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A seemingly ordinary village participates in a yearly lottery to determine a sacrificial victim.

"Anyone pursuing success must read this book." —Chris Voss, author of Never Split the Difference

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*leadership from the world's top body
language expert From internationally
bestselling author and retired FBI agent
Joe Navarro, a groundbreaking look at the
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criminals across the globe. In his line of work, successful leadership was quite literally a matter of life or death. Now he brings his hard-earned lessons to you. Be Exceptional distills a lifetime of experience into five principles that outstanding individuals live by: Self-Mastery: To lead others, you must first

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Observation: Apply the same techniques used by the FBI to quickly and accurately assess any situation. Communication: Harness the power of verbal and nonverbal interaction to persuade, motivate, and inspire. Action: Build shared purpose and lead by example.

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Psychological Comfort: Discover the secret ingredient of exceptional individuals. Be Exceptional is the culmination of Joe Navarro's decades spent analyzing human behavior, conducting more than 10,000 interviews in the field, and making high-stakes behavioral assessments. Drawing upon

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case studies from history, compelling firsthand accounts from Navarro's FBI career, and cutting-edge science on nonverbal communication and persuasion, this is a new type of leadership book, one that will have the power to transform for years to come.

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Rising Wealthy Washington suburbanites Marissa and Matthew Bishop seem to have it all—until Marissa is unfaithful. Beneath their veneer of perfection is a relationship riven by work and a lack of intimacy. She wants to repair things for the sake of their eight-year-old son and because she loves her husband. Enter Avery Chambers.

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Avery is a therapist who lost her professional license. Still, it doesn't stop her from counseling those in crisis, though they have to adhere to her unorthodox methods. And the Bishops are desperate. When they glide through Avery's door and Marissa reveals her infidelity, all three are set on a collision course. Because the

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biggest secrets in the room are still hidden, and it's no longer simply a marriage that's in danger. "An utterly compelling, spellbinding read." --Lisa Jewell, author of Then She Was Gone and Invisible Girl

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The Millionaire Next Door: A Complete
Summary! The Millionaire Next Door is

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a book about how to become rich written by Thomas J. Stanley and William D. Danko. In order to explain how to become rich, the authors use logical explanations based on research. According to a 20-year study of a group of 1,000 millionaires in the United States, the authors came to some

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fascinating conclusions. Although many Americans think that there are only a few ways to become rich, Stanley and Danko prove something different. Not only is there a chance for every person to become wealthier than they currently are, but it is also much easier and more practical than most people think. In this

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summary, we will try to cover as much of what the authors say in their book as possible. After the summary, we will analyze the book and have a short quiz with answers available in the "quiz answers" section, which will be on the next page. The last part is the conclusion of the book, where we will

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review what we learned in the summary. Let's get started then. Join us in our adventure of discovery about whether it is possible for ordinary people to become wealthy - and how they can do it. Here Is A Preview Of What You Will Get: - A summarized version of the book. - You will find the

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interview went great—or did it? He said he'd never do it again. But he did. Read this book and send your nonverbal intelligence soaring. Joe Navarro, a former FBI counterintelligence officer and a recognized expert on nonverbal behavior, explains how to "speed-read" people: decode sentiments and

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Navarro's professional experience, this definitive book offers a powerful new way to navigate your world.

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further your understanding of the book
and is designed to help you reflect. This
is not the original book. This chapter-by-
chapter workbook will allow you to
apply Joe Navarro's guidelines to social
situations and will allow you to practice

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Summaryjoe Navarro & Marvin Karlins'
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***Kristin Neff, Ph.D., says
that it's time to “stop
beating yourself up and
leave insecurity behind.”***

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the organization. All good codes of conduct have one common trait: they reflect the core values of an organization. Individuals, companies,

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schools, teams, or any group seeking to codify their rules to live by must first establish core values. Figliuzzi has condensed the Bureau's process of

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preserving and

protecting its values

into what he calls "The

Seven C's". If you can

adapt the concepts of

Code, Conservancy,

Clarity, Consequences,

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Compassion, Credibility,
People and Consistency, you can
instill and preserve
your values against all
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Figliuzzi's role in the
FBI gave him a unique
opportunity to study
patterns of conduct
among high-achieving,
ethical individuals and
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why, when and how good people sometimes do bad things. Unafraid to identify FBI execs who erred, he cites them as the exceptions that prove the rule. Part

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basis of the Non verbal
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be a very important
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is a very tricky job
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drawings. "What do you want to be when you grow up?" asked the mole.

"Kind," said the boy.

