

How To Make People Like You In 90 Seconds Or Less

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This book is one of the simpler and easier to understand of the many books that introduce Neuro-Linguistic Programming techniques. It is also a little more original in that it does not simply repeat the ideas of Drs. Richard Bandler and John Grinder word-for-word as so many of these books do. The author has studied under Dr. Bandler and is a Licensed NLP Master Practitioner. If you already know NLP, you can skip this book. If you do not yet know NLP, this is a good introduction for those who have trouble making in-person connections. NLP is based on observations of how people open themselves up to receive communications from others. Basically, we each have thinking habits that mean we consider subjects in different ways and sequences. When we come upon a way or sequence that is different from ours, we close up and pull back. When we come on one just like ours, we feel relaxed and open, and the message sinks in both consciously and unconsciously. Students of perception estimate that the words you use are less than 25 percent of the communications that are received from you. Your body motions are the primary means of communicating. Your intonation is also important (take time to sound pleasant). The author focuses on the fact that impressions are formed in the first 10 seconds or so when we meet someone. He encourages us to open ourselves up physically (hands open, coat unbuttoned if you have one on, relaxed), look the other person in the eye, beam (like you are shaking hands), say Hi! with a positive attitude, and lean towards the person. These are universally interpreted as being genuine indications of interest that are perceived by the other person's subconscious mind, and the other person will almost always respond in kind. Tags: you, me, how, to

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