

HOW TO READ PEOPLE LIKE A BOOK

**A Guide to Speed-Reading People, Understand
Body Language and Emotions, Decode Intentions,
and Connect Effortlessly**

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How to Read People Like a Book

A Guide to Speed-Reading People, Understand Body Language and Emotions, Decode Intentions, and Connect Effortlessly

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Thank you!

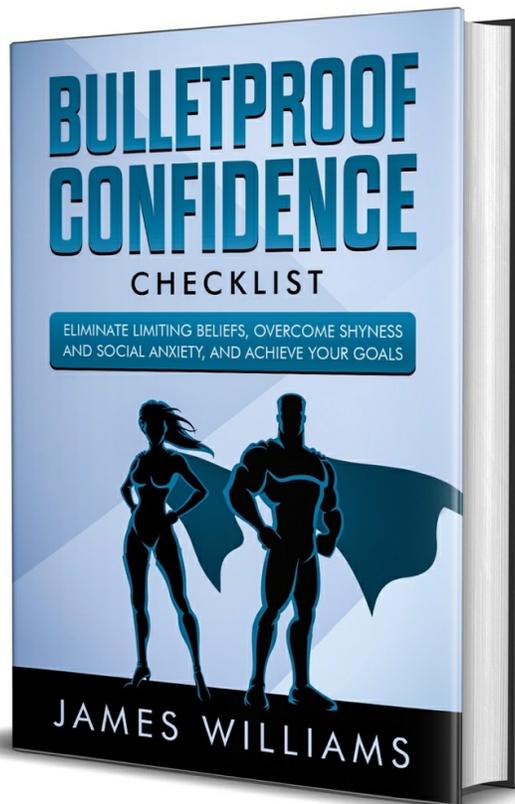
Resource Page

Your Free Gift

As a way of saying thanks for your purchase, I wanted to offer you a free bonus E-book called ***Bulletproof Confidence*** exclusive to the readers of this book.

To get instant access just [tap here](#), or go to:

<https://theartofmastery.com/confidence/>



Inside the book, you will discover:

- What is shyness & social anxiety, and the psychology behind it
- Simple yet powerful strategies for overcoming social anxiety
- Breakdown of the traits of what makes a confident person
- Traits you must DESTROY if you want to become confident
- Easy techniques you can implement TODAY to keep the conversation flowing
- Confidence checklist to ensure you're on the right path of self-development

Introduction

Thank you for purchasing this book. As the title tells you, this book is all about learning how to read people like a book in order to connect effortlessly with individuals. I can't stress this latter part enough—I want this book to help you CONNECT with people, forge relationships, and for the most part, strengthen your ties with others around you.

My name is James and I have been studying body language and verbal communication for a very long time. I got started after being interested in TV shows that seemed to glamorize body language and profiling. I used to suffer from severe shyness and social anxiety, and so I thought learning how to “read people” would help me connect with them easier. As I learned, there is really nothing glamorous about it, the process being grounded on cold science and research. Still, I am happy to share what I know with you—especially since it helped me so much in life. Learning to read between the lines allowed me to advance in work, marry the woman of my dreams, have a good relationship with my kids, and be fulfilled in many of my social circles.

Knowing how to properly communicate with people is the hallmark of good relationships. These methods that you're about to learn have given me the kind of deep relationships that I could only dream about before.

So what's the problem really? Why do we find it so hard to connect and communicate with people? A good reason is because what people say isn't always what they mean or even what they want to say. This can lead to mixed signals, confusion, and everyone ending up getting something they really don't want to get.

Let's look at a real-world view for once. Have you ever conducted a presentation and found people dozing off or not paying attention? Have you ever had problems with your boss for reasons that you just can't grasp? Perhaps your boss latches on quickly to suggestions made by a coworker when you suggested the exact same thing before?

Or let's look at your dating life. Do you always strike out with women? Do you find yourself unsure of what to do or what to say during a date? Do you have a hard time figuring out if a girl is also into you?

