



You Say More Than You Think: Use the New Body Language to Get What You Want!, The 7-Day Plan

Janine Driver , Mariska Van Aalst

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Now You're Talking!

Do you want to be bulletproof at work, secure in your relationship, and content in your own skin? If so, it's more important than ever to be aware of what your body is saying to the outside world. Unfortunately, most of what you've heard from other body language experts is wrong, and, as a result, your actions may be hurting, not helping, you.

With sass and a keen eye, media favorite Janine Driver teaches you the skills she used every day to stay alive during her fifteen years as a body-language expert at the ATF. Janine's 7-day plan and her 7-second solutions teach you dozens of body language fixes to turn any interpersonal situation to your advantage. She reveals methods here that other experts refuse to share with the public, and she debunks major myths other experts swear are fact:

Giving more eye contact is key when you're trying to impress someone. Not necessarily true. It's actually more important where you point your *belly button*. This small body shift communicates true interest more powerfully than constant eye contact.

The "steeple" hand gesture will give you the upper hand during negotiations and business meetings. Wrong. Driver has seen this overbearing gesture backfire more often than not. Instead, she suggests two *new* steeples that give you power without making you seem overly aggressive: the Basketball Steeple and the A-OK Two-Fingered Steeple.

Happy people command power and attention by smiling just before they meet new people. Studies have shown that people who do this are viewed as Beta Leaders. Alpha leaders smile once they shake your hand and hear your name.

At a time when every advantage counts—and first impressions matter more than ever—this is the book to help you really get your message across.

You Say More Than You Think: Use the New Body Language to Get What You Want!, The 7-Day Plan Details

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Justwinter says

So...a pre-review? Does that count? I do think that we communicate non-verbally much more than we think, or perhaps are aware of. What drew me to this book is what others have said--that the author goes out of her way to say that these aren't hard & fast rules--that some folk may naturally 'hug' themselves or cross their arms--and it doesn't by default mean anything negative--it's just their 'norm.' I'm curious to see how I feel about this book & its content after I've finished reading it. Will update.

Randolph Breschini says

Very very interesting...applicable to every day...a must read??

Jessica says

When I picked this book up from the local library, I was looking for ways to connect to my 27 person team. Success! Not only did I discover I have several tools already in use; I also picked up a few more that have already led to better engagement with the team. This books is super accessible; although, the author sounds like she's giving a sales-pitch every few paragraphs. Recommended for those interested in improving their self awareness.

Maureen Kalb says

Positively the most rewarding,intelligent,comprehensive explanation of body language

Author has mastered the subject of body language writing clearly, concisely, completely and most of all careingly for her students and readers.

Macayla Fryc says

Alrighty! Let's find Garcia.

Written by a body language expert, herein lies the beginning of our own body language mastery. Fascinating cues and nuances lie within the covers, extraordinarily useful for both interpreting and displaying. I kept a body language journal as instructed and now have a mini toolkit with plenty of exercises that have helped solidify the lessons. The world of nonverbals is riveting. Highly recommend.

Merve Kanarg? says

Bilgilendirici içeri?i ve önerileriyle beklentiyi kar??lad???n? söyleyebilirim. Farkl? bak?? aç?s?, beden dili hareketlerinin ve gelebilece?i anlamlar?n verili? algoritmas? ve düzeni gerçekten çok basite indirgenmi?, dolay?s?yla ak?lda kal?c?. Fakat her bölümde bu yöntemleri uygulayanlar?n hayat?ndaki de?i?ikliklere yüzeysel de olsa s?kça de?inilmesini s?k?c? buldum. Kitap bu noktada biraz kendini tekrar ediyor.

Clayton says

I want to rate this 4 stars. I like the ideas and some of the content in the book but I found the execution to be poor. I thought the exercises were unrealistic expectations for someone to do in a short period of time. I really did not like starting the 'first day' of the 7 day journey with a story about a serial killer then ending with a set of exercises that were too much. It was at this point I stopped attempting to follow the '7 day' journey the book proposed and decided to read/re-read the parts that stood out to me. I did find the content really useful but ultimately I was disappointed with how it was presented. I would like to see a longer version of this book with better exercises that aren't simply "go skydiving!!".. I realize the author is trying to get the reader out of his or her comfort zone but it really didn't match or fit the goal of simply improving one's ability to read body language.

I am currently reading 'What Every Body is Saying' by Joe Navarro which might share a little bit of the same content but has a lot more depth to it.

Freya Jadormio says

It's a good start if you want to get an idea about your own body language. Also there's a whole bunch of stuff here about reading other people's body language. Although, I personally think that seven days is not enough to learn everything.

