now, people have to do something to make these individuals survive, being in the middle of often the crowded place and notice by simply surrounding. One thing that oftentimes many people have underestimated the idea for a while is reading. Yep, by reading a publication your ability to survive rises then having a chance to stand than others is high. For you who want to start reading the book, we give you this specific *What Every BODY is Saying: An Ex-FBI Agent's Guide to Speed-Reading People* book as a beginning and daily reading publication. Why, because this book is usually more than just a book.

Christopher Pruett:

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Kristi Rowden:

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