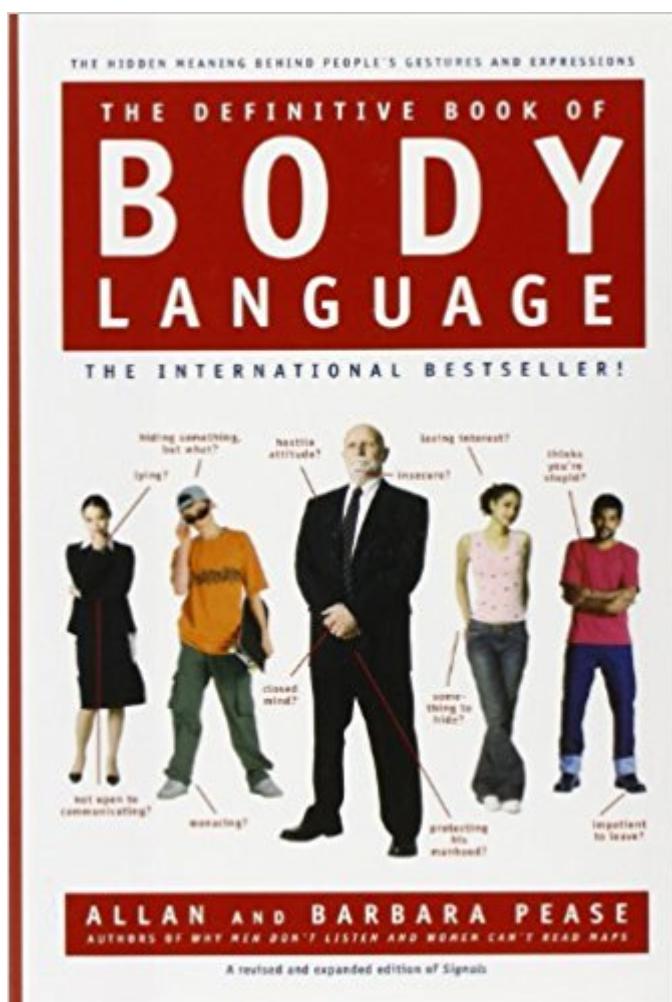


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# The Definitive Book Of Body Language: The Hidden Meaning Behind People's Gestures And Expressions



## Synopsis

Available for the first time in the United States, this international bestseller reveals the secrets of nonverbal communication to give you confidence and control in any face-to-face encounterâ “from making a great first impression and acing a job interview to finding the right partner. It is a scientific fact that peopleâ “s gestures give away their true intentions. Yet most of us donâ “t know how to read body languageâ “and donâ “t realize how our own physical movements speak to others. Now the worldâ “s foremost experts on the subject share their techniques for reading body language signals to achieve success in every area of life. Drawing upon more than thirty years in the field, as well as cutting-edge research from evolutionary biology, psychology, and medical technologies that demonstrate what happens in the brain, the authors examine each component of body language and give you the basic vocabulary to read attitudes and emotions through behavior. Discover:â ¢ How palms and handshakes are used to gain controlâ ¢ The most common gestures of liarsâ ¢ How the legs reveal what the mind wants to doâ ¢ The most common male and female courtship gestures and signalsâ ¢ The secret signals of cigarettes, glasses, and makeupâ ¢ The magic of smilesâ “including smiling advice for womenâ ¢ How to use nonverbal cues and signals to communicate more effectively and get the reactions you wantFilled with fascinating insights, humorous observations, and simple strategies that you can apply to any situation, this intriguing book will enrich your communication with and understanding of othersâ “as well as yourself.

## Book Information

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## Customer Reviews

"When Allan and Barbara Pease write, I read. And underline. And learn. And laugh. And steal. The Definitive Book of Body Language is a marvel of a book!"â "Tom Peters, author of In Search of Excellence and Re-Imagine!

Allan Pease has written eleven other bestselling books on the subject of human communication and body language, including, with Barbara Pease, Why Men Donâ™t Listen and Women Canâ™t Read Maps and Why Men Donâ™t Have a Clue and Women Always Need New Shoes. Barbara Pease is CEO of Pease Training International and the author of the international bestseller Memory Language. She divides her time between England and Australia, trying to find her way home from the airport.

The authors made a lot of interesting points in this book and gave lots of helpful hints for how to apply it. There were so many black and white sweeping statements, (such as all men.... and all women....) that I often questioned the validity of the statements, and though there are a lot of references at the back, it didn't feel very scientific or backed by quality research. The illustrations are horrible and would have been much better had the authors taken some modeled poses to illustrate their points. For a book on body language I don't want to look at simple line drawings. It was interesting to read a body language book from the point of a salesperson and they did cover many topics that a lot of other books that don't cover, such as office layouts etc.

Gives the basics and has PICTURES. There are a lot of book out there without single picture or a drawing! Good and pleasant read. Absorbed it in a day.

An excellent guide to human body language and decoding what others are thinking based on their posture, position and gestures. It also offers advice on how to communicate better through appropriate body language and how to convey information (or lie) more easily. The book is spiced with witty jokes, cartoons and anecdotes that make it an easy and enjoyable read. The language used is simple to understand and information contained in it is easy to learn. I only wished that the authors were not as pretentious with their introduction. They say that this book will "revolutionize the way we deal with others" and "change our life forever". Oh please. I did read it and I did use the information in it for good effect, but it did not revolutionize the way I deal with others and it did not change my life forever. I realize that they want to sell the book, but making grandiose statements on how your life will never be the same after reading it, might put some people off. The only other

complaint I have is that the book seems to focus mostly on business/office relationships and dating. While humans do spend a lot of time working and pursuing romantic relationships, it is not the only thing we do. How about some advice about how to behave in a restaurant with friends or in a store when negotiating with a salesman? The complaints are minor, however. The book is excellent and should be read by anyone interested in reading/interacting with/manipulating others. I started using some of the tricks in the book and they work.

This is an excellent book on body language. Authors Allan and Barbara Pease give a definitive overview on body language. The book goes into painstaking detail, talking about various parts of the body and the gestures they can make, different social situations and how body language can affect it, and the deeper psychological meaning behind body language. The authors give the body a very lighthearted feel and inject plenty of humor into it to prevent from turning to a dry read. The book even gives a helpful exam at the end. However, I do wish they hired models to display the mentioned body language. The book uses cartoon, which can be hard to read sometimes, and if I'm going to be reading people, cartoon are not the best representation.

It is a great book for not n verbals and to watch human behavior. Dont agree with some of the info but still great guide.

This book was recommended as being helpful in writing stories, developing characters. I found it helpful in just understanding people in general.

Good book. A fun read. Interesting how we subliminally react to people. The "tells" when people are lying are a science.

This book has so many great tips for interviewing, making good first impressions, and improving your body language. It can even show you how to stand for more confidence.

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