1. Record Nr. UNINA9910153069103321 Autore **Borg James** Titolo Body language: how to know what's really being said [Place of publication not identified], : Pearson, 2013 Pubbl/distr/stampa Edizione [3rd edition] Descrizione fisica 1 online resource (296 pages) Disciplina 153.6/9 Soggetti Body language Interpersonal communication Social Sciences Psychology Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Bibliographic Level Mode of Issuance: Monograph Cover -- Contents -- About the author -- Publisher's Nota di contenuto acknowledgements -- Preface -- Author's note -- Introduction: If you could read my mind ... the 7 Ls -- Chapter 1: Language of the mind and body -- Chapter 2: Looking -- Chapter 3: Listening -- Chapter 4: Limbs -- Chapter 5: Lying -- Chapter 6: Leakage -- Chapter 7: Likeability -- Remember the body language rules! -- Afterword --Index. Sommario/riassunto Never mind what you think you're saying, what is your body saying? Over half of our communication is through our bodies, but how many of us know how to decipher this non-verbal language? Body Language will make sure you get it right every time. In seven simple lessons you'll become an expert at reading others and controlling your own gestures to get the response you want. This definitive and indispensable guide to body language will help you: Make a good impression and be instantly likeable Match what you're saying to the signals you're sending so you send out clear, credible messages Learn how to read other people's faces, eyes and tone of voice effectively Decipher the language of the limbs, from folded arms to crossed legs Figure out

quickly when someone is lying James Borg's Body Language will give you the magic formula to mastering the power of body language – the

ultimate way to achieve success in work and life.