

| | |
|-------------------------|---|
| 1. Record Nr. | UNINA9910150515703321 |
| Autore | Eggert Max |
| Titolo | Body language : impress, persuade and succeed with the power of body language |
| Pubbl/distr/stampa | [Place of publication not identified], : Pearson Education, 2010 |
| ISBN | 9786612983726 9781282983724 1282983725 9780273740759 027374075X |
| Edizione | [1st edition] |
| Descrizione fisica | 1 online resource (xv, 240 p.) : ill., facsims |
| Disciplina | 153.6/9 |
| Soggetti | Body language Social Sciences Psychology |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Bibliographic Level Mode of Issuance: Monograph |
| Nota di bibliografia | Includes bibliographical references and index. |
| Nota di contenuto | Cover -- Brilliant Body Language -- Contents -- About the Author -- Acknowledgements -- Academic References -- Introduction -- Chapter 1: Our Other Language - An Introduction -- Chapter 2: The Basic Caveats -- Chapter 3: Personal Distance or Proxemics -- Chapter 4: Perception and First Impressions -- Chapter 5: The Body Language of Anxiety -- Chapter 6: How to Control Anxiety -- Chapter 7: Body Language for Rapport Skills -- Chapter 8: Body Language for Personal Confidence -- Chapter 9: Body Language for Assertiveness -- Chapter 10: Body Language and Attraction -- Chapter 11: Body Language and Personal Influence -- Chapter 12: The Hidden Language of Speech -- Chapter 13: 75 Bodylanguage Signs and What They Might Mean -- Chapter 14: Putting It Into Practice -- Conclusion: Ethics, Body Language and Manipulation -- Appendix 1: Possible Answers to the Questions Raised in the Book -- Appendix 2: Possible Answers to the Picture Challenges on Pages 199-202 -- Index. |
| Sommario/riassunto | Take your communication skills to a whole new level and understand what people really think and feel. What is said is often not what is |

meant, yet most of us don't know how to 'read between the lines'. Something like an astounding 70% of communication is non-verbal! If you want to be persuasive, build rapport, create a positive impression – be an all-round brilliant and effective communicator – Brilliant Body Language is essential reading. Written by a psychologist with extensive experience helping people hone their interpersonal skills, this book will show you how to read and understand the intricacies of body language and teach you how to use your own body language to get the best out of all your relationships – in life and at work. You will gain: A thorough background in body language – how to read it, how to use it. The ability to know how to establish rapport instantly. The ability to influence and persuade others with ease. An understanding what people really think and feel.
