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Les secrets du langage corporel

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Ces gestes qui parlent à votre place - Nouvelle édition augmentée Claire Sarradel, 2017-01-19 Un livre de plus sur le langage des gestes Non la bible de la communication non verbale aboutissement des travaux scientifiques d'experts Dans cette nouvelle édition un répertoire de plus de 200 gestes indices de la duplicité Négociation commerciale rendez vous amoureux entretien d'embauche achat d'un bien Dans de nombreuses circonstances de la vie quotidienne vous devez vous assurer que la personne en face est en phase avec vous et vous parle sincèrement Il dit que c'est sa meilleure offre Est-ce vraiment le cas Elle affirme qu'elle est d'accord Devez-vous la croire Cette entrevue se est parfaitement déroulée En êtes-vous bien sûr Comment faire pour décrypter ces situations Ces gestes qui parlent votre place vous enseigne comment maîtriser les gestes clés de la communication non verbale Les gestes en effet en disent long un haussement de sourcil des pieds qui tambourinent un mouvement de recul ils sont souvent plus justes et plus explicites que vos propos Grâce ce livre vous apprendrez reconnaître ces signaux du corps a priori sans importance et pourtant lourds de sens Vous pourrez adopter les plus utiles pour vous mettre en valeur et garder en mémoire ceux qui disqualifient vos interlocuteurs Je peux lire dans vos pensées r v le Joe Navarro Cet ancien agent du FBI rompu au décryptage des individus les plus indéchiffrables vous invite grâce son expérience acquise au sein du Renseignement à coder vos interlocuteurs en analysant leurs comportements En quipe avec le Pr Marvin Karlins psychologue spécialiste du comportement il met en lumière grâce de nombreux exemples issus du terrain et photos l'appui les attitudes les plus remarquables connaître absolument **La communication non-verbale** Patrice Ras, 2023-09-22 La communication non verbale est riche et complexe Cet ouvrage a pour but de vous aider à coder les langages silencieux qui sont plus nombreux qu'on ne le pense l'auteur n'en compte pas moins de 23 Des sujets rarement traités par les spécialistes y sont abordés les langages non visuels les langages de l'appartenance de l'action de l'espace et d'autres langages transversaux Cet inventaire exhaustif de tous les langages non verbaux s'adresse tous ceux qui souhaitent mieux interpréter les gestes et améliorer leur communication coachs recruteurs médecins commerciaux acheteurs managers formateurs enseignants etc *15 règles d'or pour créer un réseau influent* Jérémie Vanopdenbosch, 2025-09-04 Le talent c'est le moteur le réseau l'accélérateur On peut naître sans nom sans contact sans aucun statut et pourtant réussir Ce livre en est la preuve Mais comment créer des connexions puissantes quand on part de zéro Ancien timide Jérémie **Comment attirer la sympathie et vous faire des amis** Marvin Karlins, Jack Schafer, 2015-02-11 Aujourd'hui plus que jamais savoir attirer la sympathie s'avère indispensable pour développer une vie sociale de qualité Pourtant entrer en relation avec des personnes qui nous sont étrangères peut être un véritable défi et parfois une expérience angoissante Parlez-vous le langage de l'amitié Vous souhaitez améliorer vos relations actuelles En développer de nouvelles Deux experts psychologues spécialistes de l'analyse comportementale ont réuni dans ce livre les meilleures stratégies pour vous permettre de développer des relations amicales familiales et professionnelles de qualité Forts de leur expérience notamment dans le profilage et le renseignement au

sein du FBI ils ont développé des techniques qui permettent de décoder le langage non verbal et la psychologie humaine et d'apprendre les utiliser pour développer votre efficacité personnelle Ces experts vous expliquent comment améliorer votre QS votre quotient de sympathie et ce avant même d'engager une conversation utiliser la formule de l'amitié proximité fréquence durée intensité pour tirer avantage de toute relation développer un climat de confiance et d'ouverture propre vous faire des amis détecter les comportements fallacieux et le mensonge dans toute relation en face à face ou virtuelle augmenter ou réduire l'intensité d'une relation selon votre choix amener les autres vous aimer pour un moment ou pour la vie Gagner la sympathie et la confiance de vos interlocuteurs est désormais votre porte A propos des auteurs Jack Schafer est docteur en psychologie professeur et consultant dans le renseignement Marvin Karlins est docteur en psychologie diplômé de Princeton Consultant international dans le domaine de l'efficacité personnelle co-auteur avec Joe Navarro du best seller international Ces Gestes qui parlent votre place Un livre publié par Ixelles éditions Visitez notre site <http://www.ixelles-editions.com> Contactez nous l'adresse contact ixelles-editions.com

