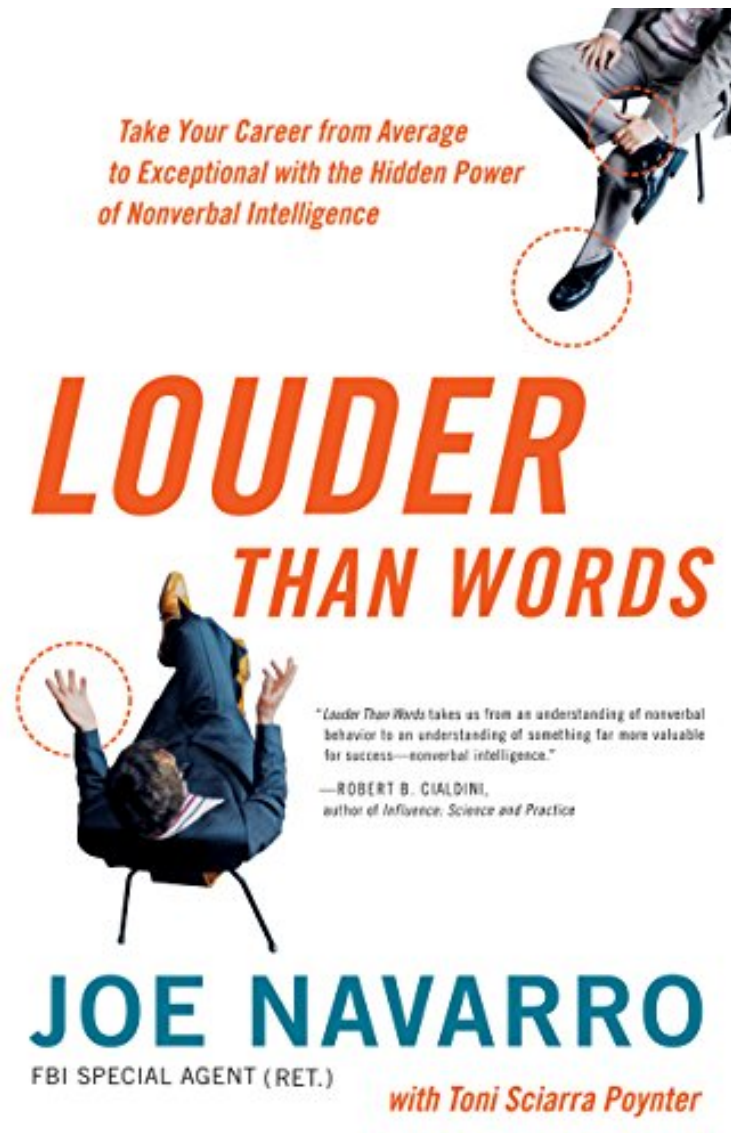


[Download] Louder Than Words: Take Your Career from Average to Exceptional with the Hidden Power of Nonverbal Intelligence

Louder Than Words: Take Your Career from Average to Exceptional with the Hidden Power of Nonverbal Intelligence

Joe Navarro, Toni Sciarra Poynter
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Joe Navarro, Toni Sciarra Poynter : Louder Than Words: Take Your Career from Average to Exceptional with the Hidden Power of Nonverbal Intelligence before purchasing it in order to gage whether or not it would be worth my time, and all praised Louder Than Words: Take Your Career from Average to Exceptional with the Hidden Power of Nonverbal Intelligence:

