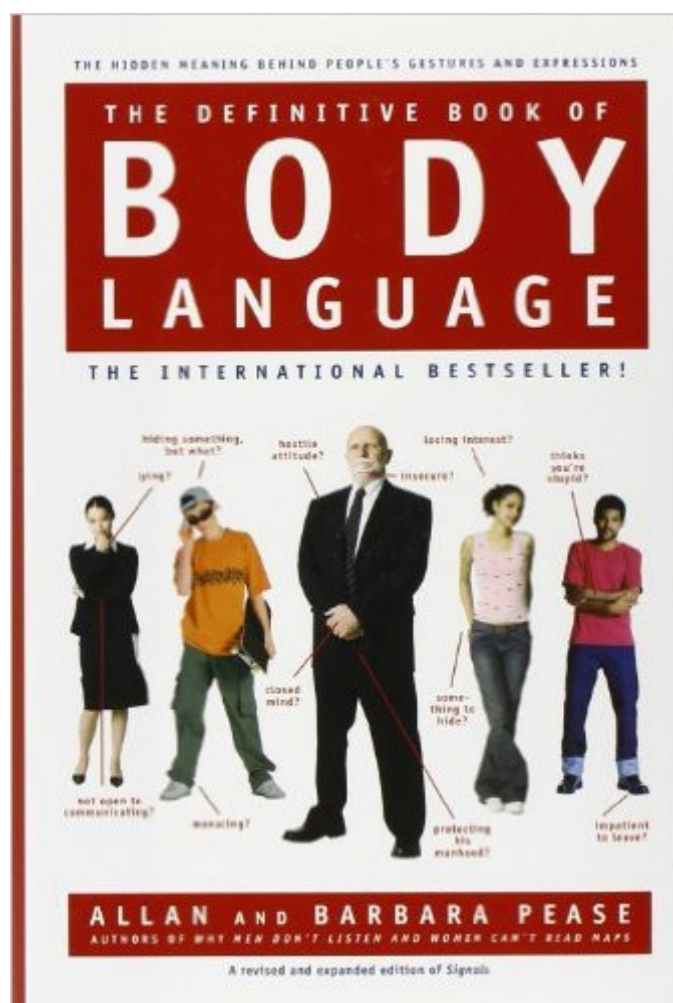


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# The Definitive Book Of Body Language: The Hidden Meaning Behind People's Gestures And Expressions



## Synopsis

Available for the first time in the United States, this international bestseller reveals the secrets of nonverbal communication to give you confidence and control in any face-to-face encounterâfrom making a great first impression and acing a job interview to finding the right partner. It is a scientific fact that peopleâs gestures give away their true intentions. Yet most of us donât know how to read body languageâand donât realize how our own physical movements speak to others. Now the worldâs foremost experts on the subject share their techniques for reading body language signals to achieve success in every area of life. Drawing upon more than thirty years in the field, as well as cutting-edge research from evolutionary biology, psychology, and medical technologies that demonstrate what happens in the brain, the authors examine each component of body language and give you the basic vocabulary to read attitudes and emotions through behavior. Discover:

- How palms and handshakes are used to gain control
- The most common gestures of liars
- How the legs reveal what the mind wants to do
- The most common male and female courtship gestures and signals
- The secret signals of cigarettes, glasses, and makeup
- The magic of smilesâincluding smiling advice for women
- How to use nonverbal cues and signals to communicate more effectively and get the reactions you want

Filled with fascinating insights, humorous observations, and simple strategies that you can apply to any situation, this intriguing book will enrich your communication with and understanding of othersâas well as yourself.

## Book Information

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## Customer Reviews

I have read and enjoyed Allan and Barbara Pease's other bestsellers *Why Men Don't Listen and Women Can't Read Maps* and *Why Men Lie and Women Cry: How to Get What You Want Out of Life by Asking* and therefore was really looking forward to reading this book. It was quite a disappointment. Half of the body language described seems perfectly obvious to me. Some of the explanations were useful, but others were dubious or downright mistaken. It didn't start well when on page 7 the caption under Schwarzenegger showing the thumb up explained that it meant five in Japan, which is utterly false. I can forgive one mistake, but not dozens, and the book is filled with them. Here are other examples. On p. 18-19, the authors say that shaking the head from side to side to indicate 'no' is universal. Are they forgetting that in India it means 'yes'? Over one billion people is not a minor exception. On p. 20, under the title *Universal Gestures*, the first example is the shoulder shrug to show that a person doesn't know or doesn't understand. In France it means that the person doesn't care or that it can't be helped. Perhaps their meaning of universal is not the one universally understood by English speakers? On p. 109-110, they say that figures E and F are insults in Japan, and figure L means 5 in Japan and 1 in (continental) Europe. None of that is true.

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