



## How to Read a Person Like a Book

*Gerard I. Nierenberg, Henry H. Calero, Gabriel Grayson*

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Imagine meeting someone for the first time and within minutes-without a word being said-having the ability to tell what that person is thinking. Magic Not quite. Whether people are aware of it or not, their body movements clearly express their attitudes and motives. These simple gestures, which most of us don't even notice, can communicate key information that is invaluable in a range of situations. *How to Read a Person Like a Book* is designed to teach you how to interpret and respond to the nonverbal signals of business associates, friends, loved ones, and even strangers. Best-selling authors Gerard Nierenberg, Henry Calera, and Gabriel Grayson have collaborated to put their working knowledge of body language into this practical guide to recognizing, understanding, and using non-verbal communication. With *How to Read a Person Like a Book*, you will learn: When someone has lost interest in what you are saying. How to put people at ease by mirroring their gestures. Why your body language can make or break a deal. How to tell if someone is not being truthful. When to push forward or back off during a negotiation. How to identify an aggressive or submissive handshake. Whether in an office, on a date, or on a family outing, the simple technique of reading body language is a unique skill that offers real and important benefits.

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