Detection Des Mensonges Vs Mentalisme Philippe Kaizen, 2011-08 Apr s le petit livre de la détection des mensonges entrez dans le monde de la manipulation lié au mentalisme Les techniques présentées dans ce livre couplées avec les derniers travaux de l'auteur en matière de détection des mensonges vous rendront insensibles ces manipulations Si vous voulez développer plus encore votre vigilance lisez ce livre

Petit Livre de la Detection Des Mensonges Philippe Kaizen, 2010-07 Vous voulez détecter les mensonges lors de vos rendez-vous d'affaires Lors d'un entretien d'embauche Dans votre relation de couple Lors de l'achat d'un véhicule d'occasion Vous aimeriez savoir si la personnalité politique qui prononce son discours la télévision est convaincue de ce qu'elle dit En quelques heures ce livre vous mettra même de comprendre clairement la mécanique du mensonge et d'acquiescer les bases qui vous permettront parfois en une fraction de seconde de détecter les mensonges chez vos interlocuteurs

Comprendre et maîtriser l'intelligence non verbale Eric Goulard, 2014-06-03 Les gestes attitudes et comportements pour se faire des amis et réussir sa vie professionnelle Aller la rencontre des autres pour se faire des amis Séduire un homme ou une femme que l'on convoite Réussir un entretien de recrutement Savoir vendre négocier convaincre un client Voilà autant de situations où une bonne intelligence non verbale peut vous aider Heureusement cette intelligence se travaille Grâce à ce livre vous allez améliorer toutes vos relations qu'elles soient professionnelles amoureuses ou amicales Au-delà des mots vous allez comprendre ce que pensent vraiment vos interlocuteurs et comment susciter chez eux des motions positives les bonnes attitudes adopter les gestes qui vont faire la différence

MAÎTRISEZ LA FACE CACHÉE DE LA COMMUNICATION L'ESSENTIEL NE RÉSIDE PAS DANS CE QUE L'ON DIT MAIS COMMENT ON LE DIT Dans ce remarquable ouvrage non seulement Eric Goulard décrypte les mystères du monde non verbal mais il nous montre aussi comment utiliser ces connaissances pour améliorer notre propre vie au quotidien Vous serez bientôt en mesure de déchiffrer les motions véritables les sentiments et l'humeur des gens que vous rencontrez dans la vie de tous les jours David B Givens spécialiste américain de la communication non verbale

Profilage

Prédictif Eric PHELIPPOT, 2016-08-20 Un livre pratique pour apprendre à decoder les signes avant-coureurs de la violence de l'agressivité et du stress par le profilage prédictif

Devenez le héros de votre vie ! Yaël Gabison, 2016-04-14 Frank Underwood Walter White Don Draper Tywin Lannister Dr House les héros des nouvelles séries TV sont devenus une part de nous-mêmes et de notre quotidien Sur un ton d'humour parfois grinçant Yaël Gabison propose 30 leçons empruntées à ces nouveaux héros pour reprendre les rênes de nos vies professionnelles et personnelles et arriver enfin à ce que nous voulons Une mauvaise décision c'est mieux que pas de décision du tout Tony Soprano

Vaincre les objections des clients - 5e éd. Michaël Aguilar, 2024-09-04 Vous êtes trop cher Cela ne m'intéresse pas Je vais réfléchir Laissez-moi tranquille j'ai horreur du démarchage par téléphone Votre société est trop jeune Autant d'objections qui peuvent faire capoter une vente Comment y répondre Michaël Aguilar vous livre tous ses conseils et techniques pour vaincre efficacement les réfutations et conclure une vente avec succès Vous découvrirez dans cet ouvrage les différentes familles d'objections et les règles de la réfutation conseils pratiques viter comportements adopter bases du langage non verbal comment adapter votre technique de réfutation au profil psychologique de votre client comment surmonter les 64 objections classiques et vaincre les 11 objections de prix Cette 5e édition entièrement revue et enrichie de nouvelles objections offre des conseils opérationnels et des exemples concrets pour maîtriser l'art de la réfutation Que vous soyez commercial négociateur ingénieur d'affaires chef d'entreprise ou consultant cet ouvrage est un véritable outil de coaching pour vous perfectionner dans la négociation et la vente

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