Vanessa says

Sometimes I'll put RANDOM books on my library hold list after seeing something about them in a monthly newsletter. This was one of them. Sooo not my style (MUCH too self-helpy) and I just skimmed most of it. If you're interested in that type of thing, there were a couple helpful hints about projecting confidence and some tricks about reading body language. I'll just tell you so you don't have to read it: confident people don't cover vulnerable parts of their body (face, neck, crotch) with their hands or arms nor do they shove their hands in their pockets; your belly button points wherever your interest truly lies so if you're trying to strike up a conversation keep your torso turned toward the person, same goes for feet.

Richard Stephenson says

Game. Changer. Definitely recommended - with one caveat (shared with the author). You **MUST** do the exercises. Much like Dale Carnegie stated in his book on effective speaking, you can read all of the books on language you can handle - not a lick of 'em will bring you to the level of proficiency you desire without doing the work. (okay, so I paraphrased...) Read all the books you want on lifting weights - if you never pick up a weight, then you'll not have a rippling, heaving bosom - sorry.

I honestly do look at the world differently now. It's as if that 50%+ of the communication we do (without saying a word) is finally starting to make some sense to me. It's all about awareness. You can look around a room full of stuff and not really notice a thing, but if I ask you to look around and only notice red things... well... try it. :)

This book definitely needs to be practiced (and probably re-read when we're feeling rusty), but think about it... once you have attuned your awareness to this "new language", you'll be practicing every single time you talk to someone. Just get all up on it, own it, and go with it.

I've been exposed to the "old style" body language, and some of the influence from NLP materials, and have to say this level of body language material has not been expressed in any other book I've seen. This also brings up my only real beef with the book: Mrs. Driver seems to downplay NLP information in the first portion of the book, but then sprinkles surface-level applications of it throughout the rest of her book without attribution. I don't quite understand this tactic - it's a minor point at best.

Buy it, read it, do it, have fun with it. How can you afford to miss out on so much of the conversations that go on in your life? Thank you Janine for helping me out.

PS) I enjoyed the fun Mrs. Driver had with her language... I mean come on... "naval intelligence"... lol... will you forget that term and application? Don't think so.

Michaela Crutcher-Lord says

This was one of the most influential books I have read in years. Studying body language is a crucial skill for communication and vital in decision making, but many of us are unaware of the truth behind body language. I was brought up believing a few of these myths, even with military and law enforcement in my family's background. Driver does a spectacular job of educating us on this important component of human interactions. I found her to be funny and intelligent, which made reading the material more enjoyable. Out of all the psychology books I have read, this has been one of my favorites.

Gwendoline Van says

We just moved to a new city, so I thought I'd read about getting off on the right foot. Literally.

What a gem this book is! Janine talks you through 8 core components of new body language, dispelling some of the old standbys of smiling, handshakes, the figure-4 power seat, and more. She talks about the three most vulnerable centers of the body -- throat, belly button, naughty bits -- and shows how, covered or uncovered,

they subconsciously direct a situation and portray you as confident, anxious, whatever it might be. I actually used some of what I learned in an interview today, making sure to keep my body center open and in parallel with my interviewer, no self-touches, and a few dozen basketball steeple. I have a follow up tomorrow!

This is a great read for anyone interested in crafting more intentional interactions with people, particularly those where first impressions really do matter. Janine discusses how to build rapport and eventually charisma and how to use body positions to either invite or deflect attention. She gives tricks for establishing your space and your ground, therefore giving you a podium from which to express yourself and speak your mind. All in all, she helps unravel the mystery of the non-verbal for both personal use and for decoding other people, especially for incongruences or perceived deceptions.

Nick says

An unintentionally funny book on mastering body language. This tome mixes some plain old-fashioned myths of body language and some genuinely new thinking. The combination is a little dangerous. After warning -- quite properly -- readers not to try to decode a specific gesture because it may have multiple meanings, the author goes on to teach readers to use specific gestures -- as if their meanings were consistent (and useful) in all settings! I'm sorry, but you can't have it both ways. It's not about the gesture, it's about the intent behind the gesture. That's what matters.

Anastassios Kachrimanis says

A new scientific approach and useful application regarding body language.

Nice written and easy to follow and apply in your life book. Highly recommended for people wanting to master body language.

Snapee says

It was what I call a 'rough diamond'. It's full of great ideas, but the execution is indeed hurried and rather poor.

The basic idea (change your life by changing your body language) has potential, but I have a feeling that the writer just wanted to make a quick buck and didn't put a lot of effort in it.

It seems like a book that was written in a month or so.

That said, this book was indeed full of great ideas, concepts and useful information on body language.

