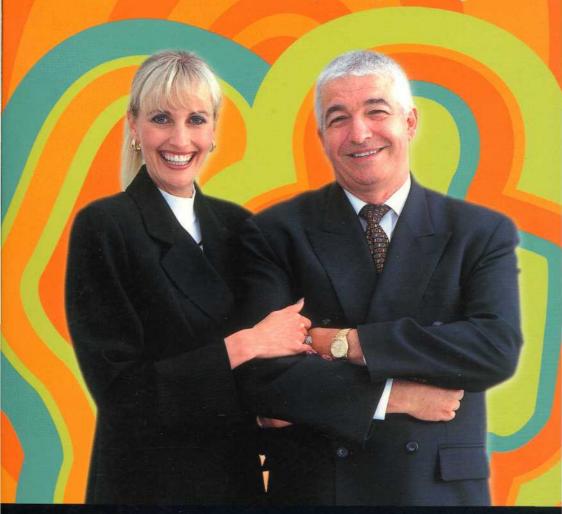
BOOK OF LANGUAGE

How to read others' thoughts by their gestures



ALLAN + BARBARA PEASE

From the authors of Why Men Don't Listen and Women Can't Read Maps

FROM THE BEST SELLING AUTHORS OF

Why Men Don't Listen & Women Can't Read Maps AND

Why Men Lie & Women Cry

The Definitive Book of Body Language isolates, examines and explains in simple terms, each component of body language. Regardless of your vocation or position in life, you will be able to use it to obtain a better understanding of life's most complex event - a face-to-face encounter with another person. It will make you more aware of your own non-verbal cues and signals, and will show you how use them to communicate effectively and how to get the reactions you want.

You will also discover -

How to make a positive impression on others

How to interview and negotiate successfully

How to know if someone is available

How to bond quickly and get others to co-operate

How to make yourself likeable & approachable

How to tell if someone is lying

How to read between the lines of what is said

How to use body language to get what you want

How to recognize love-signs and power-plays







PEASE INTERNATIONAL www.peaseinternational.com Allan and Barbara Pease are the internationally renowned experts in human relations and body language, whose 20 million book sales worldwide have turned them into household names.

People's body language reveals that what they say is often very different from what they think or feel. It is a scientific fact that people's gestures give away their true intentions. Every day we are confronted by hundreds of different signals that can mean anything from 'That's a great idea' to 'You must be kidding'. And we are all sending out these signals whether we realise it or not.

Now, in this authoritative guide written with great humour and insight, you can learn the secrets of body language to give you more confidence and control in any situation — from negotiating a deal to finding the right partner. Discover the techniques that will show you how to interpret gestures, read the underlying thoughts and emotions — and reach the right conclusions.



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Allan Pease is the world's foremost expert on body language. His book Why Men Don't Listen And Women Can't Read Maps co-authored with wife Barbara, has sold over 10 million copies in 48 languages since its release. Allan travels the world lecturing on human communication, has written 8 other bestselling books and appeared in his own television series which attracted over 100 million viewers.

Barbara Pease is CEO of Pease International which produces videos, training courses and seminars for business and governments worldwide. She is also the author of the international bestseller *Why Men Lie and Women Cry*, co-authored with husband Allan. The Authors write a joint monthly relationship column read by over 20 million people.



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The Definitive Book of **BODY LANGUAGE**

ALSO BY ALLAN & BARBARA PEASE published by Pease International

Why Men Don't Listen and Women Can't Read Maps

Why Men Lie and Women Cry

Why Men Can Only Do One Thing at a Time and Women Never Stop Talking

The Little Book of Men and Women

Rude and Politically Incorrect Joke Book

Talk Language

Write Language

Questions Are the Answers

The Definitive Book of **BODY LANGUAGE**

Allan & Barbara Pease

This book is dedicated to all people who have good eyesight but who cannot see.

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Introduction

By a man's fingernails, by his coat-sleeve, by his boots, by his trouser-knees, by the calluses of his forefinger and thumb, by his expression, by his shirt-cuffs, by his movements - by each of these things a man's calling is plainly revealed. That all united should fail to enlighten the competent enquirer in any case is almost inconceivable.

SHERLOCK HOLMES, 1892

As a young boy, I was always aware that what people said was not always what they meant or were feeling and that it was possible to get others to do what I wanted if I read their real feelings and responded appropriately to their needs. At the age of eleven, I began my sales career selling rubber sponges doorto-door after school to make pocket money and quickly worked out how to tell if someone was likely to buy from me or not. When I knocked on a door, if someone told me to go away but their hands were open and they showed their palms, I knew it was safe to persist with my presentation because, despite how dismissive they may have sounded, they weren't aggressive. If someone told me to go away in a soft voice but used a pointed finger or closed hand, I knew it was time to leave. I loved being a salesperson and was excellent at it. As a teenager, I became a pots and pans salesperson, selling at night, and my ability to read people earnt me enough money to buy my first piece of property. Selling gave me the opportunity to meet people and study them at close range and to evaluate whether they would buy or not, simply by watching their body language. This skill also proved a bonanza for meeting girls in discos. I could nearly always predict who would say 'yes' to a dance with me and who wouldn't.

I joined the life insurance business at the age of twenty, and went on to break several sales records for the firm I worked for, becoming the youngest person to sell over a million dollars' worth of business in my first year. This achievement qualified me for the prestigious Million Dollar Round Table in the USA. As a young man I was fortunate that the techniques I'd learned as a boy in reading body language while selling pots and pans could be transferred to this new area, and was directly related to the success I could have in any venture involving people.

All Things Are Not What They Seem

The ability to work out what is really happening with a person is simple - not easy, but simple. It's about matching what you see and hear in the environment in which it all happens and drawing probable conclusions. Most people, however, only see the things they think they are seeing.

Here's a story to demonstrate the point:

Two men were walking through the woods when they came across a big deep hole.

'Wow ... that looks deep,' says one. 'Let's toss a few pebbles in and see how deep it is.'

They threw in a few pebbles and waited, but there was no sound.

'Gee - that is a *really* deep hole. Let's throw one of these big rocks in. That should make a noise.'

They picked up two football-sized rocks and tossed them into the hole and waited, but still they heard nothing.

'There's a railway sleeper over here in the weeds,' said one. 'If we toss that in, it's *definitely* going to make some noise.' They dragged the heavy sleeper over to the hole and heaved it in, but not a sound came from the hole.

Suddenly, out of the nearby woods, a goat appeared, running like the wind. It rushed towards the two men and ran right between them, running as fast as its legs could go. Then