

What Every BODY Is Saying: Summary of the Key Ideas - Original Book by Joe Navarro, Marvin Karlins: An Ex-FBI Agent's Guide to Speed-Reading People

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Body language can reveal more about a person's inner thoughts and feelings than the words they say. We often fake our facial expression or say things we don't mean due to social obligation. Nonverbal behavior can provide a number of useful clues, helping us to identify when someone is lying and letting us know what their true intentions are.

Who should read this book:

- People who want to improve their observation skills.
- Anyone interested in psychology and in how our brain influences our behavior.
- People who want to learn more about nonverbal behavior and its meaning.

In this summary:

Chapter 1: Learn how to read nonverbal cues and identify people's true intentions

Chapter 2: The ten commandments to become a better observer

Chapter 3: The limbic brain determines how we respond in certain situations

Chapter 4: Pacifying behavior is meant to calm our nerves

Chapter 5: Our legs and feet are the most honest parts of our body

Chapter 6: Trying to protect our front side can be a sign of discomfort

Chapter 7: Arm movement can be used for protection and to claim territory

Chapter 8: Hand gestures can provide a lot of information about a person

Chapter 9: Facial expressions can be faked and should be observed in context

Chapter 10: Use nonverbal cues to find out whether someone is lying

Chapter 11: Final Summary



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From reader reviews:

Alice Christensen:

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Gene Kirkland:

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Jessica Keith:

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Frances York:

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