



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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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:

Lila Smith:

A lot of people always spent their free time to vacation or go to the outside with them household or their friend. Do you realize? Many a lot of people spent that they free time just watching TV, as well as playing video games all day long. If you wish to try to find a new activity here is look different you can read the book. It is really fun to suit your needs. If you enjoy the book that you simply read you can spent the entire day to reading a guide. The book What Every BODY is Saying: An Ex-FBI Agent's Guide to Speed-Reading People it is rather good to read. There are a lot of people that recommended this book. We were holding enjoying reading this book. In case you did not have enough space to bring this book you can buy the e-

book. You can more quickly to read this book from the smart phone. The price is not to cover but this book offers high quality.

Elaine Rochelle:

The reason why? Because this *What Every BODY is Saying: An Ex-FBI Agent's Guide to Speed-Reading People* is an unordinary book that the inside of the e-book waiting for you to snap the item but latter it will zap you with the secret this inside. Reading this book next to it was fantastic author who also write the book in such amazing way makes the content inside of easier to understand, entertaining method but still convey the meaning totally. So , it is good for you because of not hesitating having this nowadays or you going to regret it. This unique book will give you a lot of positive aspects than the other book get such as help improving your ability and your critical thinking method. So , still want to hold off having that book? If I have been you I will go to the book store hurriedly.

Melvin Dove:

In this age globalization it is important to someone to receive information. The information will make professionals understand the condition of the world. The condition of the world makes the information better to share. You can find a lot of sources to get information example: internet, magazine, book, and soon. You can see that now, a lot of publisher that print many kinds of book. The actual book that recommended to you personally is *What Every BODY is Saying: An Ex-FBI Agent's Guide to Speed-Reading People* this guide consist a lot of the information from the condition of this world now. That book was represented so why is the world has grown up. The terminology styles that writer use to explain it is easy to understand. The writer made some exploration when he makes this book. Honestly, that is why this book ideal all of you.

Nancy Harris:

With this era which is the greater individual or who has ability in doing something more are more important than other. Do you want to become one among it? It is just simple way to have that. What you have to do is just spending your time not very much but quite enough to get a look at some books. One of several books in the top collection in your reading list is definitely *What Every BODY is Saying: An Ex-FBI Agent's Guide to Speed-Reading People*. This book which can be qualified as *The Hungry Hills* can get you closer in becoming precious person. By looking upward and review this e-book you can get many advantages.

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