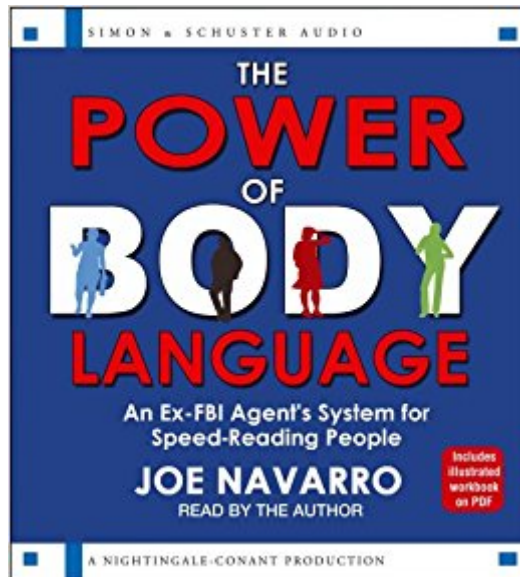




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# The Power Of Body Language



## Synopsis

Former FBI agent and behavioral assessment expert Joe Navarro teaches listeners how to observe and decipher the nonverbal communications of others in *The Power of Body Language*. Know the truth before you ever hear a word! Approximately 80 percent of communication is expressed nonverbally. When you know how to unlock the secrets of people's nonverbal cues, you'll always have the upper hand in any situation. In *The Power of Body Language*, former FBI counterintelligence officer and recognized global expert on nonverbal behavior Joe Navarro teaches you how to "speed-read" people: decode sentiments and behaviors, avoid hidden pitfalls, and look for revealing behaviors. You will discover:

- How the subconscious limbic system drives all body language
- Why the face is the least likely place to gauge a person's true feelings
- What thumbs, feet, and a simple handshake reveal about moods and motives
- The most powerful behaviors that reveal our confidence and true sentiments
- Simple nonverbals that instantly establish trust and communicate authority
- Why things taught about nonverbals in the 70s and 80s are incorrect

And more! Armed with this powerful information, you'll be able to sit in a business meeting and know what your boss and colleagues are really thinking and feeling, what your children are really saying when they come home from a friend's house, and the perfect time to close the deal in sale or negotiation. You'll even learn how your own body language is influencing your boss, family, friends, and strangers.

## Book Information

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## Customer Reviews

For 25 years, Joe Navarro worked as an FBI special agent in the area of counterintelligence and

behavioral assessment. A founding member of the National Security Division's Behavioral Analysis Program, he is on the adjunct faculty at Saint Leo University and the Institute for Intergovernmental Research, and has appeared on Fox News, ABC News, CNN, Hardball with Chris Matthews, and NPR as one of the world's leading experts on nonverbal communication.

Being new to learning about body language this audio book really kicked off my learning. The author is the leading authority on body language and gives easy to follow instructions as well as good example of said body language. I also like how he states that body language is subjective EX) someone might have received bad news before interacting with you so what one might read as this person not interested in them is really them having a negative experience before talking with you. I will say that I wish it was more in depth with more secrets of body language, but overall excellent for beginners.

This audio seminar is well worth the time and money. Joe Navarro gives good detail about body language from a person's feet to various aspects of the face. He is easy to understand and knowledgeable about the subject material. I would recommend this to anyone interested in learning more about body language even if they owned all of Navarro's books. Utilize the printable workbook and enhance remembering the material covered. You can go back later and listen to the cd's again or glance over the workbook as ways to refresh your memory.

Not my mentality.

Exceptionally interesting. Very informative and helps you assess the world through a different lens.

I have two of Joe's books on body language. I would highly recommend this, it's almost like an audio book. The course is about 8 hours long and goes into quite a bit of detail. This really was like the capstone course of body language.

Mr. Navarro has done a very good job at conveying the (mostly visual) information through his words and mental pictures. A must if you are trying to learn body language and either do not have time to read the book (although it makes a great reference) or drive a lot.

These tapes are fantastic. I wished there was a higher level than these. I use this information in my

The information is fairly good, and the author does know his business. But this is almost painful to listen to. If you are an impatient person (Probably why you are buying audio) you may want to try something different. The author reads P...a...l...n...f...u...l...l...y slowly! His voice becomes irritating at times, and you will need frequent breaks from hearing him. He also holds his vowels while speaking,.....aaaaaaaas this allows him tooooooo..... think while he is speaking. Aaaaaaaaand once you pick up on this trait, it is almost unbearable. The first disc has about 5 minutes of 'Goodie' in it, and the rest is a lesson on evolution. Skip that one. It isn't worth it. He ends roughly 1/3 of all sentences with the phrase... "Aaaand so forth". Trust me. You will begin to hate ever hearing this phrase again. Another terribly frustrating issue is that he likes to really drive his point home. Repeatedly. In slow motion. He will make a point, circle back, make another pass at it again,... and go through it again. Very slowly. Even after you get it, see? He keeps on driving at it. Which takes time. And once you already understand the point, it becomes annoying. Because then he's draining the life out of you. Then he'll circle back at it again. Slowly....Then he'll... (Had enough, yet?) In summary, this could have been - and should have been - a 2 disc set. Remember Ben Stein from Ferris Beuler's day off? This CD is very much like listening to him lecture from this book, while maintaining his role. It is worth it. But just barely.

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