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Nota di contenuto

Cover; Contents; Preface; Acknowledgments; PART I: The Science of Nonverbal Behavior; 1 - Reading People. Introduction to the World of Nonverbal Behavior; 2 - Facial Expressions; 3 - The Voice; 4 - Body and Gestures; 5 - Cultural Influences on Nonverbal Behavior; 6 - Deception; PART II: Applying the Science of Nonverbal Behavior; 7 - Aviation Security and Nonverbal Behavior; 8 - A Cop's Nonverbal Journey; 9 - Anomalies and Nonverbal Behavior; 10 - Understanding Body Language and the Polygraph; 11 - Nonverbal Behavior in the Courtroom; 12 - Persuasion, Negotiation, and the Law
13 - Negotiation and Nonverbal Communication
14 - Interpersonal Skills and Nonverbal Communication; 15 - Nonverbal Communication in Consumer Research; 16 - Nonverbal Communication in Medical Practice; 17 - Nonverbal Behavior and Psychiatric Observation; 18 - Synthesis and Conclusion; Author Index; Subject Index; About the Editors; About the Contributors

Sommario/riassunto

This book examines state-of-the-art research and knowledge regarding nonverbal behaviour and applies that scientific knowledge to a broad range of fields. It presents a true scientist-practitioner model, blending cutting-edge behavioural science with real-world practical experience.
