What Every Body Is Saying: An Ex-FBI Agent’s Guide to Speed-Reading People
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Is it possible to read a person’s mind simply by looking at their body? Not quite, but Joe Navarro’s book, What Every Body Is Saying: An Ex-FBI Agent's Guide to Speed-Reading People can bring you one step closer. I’ve been in retail loss prevention for more than 20 years and have spent most of that time trying to read people. Sometimes with success, sometimes without. What I gained from Navarro’s book was far more than a quick look at how to read body language. It provided a view into the human brain at what drives the mind and body to react to stress. Navarro gives insight into how you can recognize non-verbal behavior and why the behaviors change under pressure. For me, it dispelled some beliefs in body language that I previously held as fact (I may owe a few apologies out there) and gave me the ability to better interpret which nonverbal clues project deception and which exude sincerity and compassion. An easy read with just enough of the technical aspects of anatomy and physiology to give a clear understanding of the body’s reaction to stress. A great resource for the professional and interesting book for the layman. I would definitely recommend this book.