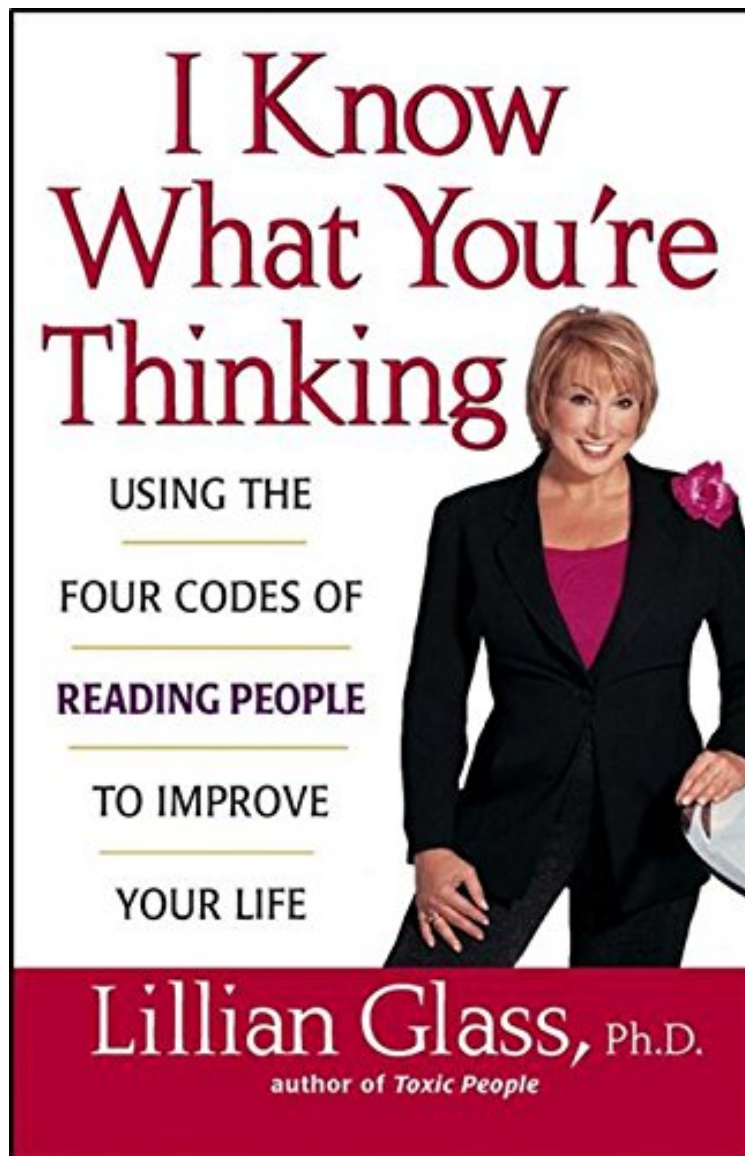


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## I Know What You're Thinking: Using the Four Codes of Reading People to Improve Your Life

Lillian Glass

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"A practical and savvy guide."-- Gavin de Becker, #1 New York Times bestselling author of *The Gift of Fear*"Understanding nonverbal language is the essential skill in any profession that involves communication. This book is the best primer on the topic of nonverbal communication I have ever read."-- Geoffrey N. Fieger, noted trial attorney"As a regular contributor to and commentator on Court TV, Dr. Lillian Glass has repeatedly demonstrated her exceptional professional skills of reading people in our on-air coverage of several trials. In this book, she shares with readers these skills, which could prove to be invaluable in every aspect of your life."-- Nancy Grace, Court TV"A must-read for everyone, whether they are in business or not. Applause to Dr. Glass for giving the public such an important work."-- Arnold Kopelson, motion picture producerKnowing how to read people-- picking up on and interpreting their hidden cues-- is a tremendous asset for virtually anything you do. In *I Know What You're Thinking*, psychologist, bestselling author, and communications expert Dr. Lillian Glass helps you develop a tremendous new set of skills that will make you more perceptive, more powerful, and more successful. As she has done for her numerous clients, Dr. Glass shows you-- step by step-- how to gain the power to know the truth about people. Through simple quizzes and easy-to-follow exercises, you'll learn to improve your judgment of others and make better decisions while projecting confidence, sincerity, and strength. With this fun, down-to-earth guide, you'll be able to look anyone in the eye with a quiet self-assurance that says *I Know What You're Thinking*.

