

Review

What Every Body Is Saying. An Ex-FBI Agent's Guide to Speed-Reading People

Joe Navarro, Marvin Collins

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Coming from a former FBI agent, the explained techniques of reading people may seem a part of a movie plot, but the present book turns them into an extremely realistic and accessible skill everyone can learn and use in a correct manner even without the certain amount of talent needed to glitter.

An FBI agent and supervisor for non-verbal communication for 25 years, Joe Navarro first experienced “reading other people’s mind” as an immigrant child striving to adapt and get accepted with no language knowledge. Going through the book, we get convinced that these are the best circumstances to learn the secrets of body language and get to master non-verbal communication. The complete absence of verbal communication skills allows humans to rediscover their lost talent of real communication.

Far from being a pure scientific research, the book named „*What Every Body Is Saying. An Ex-FBI Agent's Guide to Speed-Reading People*” is more a confession where the theoretical aspects mingle with practical examples, leading thus the reader towards a better understanding and an easier achievement of the techniques presented.

Besides simply describing the techniques of a successful non-verbal communication, the author unveils some secrets of it as a process. This is how the reader finds out that the non-verbal communicational efforts are useless outside a real partnership to validate them.

In addition to presenting his own personal experience with non-verbal communication, the author of the book sets up a set of rules for successfully observing and correctly interpreting the non-verbal and body languages.



He also presents and explains different types of reaction according to different situations and emotions. Nothing new so far. So many have done it before. But the most useful thing about Joe Navarro's book is that every single theory is closely accompanied by a practical, real example from the author's personal life and work experience as an FBI agent. The practical details are in fact the ones that give a huge value to this book. They lead the reader through to a successful body language interpretation and non-verbal messages.

Apart from all of these, the author also presents a scientific theory explaining why humans have certain unconscious and unintentional reactions due to brain structure and activity.

The book is not only easy to follow, but it is also a very practical guide to controlling our body language, being, from this point of view, not only an essential handbook for specialists and specialists-to be in communication and many other fields, but also a useful reference for any person that wants to be in control when sending a message and / or being involved in any communicational or social process.

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