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Cues - the tiny signals we send to others 24/7 through our body language, facial expressions, word choice, and vocal inflection - have a massive impact on how we, and our ideas, come across. Our cues

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can either enhance our message or undermine it. In this entertaining and accessible guide to the hidden language of cues, Vanessa Van Edwards teaches you how to convey power, trust, leadership,

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to increase trust (and generate
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professional brand. Whether
you're pitching an investment,
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the office because they simply don't know what to say.

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anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with

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fan of Alison Green's Ask a
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said • How to use body language to get what you want

- How to recognize love-signs and power-plays David Cohen is a psychologist and editor of Psychology Today. He is author of the best-seller How to

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form is materialized by more or less unconscious gestures. For those who know how to interpret them, it is a real asset, because they never lie and allow you to discover what your interlocutor feels, whatever he

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***adventures of a talking
wooden puppet whose
nose grew longer
whenever he told a lie and
who wanted more than
anything else to become a
real boy.As carpenter***

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***Master Antonio begins to
carve a block of pinewood
into a leg for his table the
log shouts out, "Don't
strike me too hard!"
Frightened by the talking
log, Master Cherry does***

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***not know what to do until
his neighbor Geppetto
drops by looking for a
piece of wood to build a
marionette. Antonio gives
the block to Geppetto.
And thus begins the life***

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***of Pinocchio, the puppet
that turns into a
boy. Pinocchio, The Tale
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is about the mischievous
adventures of Pinocchio,***

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is considered a classic of
children's literature and
has spawned many
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Harmful People

Summary - The

Millionaire Next Door

Offers advice and strategies for readers to get others to like them, assess truthfulness, and read the body behavior of others.

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GET TO THE TRUTH

People--friends, family members,
work colleagues, salespeople--lie to us
all the time. Daily, hourly, constantly.
None of us is immune, and all of us
are victims. According to studies by
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us encounter nearly 200 lies a day.
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behavior, explains how to "speed-read" people: decode sentiments and behaviors, avoid hidden pitfalls, and look for deceptive behaviors. You'll also learn how your body language can influence what your boss, family, friends, and strangers think of you.

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that reveal our confidence and true
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a powerful new way to navigate your world... He says that's his best offer. Is it? She says she agrees. Does she? The interview went great-or did it? He said he'd never do it again. But he did. Available in a variety of formats, this summary is aimed for those who want

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America with annihilation. In 1988 Joe Navarro, one of the youngest agents ever hired by the FBI, was dividing his time between SWAT assignments, flying air reconnaissance, and working counter-intelligence. But his real expertise was “ reading ”

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body language. He possessed an uncanny ability to glean the thoughts of those he interrogated. So it was that, on a routine assignment to interview a “ person of interest ” —a former American soldier named Rod Ramsay—Navarro noticed his

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interviewee 's hand trembling slightly when he was asked about another soldier who had recently been arrested in Germany on suspicion of espionage. That thin lead was enough for the FBI agent to insist to his bosses that an investigation be opened. What

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followed is unique in the annals of espionage detection—a two-year-long battle of wits. The dueling antagonists: an FBI agent who couldn't overtly tip to his target that he suspected him of wrongdoing lest he clam up, and a traitor whose

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weakness was the enjoyment he derived from sparring with his inquisitor. Navarro ' s job was made even more difficult by his adversary ' s brilliance: not only did Ramsay possess an authentic photographic memory as well as the

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second highest IQ ever recorded by the US Army, he was bored by people who couldn't match his erudition. To ensure that the information flow would continue, Navarro had to pre-choreograph every interview, becoming a chess master plotting

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twenty moves in advance. And the backdrop to this mental tug of war was the dissolution of the Soviet Union and the very real possibility that its leaders, in a last bid to alter the course of history, might launch a devastating attack. If they did, they

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would have Ramsay to thank, because as Navarro would learn over the course of forty-two mind-bending interviews, Ramsay had, by his stunning intelligence giveaways, handed the Soviets the ability to utterly destroy the US. The story of a

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determined hero who pushed himself
to jaw-dropping levels of exhaustion
and who rallied his team to expose
undreamed of vulnerabilities in
America ' s defense, Three Minutes
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the country takes even today with its
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national bestseller. "I should have known." "How could we have missed the warning signs?" "I always thought there was something off about him." When we wake up to new tragedies in the news every day—shootings,

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rampages, acts of domestic terrorism—we often blame ourselves for missing the mania lurking inside unsuspecting individuals. But how could we have known that the charismatic leader had the characteristics of a

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tyrant? And how can ordinary people identify threats from those who are poised to devastate their lives on a daily basis—the crazy coworkers, out-of-control family members, or relentless neighbors? In

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Dangerous Personalities,
former FBI profiler Joe
Navarro has the answers. He
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to the destructive egos in
our world.

