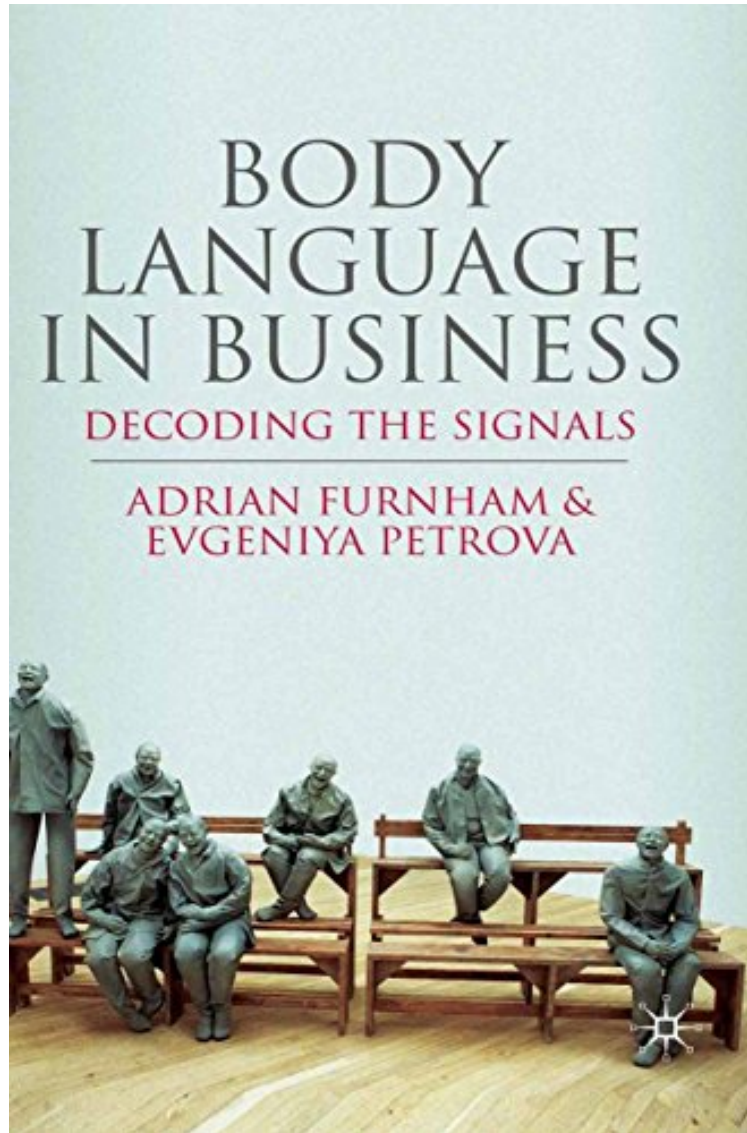


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Body Language in Business: Decoding the Signals

Adrian Furnham, Evgeniya Petrova
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Adrian Furnham, Evgeniya Petrova : Body Language in Business: Decoding the Signals before purchasing it in order to gauge whether or not it would be worth my time, and all praised Body Language in Business: Decoding the Signals:

2 of 2 people found the following review helpful. Insightful body language manual By Rolf Dobelli Body language and other forms of nonverbal behavior are the subtext of all communication. Becoming fluent as a receiver and a sender is a necessary business skill. Authors Adrian Furnham and Evgeniya Petrova set out to debunk popular myths about body language, particularly any promises that you can learn to "read people like a book." They examine different aspects of

body language, such as facial expression, gesture, touch and eye contact. They also explain ways that body language provides cues and, in some cases, can mislead. Lastly, they offer practical strategies to consider in using your body language as well as decoding others' signals. Furnham and Petrova broaden their examination of nonverbal communication to include other subjects, including feng shui, public speaking and bullying. Body language enthusiasts seeking detail will find this all-encompassing analysis insightful. For the less committed, the book's aerial view of so many facets of this subject might muddy the waters. However, getAbstract considers this an essential read for those wishing to sharpen their "soft" skills or raise their emotional intelligence.

This innovative new work clarifies the misconceptions around body language while providing a scientific approach to understanding non-verbal communication at work. The authors explain why it is so important to understand body language in business, combining hard research evidence with unambiguous tips and practical applications.

'This book provides an essential guide to unspoken messages in the workplace - it will help you to understand what other people are saying, even if they don't know it, and what impact your own behaviour can have on your boss, colleagues and clients.' - Dr Peter Collett, Author of *The Book of Tells* 'A compulsory read for all CEOs' directors and aspiring leaders, a book I will certainly be sending to a number of my clients. Also a perfect book for self improvement in today's challenging environment and essential reference material for any CEO's library. This is another illuminating and essential book from Adrian Furnham. The right book at the right time.' - Dr. Tony Miller, International Management Performance Specialist 'The definitive guide to body language - While many books make claims about body language that can't be substantiated, this book tells us about the real science behind body language. An essential book if you want to be able to read people better and understand how you come across too.' - Dr Rob Yeung, psychologist and author of *Confidence: The Art of Getting Whatever You Want* 'An excellent contemporary, well referenced, text on a classic topic in applied psychology. Given the tendency for meeting rooms to be glass walled in new build, this guide will even be useful to those not around - the table. Accessible to non-specialists and specialists alike.' - Dr. Jeannete Garwood, School of Social Sciences, Leeds Metropolitan University 'Body language is one of those subjects that we all think we are expert on but in reality our intuitions are often wrong. This book is about the science of body language and tells you the facts in a clear and straightforward way. It is an indispensable guide to those who want to make it big in business.' - Professor Chris J Jackson, School of Organisation and Management, Australian School of Business, UNSW. About the Author ADRIAN FURNHAM is Professor of Psychology at University College, London, UK. He is on the editorial board of a number of journals, has received many awards, and is recognized as the most productive psychologist in the world. He is the author of over 800 journal articles and more than 60 books, including successful, popular management books. He acts as a consultant to a number of multinational corporations. He has written regular columns in *The Financial Times*, *Daily Telegraph* and *Sunday Times* and is a frequent contributor to BBC radio and television. EVGENIYA PETROVA came all the way from cold Russia to Great Britain studying at three different universities along the way. Trained as a psychologist with a background in international politics and diplomacy she worked as a researcher for Advertising Association, YSC and Mountainview Learning consultancies. She excelled both as a professional ballet dancer and a scholar, winning prizes for her outstanding analytical skills in national rounds of Russian literature contests.