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If you want to master reading and analyzing people this book is for you. them to adjust with any spoken words and for us to respect them. When we are going to meet new people in the business it is an advantage in our part if we know how to analyze other people.

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1. Create a baseline. People have different quirks and patterns of behavior. For example, they might clear their throat, look at the floor while talking, cross their arms, scratch their head, stroke their neck, squint, pout, or jiggle their feet frequently. Initially, we may not even notice when others do these things.

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Try to analyze your own personality first so that you can test your knowledge. After you successfully do that move to the next close person and try to analyze him. When you find yourself able to analyze the personality of close people start applying what you learned on strangers.

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