

# Reading People

THE NEW YORK TIMES BESTSELLER

How to Understand People  
and Predict Their Behavior—  
Anytime, Anyplace

# reading people



"Your eyes will be opened as mine have  
been by these tips from America's leading  
people-readers."

—CHRIS MATTHEWS, HOST OF HARDBALL

Jo-Ellan Dimitrius, Ph.D.,  
and Mark Mazzarella

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America's top jury consultant, Jo-Ellan Dimitrius, can literally read a person like a book. By decoding the hidden messages in appearance, tone of voice, facial expression, and personal habit, she has accurately predicted the behavior of jurors, witnesses, lawyers, and judges in some of the most celebrated trials of the past two decades. Now in this phenomenal new book, she applies the secrets of her extraordinary success to the everyday situations we all face at work, at home, and in relationships.

How can you "hear between the lines" to detect a lie? When is intuition the best guide to making important decisions? What are the tell-tale signs of romantic attraction? How do other people "read" us? The answers lie closer than we might think. Hair style, clothing, grooming, hand gestures, the neatness of office or living room, the steadiness of the gaze, behavior around subordinates: all of these provide critical clues to a person's integrity, work habits, and sexual interests. Through vivid anecdotes and proven techniques, Dimitrius teaches us how to interpret these signs with accuracy and precision.

Whether your focus is friendship or marriage, career or family, romance or professional success, *Reading People* gives you the skills you need to make sound, swift decisions and reap the benefits from a lifetime of razor-sharp insight.

作者介绍:

乔艾琳·狄米曲斯 (Jo-Ellan Dimitrius) , 因辛普森案 (O.J.Simpson) 的表现声名鹊起, 曾担任过六百多件法庭审判的顾问, 她不仅上过“欧普拉秀” (Oprah) 、“早安美国” (Good Morning America) 、“今天” (Today) 、“赖利·金现场” (Larry King Live) 、“面对全国” (Face the Nation) 及“六十分钟” (60 Minutes) 等当红节目, 还出任过许多名利财富一百 (Fortune 100) 公司的顾问。

马克·马扎瑞拉 (Mark Mazzarella) , 在圣地亚哥地区任辩护律师已达二十年之久, 并曾任拥有12000名会员的加州州立律师公会诉讼部门主席。

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标签

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人的艺术

Jo-Ellan

评论

整体感觉，衣着外貌，发型，表情，身体动作，说话的感觉，环境的影响，家和办公室的状态等等。客观性，自我开示。读完之后比较大的收获，是帮助自己意识到应该注意怎么展示自己给别人，衣着打扮，表情，说话的语气，肢体语言等等，一切都很重要。

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Over scrutinizing isn't necessary.

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书评

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