*Crime is never
unpredictable. Before a lie
is spoken, a pocket is
picked, or an assault is
inflicted, each and every
criminal gives off silent*

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cues. They can be as subtle as a shrug of the shoulder, a pointed finger, or an averted gaze. But together, they make up a nonverbal language that speaks loud and clear—if you're trained to see it. CRIME SIGNALS is

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violent crime, this book
breaks down a criminal's
body language into clear*

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questions and more, Dr.

David Givens, a renowned anthropologist and one of the nation's foremost experts in nonverbal communication, offers a fascinating, instructive, and essential tool for

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*warding off crime and
protecting the safety of
yourself and your family.
Summary of What Every BODY
is Saying One of the most
influential communication
methods we use in our daily
interactions is our non-*

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verbal or body language. It is the kind of communication that ignites the emotions and reactions of our "intestinal level." Research has shown that understanding body language increases your ability to achieve anything

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*you want in a given
situation. To improve body
language and project an open
presence, eye contact is the
key. Eye interaction is one
of the most vital means of
communication. Using direct
eye contact while*

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interacting with others can
change the way people see
them. When people begin to
speak directly in the eyes
of a person, they are
considered safe, reliable,
and capable. Hand gestures
and facial expressions are

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*the second levels of change
that can be visualized with
an open presence. These
communication methods are
ideal for improving the
ability to communicate
clearly and effectively. The
skillful use of open hand*

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movements and the expressive effect of the face produce a greater impact when speaking, visually stimulating the listener and increasing the amount of information provided during the interaction. Even when

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we are children, they teach us that good children are sitting correctly, with their legs together and hands crossed in front of them. The stimulus to limit physical space, such as children, can produce some

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of the characteristics found
in the body language of
adult presence. To
counteract this effect, one
can begin to assume the
characteristics of the open
presence body language and
integrate those paths into

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their natural state of being. Upon completing this change in behavior, the same impressions, and nonverbal messages as the open presence counterparts will be displayed. We could spend years learning and

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*developing effective body
language skills with such an
important skill. The fact is
that most people
underestimate the importance
of body language until they
seek a better understanding
of human behavior in a*

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personal relationship or gain an advantage in a highly competitive business situation. The mastery of body language allows people to interpret the meaning behind certain gestures and body movements and to

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understand how messages can be projected and effectively communicated when dealing with others. As a result, the overall effectiveness of interpersonal relationships has increased considerably. The type of closed spoken

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body language is described in people who bend the body around the midline of the body, which extends from the top of the head to the feet directly towards the center of the body. The physical qualities that create this

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type of presence are the feet very close together, the arms close to the body, the hands crossed or joined in front of the body, the small movements of the hands, the shoulders forward and the eyes – concentrated

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*at eye level. Here is a
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copy of this summary and
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*original book written by Joe
Navarro. It has been
summarized in order for the
reader to absorb substantial
information in about thirty
minutes reading time. People
lie for different reasons;
whether to get out of a*

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difficult situation, to avoid further unnecessary explanation or in a bid to be polite. What many people don't know is; whenever they tell a lie with words from the mouth, their other body parts are revealing non-

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verbally what they really
feel and the fact that they
are being dishonest. Non-
verbal communications don't
deal only with lies; it
tells the story of how we
feel, who we like, where we
don't want to be and so on.

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*After reading this book,
insight will be gained about
the nonverbal "tells" our
body gives away under
certain circumstances and
how we can correctly
interpret the nonverbal
"tells" that the people*

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People
around us give off. This
will not only improve our
quality of life but also our
day-to-day interaction with
other people. You may not
become a human lie-detector
or mind speed-reader, but
you'll be the closest thing

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to it. Regardless of verbal communication, you will be able to figure out when your spouse has had a bad day, when your kid is becoming truant, when your boss is unsatisfied with your work etc. Also, through the use

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of your body language, you
will be able to know what
non-verbal cues to give off
to exhibit confidence, self-
assurance, and inspire
empathy.

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Language
Three Minutes to Doomsday*

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Three former CIA officers share their techniques for lie detection, outlining methods for identifying deceptiveness as revealed by verbal and non-verbal behaviors from facial expressions and grooming gestures to invoking religion and

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using qualifying language.

Nationally recognized communication expert Debra Fine reveals the techniques and strategies anyone can use to make small talk--in any situation. Do you spend an abnormal amount of time

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hiding out in the bathroom or hanging out at the buffet table at social gatherings? Does the thought of striking up a conversation with a stranger make your stomach do flip-flops? Do you sit nervously through job interviews

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waiting for the other person to speak? Are you a "Nervous Ned or Nellie" when it comes to networking? Then it's time you mastered The Fine Art of Small Talk. With practical advice and conversation "cheat sheets," The

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Fine Art of Small Talk will help you learn to feel more comfortable in any type of social situation, from lunch with the boss to an association event to a cocktail party where you don't know a soul.

