



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

By Joe Navarro, Toni Sciarra Poynter

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“*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*.

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Editorial Review

Review

“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*, www.influenceatwork.com)

“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 has spent his professional life studying nonverbal language, and testing those insights in high-stakes environments. We are fortunate that he is willing to share those insights in this marvelous book. It is a must read for anyone in business (and anyone not in business).” (Brian J. Hall, Albert H. Gordon Professor of Business Administration, Harvard Business School)

“Louder Than Words is proof once again that in reading nonverbals, Joe Navarro is a master.” (David Givens, Ph.D., author of *Crime Signals* and *Love Signals*)

From the Back Cover

Successfully navigate the business world by understanding what your manager and coworkers are really thinking.

The secret is nonverbal intelligence—the ability to interpret and use nonverbal signals in business to assess and influence others. In *Louder Than Words*, bestselling author and behavior expert Joe Navarro shows you how 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.

You can jump-start your career, close the deal, keep your customers, secure new ones, and lead your company with confidence once you discover how to:

- Read body language and discern non-verbal 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—and learn what postures, work practices, work spaces, and even electronic habits say about people

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.

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Jean Gaskin:

This book untitled Louder Than Words: Take Your Career from Average to Exceptional with the Hidden Power of Nonverbal Intelligence to be one of several books in which best seller in this year, this is because when you read this publication you can get a lot of benefit in it. You will easily to buy that book in the book retail outlet or you can order it by using online. The publisher in this book sells the e-book too. It makes you more easily to read this book, because you can read this book in your Touch screen phone. So there is no reason for you to past this guide from your list.

Edward Orr:

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