



Body Language: It's What You Don't Say That Matters

Robert Phipps

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Body language matters. From getting a job to getting a pay rise, and from closing a deal to managing the people around you, it makes a big difference. Robert Phipps, one of the world's leading body language experts shows you how to make it work for you. Busting some of the biggest body language myths, Phipps shows how to read other people's body language and to use yours to succeed in business and life.

Loaded with practical tips, this book covers everything you ever need to know about body language, in a variety of business situations:

- Greetings
- Meetings
- Partings
- Presentations
- Negotiations
- Motivation
- Deception
- Managing
- Interviewing
- Disciplining

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