These are all problems that can be solved with just the right amount of insight when it comes to body language. Body language will tell you at what point

your boss has lost interest or which part of the presentation is perceived as boring by your officemates. It can also tell you when a girl is interested even before you walk towards her in a bar.

Knowing all these gives you the chance to assess and change direction as needed. It can help you formulate your techniques depending on what the audience needs. Simply put, it can help you achieve goals through subtle but effective means.

This isn't pseudo science either! Studies have shown that body language has a huge impact on day-to-day conversations. A large part of human communication is done through body language. In fact, there are even classes that teach men how to alter their body language to help them attract more women. There are also classes that teach CEOs and managers how to become more assertive in a particular setting.

The good news is that you don't have to spend thousands and go to those classes to learn techniques. This book can help you with those and so much more! In this book, I intend to help you figure out different personality types and the unique traits each one has, communicating with different personality types, how to read body language, how to understand verbal cues, and of course—how to train yourself to become a better “reader” of the people around you.

I want you to be able to achieve bigger and better things through this book, so don't wait around—flip over to the next page!

Chapter 1: Explanation, Quotes, Facts

People are an endless source of interest. Why they think what they think or why they do what they do has created an entire branch of science called *Personality Psychology*. It's basically a branch of psychology that studies personality and how it's different from one person to the next. It deals with the construction of a coherent picture of an individual, their psychological process, psychological differences, psychological similarities, and human nature. Simply, it tries to answer these five questions:

- What personality traits make up a person?
- How does a person think?
- What makes one personality different from another?
- What makes one personality similar with another?
- What personality traits are already present from the moment a person is born?

It seems like such a simple five-question study, but it's actually such a big field that I doubt this book will be able to discuss everything about people. However, we will try to focus our discussion on how personality affects communication with other people. More importantly, we're going to talk about how you can forge a connection with different personalities through both verbal and non-verbal communication.

What Is Personality?

Personality has many definitions but for this book, we're going to define it as a set of characteristics possessed by an individual. This set of characteristics influences a person's cognition, emotion, motivation, behavior, and environment. Hence, the way you behave often changes depending on who you are, where you are, and who you're with. In fact, the word *personality* originated from the Latin word *persona*, which means *mask*. This is why people often say they wear different masks, depending on different situations. Studies targeted towards defining, describing, and categorizing personality have been in existence for many years. In case you didn't know, the ever-

popular Zodiac signs are actually a way of categorizing personality based on the date of your birth. Of course, since this way of categorizing personality isn't backed by science, we won't be talking about it. Instead, we shall be focusing on the ones with lots of studies behind them.

Introvert and Extrovert

This is perhaps the most common classification known today. The common belief is that introverts are quiet and extroverts are loud. However, that's actually just a manifestation of what makes each personality unique. The main difference between an extrovert and an introvert is based on how their brains operate. That's right—this goes all the way to the brain and has the scientific studies to prove it.

Studies show that the extrovert's dopamine trigger is shorter. Dopamine is the body's happy hormone and accordingly, stimulation for extroverts run the path of taste, touch, visual, and auditory sensory processing. It's quick and very much felt by all five senses. This is why when extroverts gamble, the rush they get is stronger and faster. Introverts, on the other hand, run a more complicated course. The pathway area goes through planning, remembering, and solving problems.

What does this all mean? Well, extroverts have a brain makeup that encourages them to seek rewards while the same does not hold true for introverts.

Of course, this seems like such a vague explanation. So how else can we make a distinction? Perhaps a better way of explaining the difference is in terms of energy. How do introverts and extroverts gain energy and how do they recharge?

You see, introverts recharge best alone. Being with people saps their energy and in order to bring that energy back up, they need to be alone.

Extroverts are the complete opposite. If they're alone for long periods of time, it feels as though their energy is being drained. Hence, extroverts need to socialize with other people in order to recharge their energy.

It's really that simple. This is why even if a person is an introvert, they can still socialize with others, participate in parties, and go to different occasions. In the same way, some extroverts can be overcharged so that they may need some quiet alone time. Hence, I don't want you to think that extroverts never