



The Nonverbal Advantage: Secrets and Science of Body Language at Work (Bk Business)

Carol Kinsey Goman

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The workplace is a “blink” world: studies show that we form opinions of one another within seven seconds of meeting and that 93 percent of the message people receive from us has nothing to do with what we actually say. Good nonverbal communication skills are a huge professional advantage, but until now very little has been available to help people hone their ability to use and interpret body language on the job. In *The Nonverbal Advantage*, Carol Kinsey Goman combines the latest research and her twenty-five years of practical experience as a consultant, coach, and therapist to offer a fun and practical guide to understanding what we and the people we work with are saying without speaking. While firmly grounded in recent discoveries in evolutionary psychology, neurobiology, sociology, criminology, anthropology, and communication studies, Goman writes in an informal, conversational tone and illustrates her points with cartoons, photos, and entertaining anecdotes. She includes dozens of simple and enlightening exercises readers can practice on and off the job to gain control over the message their body is sending.

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