



Reading People: How to Understand People and Predict Their Behavior -- Anytime, Anyplace

Jo-Ellan Dimitrius, Wendy Patrick Mazzarella

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Did you know that when you walk into a room, everything about you--from what you're wearing to the way you sit to the way you speak--says something about you? Do you realize that as you're taking stock of someone, he or she is also taking stock of you?

For fifteen years, Jo-Ellan Dimitrius, America's best-known jury consultant--made even more famous by her work on the O. J. Simpson trial--has predicted the behavior of thousands of jurors, witnesses, lawyers, and judges. In *Reading People*, she applies her amazing skills to everyday life, explaining which visual and oral clues can reliably predict behavior on the job, in relationships, and at home.

In *Reading People*, you'll learn

- , how to tell a person's sincerity by the tone of his or her voice
- , how to know if your date is interested in a serious relationship without telegraphing the answer you want
- , how to use your intuition to determine the right preschool for your child
- , why people who volunteer information about themselves are less credible than those who wait for you to ask questions
- , how to stay objective when evaluating a potential boss--even if you need the job desperately
- , how to make snap decisions that make sense

Reading People is a remarkable book that not only tells you which clues to look for but also teaches you how to be more effective in spotting them, how to keep your objectivity when evaluating them, and how to see the emerging pattern that tells you which of a person's sometimes inconsistent qualities will dictate his or her behavior.

In *Reading People*, you'll learn how to sharpen your intuition and avoid the pitfalls that lead to bad decisions. Even more important, you can become a better parent, friend, employee, or spouse by recognizing the subtle messages of those around you and being more responsive to them. *Reading People* will teach you skills that last a lifetime.

From the Hardcover edition.

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