"*I KNOW WHAT YOU'RE THINKING* by Lillian Glass is a must read for everyone, whether they are in business or not. How wonderful it is to be able to read another person's face, speech, and body movements to assist you in assessing that person's integrity. Applause to Dr. Glass for giving the public such an important work." --Arnold Kopelson, Academy Award-winning producer of *PLATOON* and Academy, Award-nominated producer of *THE FUGITIVE*"A practical and savvy guide for gleaning what people are really thinking by understanding the codes of communication -- verbal, facial, body language, and speech. This book helps readers fend off negative people and attract positive people." mdash;Gavin de Becker, #1 New York Times bestselling author of *The Gift of Fear*"I feel a little strange recommending this book because it reveals so many of my secrets. Dr. Lillian Glass clearly and effectively communicates the complex subtleties of the human psyche. Understanding nonverbal language is the essential skill in any profession that involves communication. This book is the best primer on the topic of nonverbal communication I have ever read. Success as a trial attorney requires intuition and the ability to use it. However, most trial lawyers I know are unable to articulate how they do what they do with juries. Applying the knowledge contained in this book almost guarantees increased success." mdash;Geoffrey N. Fieger, noted trial attorney, "America's winningest lawyer""As a regular contributor to and commentator on Court TV, Dr. Lillian Glass has repeatedly demonstrated her exceptional professional skills of reading people in our on-air coverage of several trials. In her book, *I Know What You're Thinking*, she shares with readers these skills, which could prove to be invaluable in every aspect of your life." mdash;Nancy Grace, Court TV"You need to read people, especially now -- whether you're getting into a relationship, making a financial investment, or for your own safety. Since I'm a private investigator who has dealt with many celebrities over the years, if I hadn't learned how to read people I'd be dead by now. In *I Know What You're Thinking*, Dr. Lillian Glass shows you the secrets of reading people to improve your life. This book is a winner!" mdash;Don Crutchfield, celebrity private investigator and author of *Protect Yourself at All Times* and *Confessions of a Hollywood P.I.*From the Publisher"*I KNOW WHAT YOU'RE THINKING* by Lillian Glass is a must read for everyone, whether they are in business or not. How wonderful it is to be able to read another person's face, speech, and body movements to assist you in assessing that person's integrity. Applause to Dr. Glass for giving the public such an important work." --Arnold Kopelson, Academy Award-winning producer of *PLATOON* and Academy, Award-nominated producer of *THE FUGITIVE* "A practical and savvy guide for gleaning what people are really thinking by understanding the codes of communication -- verbal, facial, body language, and speech. This book helps readers fend off negative people and attract positive people." mdash;Gavin de Becker, #1 New York Times bestselling author of *The Gift of Fear* "I feel a little strange recommending this book because it reveals so many of my secrets. Dr. Lillian Glass clearly and effectively communicates the complex subtleties of the human psyche. Understanding nonverbal language is the essential skill in any profession that involves communication. This book is the best primer on the topic of nonverbal communication I have ever read. Success as a trial attorney requires intuition and the ability to use it. However, most trial lawyers I know are unable to articulate how they do what they do with juries. Applying the knowledge contained in this book almost guarantees increased success." mdash;Geoffrey N. Fieger, noted trial attorney, "America's winningest lawyer" "As a regular contributor to and commentator on Court TV, Dr. Lillian Glass has repeatedly demonstrated her exceptional professional skills of reading people in our on-air coverage of several trials. In her book, *I Know What You're Thinking*, she shares with readers these skills, which could prove to be

invaluable in every aspect of your life." —Nancy Grace, Court TV "You need to read people, especially now -- whether you're getting into a relationship, making a financial investment, or for your own safety. Since I'm a private investigator who has dealt with many celebrities over the years, if I hadn't learned how to read people I'd be dead by now. In *I Know What You're Thinking*, Dr. Lillian Glass shows you the secrets of reading people to improve your life. This book is a winner!" —Don Crutchfield, celebrity private investigator and author of *Protect Yourself at All Times* and *Confessions of a Hollywood P.I.* From the Inside Flap: Knowing how to read people — picking up on and interpreting their hidden cues — is a tremendous asset for virtually anything you do, from your home life to your work life to your love life. Now, in *I Know What You're Thinking*, psychologist, bestselling author, and communications expert Dr. Lillian Glass helps you develop a tremendous new set of skills that will make you more perceptive, more powerful, and more successful. As she has done for numerous Hollywood stars as well as CEOs, sports figures, and politicians, Dr. Glass shows you — step by step — how to gain the power to know the truth about people. You do this by interpreting a person's voice, speech, facial, and body language codes and the cues that give you insight into the four codes. Dr. Glass covers the full range of cues, from gossiping and chronic complaining to interrupting and phony smiling, from shuffling the feet to habitual turns of phrase, from gestures to clothing styles and grooming. Mastering these cues will make you more aware and socially secure while improving your judgment of other people and helping you make better choices and decisions. If you're thinking about going out with, marrying, hiring, or going to work for someone, interpreting that person's four codes is especially crucial. You'll also learn how to use the four codes of communication to analyze and change your own style while projecting confidence, sincerity, and strength. Through Dr. Glass's simple quizzes and easy-to-follow exercises, which she uses with her private clients, you'll learn how to integrate each of the four codes into one of 14 specific personality profiles. You'll find out which personality profiles are most compatible with your own and which ones you should avoid or handle with care. Are you talking to a seducer or a victim? A liar or a real dealer? With the help of this fun and down-to-earth guide, you'll learn the skills that will empower you to answer questions like these immediately while looking anyone in the eye with a quiet self-assurance that says, *I Know What You're Thinking*.