



How to Read a Person Like a Book

Gerard I. Nierenberg, Henry H. Calero

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Learn what your friend, your lover, your boss are really saying to you—in the language that everybody uses but nobody speaks—body language! From the renowned founder of The Negotiation Institute Gerard Nierenberg comes this easy to use guide to improving your ability to communicate with other people.

Whether conscious or not of our bodies' movements, we express our feelings, attitudes, and motives through gestures that are often vague and frequently ignored. *How to Read a Person Like a Book* teaches you how to “decode” and reply to nonverbal signals from strangers, friends, and business associates, allowing you to: gain command of business and social situations; sharpen your negotiating skills; recognize signals of affection and attraction; enrich your knowledge of body language; and much more!

Learn the clues that make reading people easy. Gerard Nierenberg's proven techniques for gaining control of negotiations, detecting lies, or recognizing signals of affection and sexual attraction will dramatically improve your understanding of others, giving you the advantage of added insight into all social and business situations.

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