9 of 9 people found the following review helpful. A cop's eye view
By BuckAJoe does a great job of bringing his 25 years of law enforcement experience into the corporate world. Having had my own 20 year career in law enforcement, I appreciated Joe's acknowledgement that deception is a difficult thing to ascertain on a definitive basis. Frequently you are seeing discomfort not necessarily a lie, perhaps due to the nature of the question asked or the subject being discussed. But, as he so aptly points out, that discomfort can ultimately lead you in the right direction. In the boardroom or in the office, working on the nonverbal cues (body language) you are giving off are every bit, if not more important, than what you are seeing in others. How you consciously use your own body language and the seating arrangement in your office to establish rapport is critical. After my post law enforcement career, I've spent the last two decades in the corporate world. I've put the experience I picked up in law enforcement to good use when working with clients and colleagues, as well as all the great information I've learned from all of Joe's books. One colleague has been wondering for 20 years how I know when he is ready to wind down the conversation after he's stopped by for a visit (his tell is in his right foot). He always is surprised when I know it's just the right time to end the conversation. Drives him nuts, but then he hasn't read the book!
One of the beauties of the Kindle version are the imbedded short videos in each section. This is the first book I have run across that has this kind of content and it's a nice break from the reading.
5 of 5 people found the following review helpful. Easy to use book on body language
By CustomerMost of the books I've read on body language are simply too complex. In the fast give-and-take of conversations who can do what most books want - observing and cataloging every minute movement of other people? "Louder than Words" gave me the first real help in becoming better at reading body language with a simple and very easy to use system. For example, just noticing whether a person is comfortable or not says much more than any specific gesture. I didn't really find his earlier books that useful, perhaps because I'm not a big poker player. That said, this book is very good and super useful. "Nonverbals reach far and wide into our lives. Your nonverbals form an aggregate impression of what you represent. Those who recognize this will have access to a powerful level of influence that others do not. Trust, comfort, cooperation, affinity, productivity, and influence are all vitally dependent on nonverbals. To neglect their power is to court mediocrity--or worse, failure."
5 of 5 people found the following review helpful. Essential For Any Business Person, Job Hunter, or Social Networker
By H. KlinglerThis book can do more for your business, both internally and externally, than perhaps any ad could do. This is because when it comes down to it, your business is assessed upon first impressions. Ads or campaigns may draw people to your business, but it is the first impression clients and customers get from their first few minutes of experience within your walls or with your employees that ultimately makes or breaks whether they will continue to spend money or work with you. Joe Navarro teaches you everything from what to wear to how to arrange your office, all in order to achieve the goal you wish to attain, namely a great, successful, and above all, approachable business. Heed his words for though nonverbals may be simple or subtle, they make a difference between a sealed deal and a walk out. This book is especially beneficial to those job hunting. An effective HR employee interviewing potential candidates will know that only 50% of the information you are acquiring from an interview are simply the answers to your questions. You will gain just as much information, if not more from their behaviors. Therefore, those out in the labor market trying to obtain a job would find this book immensely valuable. Overall, this book is essential, whether you are a staunch business man or just someone who wishes to improve their social behavior and effectiveness. It is a must-have.

"Louder Than Words takes us from an understanding of nonverbal behavior to an understanding of something far more valuable for success—nonverbal intelligence." — Robert B. Cialdini, author of *Influence: Science and Practice*
"Joe Navarro brings together the art and science of nonverbal communications for the business sector with the edge of a former FBI agent and the insight of a world-class observer." — Jack Canfield, co-author of *The Success Principles*
Joe Navarro, bestselling author of *What Every Body Is Saying* and *Phil Hellmuth Presents Read 'Em and Reap* and former FBI agent specializing in behavioral analysis, helps you successfully navigate the business world by training your brain to see what others are feeling, thinking, or intending. Job hunters and professionals of every ilk—as well as fans of the hit FOX television series *Lie to Me*—will find many helpful and effective tips to reading body language and microexpressions in *Louder than Words*.

"Louder Than Words takes us from an understanding of nonverbal behavior to an understanding of something far more valuable for success—nonverbal intelligence." — From the Back Cover
International bestselling author and behavior expert Joe Navarro helps you successfully navigate the business world by understanding what your boss and coworkers are really thinking. Why is it that some people have all the elements of success—education, skills, integrity, motivation—but can't seem to move from effectiveness to excellence in their careers? Behavior expert Joe Navarro reveals the long-sought answer. *Louder Than Words* teaches how to master nonverbal intelligence, the ability to interpret and use nonverbal signals—in poker terms, "tells"—in business to assess and influence others. Drawing on his decades in the behavioral sciences, Navarro shows how to use his simple yet powerful "comfort/discomfort" model to decode what's really being said at meetings, interviews, negotiations, presentations, business meals, and more, including the casual exchanges that often impact decisions and reputations. Jump-start your

career as you discover how to: Read body language to understand what clients, coworkers, interviewers, or interviewees are thinking, feeling, or intending, and discern nonverbal cues of concern, disagreement, or doubt; even over the phone Master the all-important first impression and use settings, seating, and gestures to inspire and captivate Recognize habits that send the wrong message, from nail biting to wearing inappropriate attire; and see what posture, work practices, workspaces, and even electronic habits say about people Become culturally aware and gender-sensitive, from best handshake practices to personal space preferences Learn what the "comfort dividend" can do for you and your business Explore how the concept of "curbside appeal" applies to you and your business, and can mean the difference between average and exceptional Use Louder Than Words to close the deal, keep your customers, secure new ones, and lead your company with confidence. For job seekers looking to stand out from the pack, this book is your get-back-to-work bible.

About the Author Joe Navarro was a career FBI agent specializing in nonverbal communications and is now a lecturer and consultant for major companies worldwide. He has appeared on Hardball with Chris Matthews, the Today show, the CBS Early Show, CNN, Fox News, and other major media. He lives in Tampa, Florida. Toni Sciarra Poynter is a writer and editor living in New York City.