As seen in Time, USA TODAY, The

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Atlantic, The Wall Street Journal,
and on CBS This Morning, BBC,
PBS, CNN, and NPR, iGen is
crucial reading to understand how
the children, teens, and young
adults born in the mid-1990s and
later are vastly different from their

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Millennial predecessors, and from any other generation. With generational divides wider than ever, parents, educators, and employers have an urgent need to understand today's rising generation of teens and young

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adults. Born in the mid-1990s up to the mid-2000s, iGen is the first generation to spend their entire adolescence in the age of the smartphone. With social media and texting replacing other activities, iGen spends less time with their

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friends in person—perhaps contributing to their unprecedented levels of anxiety, depression, and loneliness. But technology is not the only thing that makes iGen distinct from every generation before them; they are also different

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in how they spend their time, how they behave, and in their attitudes toward religion, sexuality, and politics. They socialize in completely new ways, reject once sacred social taboos, and want different things from their lives and

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careers. More than previous generations, they are obsessed with safety, focused on tolerance, and have no patience for inequality. With the first members of iGen just graduating from college, we all need to understand them: friends

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and family need to look out for them; businesses must figure out how to recruit them and sell to them; colleges and universities must know how to educate and guide them. And members of iGen also need to understand themselves

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as they communicate with their elders and explain their views to their older peers. Because where iGen goes, so goes our nation—and the world.

very great player knows that success in poker is part luck, part

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math, and part subterfuge. While the math of poker has been refined over the past 20 years, the ability to read other players and keep your own "tells" in check has mostly been learned by trial and error. But now, Joe Navarro, a former FBI

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counterintelligence officer
specializing in nonverbal
communication and behavior
analysis—or, to put it simply, a man
who can tell when someone's
lying—offers foolproof techniques,
illustrated with amazing examples

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from poker pro Phil Hellmuth, that will help you decode and interpret your opponents' body language and other silent tip-offs while concealing your own. You'll become a human lie detector, ready to call every bluff—and the most

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feared player in the room.

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How to Tell Your Story in a Noisy
Social World
The Boy, the Mole, the Fox and the

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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

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signals in business to assess and
influence others. In Louder Than
People
Words, bestselling author and
behavior expert Joe Navarro shows
you how to decode what's really
being said at meetings, interviews,
negotiations, presentations,

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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

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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,

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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

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National bestseller A fresh,
insightful guide to reading body
language in the post-digital age
Whether you're at a job interview
or a cocktail party, searching
LinkedIn or swiping right on a
dating site, you want (no—need)

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to understand what people are really thinking, regardless of what they're saying. Understanding what others are trying to tell you with their posture, hand gestures, eye contact (or lack thereof) or incessant fiddling with their iPhone

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might all be even more important than what you're projecting yourself. Do they plan on making a deal with your company? Are they lying to you? Can you trust this person with your most intimate secrets? Knowing what others are

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thinking can tell you when to run with an opportunity and when not to waste your time, whether at work, in a crucial negotiation or on a promising first date. Bestselling authors Mark Bowden and Tracey Thomson, principals at the

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Truthplane, illustrate the essential points of body language with examples from everyday life, leavened with humour and insights that you can use to your advantage in virtually any

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New York Times bestselling author and social media expert Gary Vaynerchuk shares hard-won advice on how to connect with customers and beat the competition. A mash-up of the

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best elements of Crush It! and The Thank You Economy with a fresh spin, Jab, Jab, Jab, Right Hook is a blueprint to social media marketing strategies that really works. When managers and marketers outline their social

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media strategies, they plan for the “right hook”—their next sale or campaign that’s going to knock out the competition. Even companies committed to jabbing—patiently engaging with customers to build the

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relationships crucial to successful social media campaigns—want to land the punch that will take down their opponent or their customer's resistance in one blow. Right hooks convert traffic to sales and easily show results. Except when

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they don't. Thanks to massive change and proliferation in social media platforms, the winning combination of jabs and right hooks is different now. Vaynerchuk shows that while communication is still key, context matters more

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than ever. It's not just about developing high-quality content, but developing high-quality content perfectly adapted to specific social media platforms and mobile devices—content tailor-made for Facebook, Instagram,

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Pinterest, Twitter, and Tumblr.

Summary of What Every BODY is
Saying

Summary: What Every BODY Is
Saying - Joe Navarro (Guide to
Speed-Reading People)

Caro's Book of Poker Tells

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Dangerous Personalities

The Like Switch

How to Start a Conversation, Keep
It Going, Build Networking
Skills--and Leave a Positive
Impression!

A Novel