



The Art of SpeedReading People: How to Size People Up and Speak Their Language

By Paul D. Tieger, Barbara Barron-Tieger

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In business & in life, communication is the key to success. And, as made clear in this book, learning to use the power of Personality Type is the key to communicating more effectively. Now in the same successful format as the bestsellers *Do What You Are* & *Nurture by Nature*, *The Art of Speed Reading People* offers a revolutionary new tool for sizing up people & speaking their language. A salesperson pitching a customer. A manager trying to motivate an employee. A teacher attempting to make a point with a student. In any of these situations, the power to "read" another person can be a powerful advantage. Drawing on the same scientifically validated Personality Type model that many Fortune 500 companies use, this book shows how anyone can quickly identify key personality characteristics through a person's appearance, vocabulary, body language, occupation, education, & interests. *The Art of SpeedReading People* is the ultimate communication resource - the next best thing to having X-ray vision.

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Editorial Review

Amazon.com Review

Do you communicate ineffectively with some people and powerfully with others? The reason may be a difference in personalities and communication preferences. *The Art of Speedreading People* is a crash course in communication strategies, showing you how to observe behavioral clues to gain valuable insights into people's personalities and communication styles. The result: you become a more effective and convincing communicator, and you are more likely to receive the response you want.

This book is like a practical communications seminar based on the psychology model called Personality Typing, which is focused on identifying key personality traits in order to communicate most effectively. First, you analyze your own personality type and determine your placement on the scales of extrovert/introvert, sensor/intuitive, thinking/feeling, and judging/perceiving. The book then teaches you about the clues that indicate other people's personality type, including speaking style, body language, and occupation. You test yourself by reading a few scenarios and personality typing the characters described. You put the system to work by learning approaches to "speedreading" people in person and on the phone using skill-building exercises. Finally, you learn how to communicate effectively with people who are a different type or temperament than you. *The Art of Speedreading People* is intriguing and useful, especially for those who work in a sales, service, teaching, or managerial position, or any job where effective and positive communication is paramount.

From [Booklist](#)

The authors have taken a well-respected aspect of psychology called "personality typing" and devised the art of "speed reading" people as a powerful tool for quickly and accurately identifying key personality traits for effective communication. The book also serves as an infomercial for the authors' consulting practice. Tieger and Barron-Tieger aim to accurately identify key characteristics of personality that are present in all people, through understanding how people are energized, what kind of information they naturally notice and remember, how they make decisions, and how they organize the world around them. The first section of the book is devoted to the underlying principles of personality type, the second section addresses communicating with people in their favorite style, and the final section deals with understanding and appreciating the subtleties and preferred communication styles of the 16 types identified by the concept of personality type. Although some readers may not agree with all of the authors' views, this book provides useful insight into the ongoing challenge of effective communication. *Mary Whaley*

About the Author

Paul D. Tieger and Barbara Barron-Tieger, authors of the bestselling DO WHAT YOU ARE and NUTURE BY NATURE, are well-known authorities in the application of Personality Type and have trained thousands of managers, counselors, and teachers over the past fifteen years. They live in West Hartford, Connecticut.

Users Review

From reader reviews:

Dena Jacobs:

Book is written, printed, or outlined for everything. You can learn everything you want by a guide. Book has a different type. As it is known to us that book is important point to bring us around the world. Alongside

that you can your reading expertise was fluently. A book The Art of SpeedReading People: How to Size People Up and Speak Their Language will make you to be smarter. You can feel a lot more confidence if you can know about every thing. But some of you think which open or reading a book make you bored. It's not make you fun. Why they might be thought like that? Have you looking for best book or suitable book with you?

Helen Samuel:

Reading a book tends to be new life style with this era globalization. With examining you can get a lot of information which will give you benefit in your life. Along with book everyone in this world can easily share their idea. Guides can also inspire a lot of people. A lot of author can inspire their reader with their story as well as their experience. Not only situation that share in the textbooks. But also they write about the ability about something that you need instance. How to get the good score toefl, or how to teach your children, there are many kinds of book that you can get now. The authors these days always try to improve their skill in writing, they also doing some investigation before they write to their book. One of them is this The Art of SpeedReading People: How to Size People Up and Speak Their Language.

Melvin Hayes:

Reading can called mind hangout, why? Because when you are reading a book specifically book entitled The Art of SpeedReading People: How to Size People Up and Speak Their Language your brain will drift away trough every dimension, wandering in each and every aspect that maybe not known for but surely might be your mind friends. Imaging just about every word written in a e-book then become one application form conclusion and explanation that will maybe you never get prior to. The The Art of SpeedReading People: How to Size People Up and Speak Their Language giving you an additional experience more than blown away your brain but also giving you useful information for your better life on this era. So now let us teach you the relaxing pattern the following is your body and mind will likely be pleased when you are finished reading it, like winning a. Do you want to try this extraordinary shelling out spare time activity?

Michael Watkins:

This The Art of SpeedReading People: How to Size People Up and Speak Their Language is great guide for you because the content which is full of information for you who also always deal with world and also have to make decision every minute. That book reveal it facts accurately using great manage word or we can declare no rambling sentences inside it. So if you are read it hurriedly you can have whole info in it. Doesn't mean it only offers you straight forward sentences but challenging core information with splendid delivering sentences. Having The Art of SpeedReading People: How to Size People Up and Speak Their Language in your hand like having the world in your arm, details in it is not ridiculous a single. We can say that no publication that offer you world within ten or fifteen second right but this reserve already do that. So , this can be good reading book. Heya Mr. and Mrs. active do you still doubt that?

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