



Oltre le parole (Italian Edition)

Massimo Gualtieri

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Una guida indispensabile per illusionisti, mentalisti, ipnotisti, artisti operanti in ogni settore nonché utilissima nella vita quotidiana per avvicinarsi con chiunque.

Negli ultimi anni serie televisive come *the mentalist* e *lie to me* hanno portato notevole interesse verso il linguaggio del corpo, le microespressioni facciali e alla comunicazione non verbale in generale.

Un'ottima risorsa anche per chi lavora nel campo della vendita e voglia meglio capire il comportamento del cliente.

Il libro è estremamente pratico e arriva al nocciolo della questione senza girarci attorno.

Dalle parole dell'autore:

Ho scritto questo libro per permettere alle persone di riconoscere quelli che sono segnali inviati inconsciamente dal corpo di qualsiasi persona, e che in determinate situazioni hanno un particolare significato.

In questo libro cercherò di inserire tutte le conoscenze apprese in questi anni di studio da libri, serie tv (*lie to me*, *the mentalist* ecc..) ed internet, non sottovalutate questa ultima fonte elencata, in quanto può davvero darvi degli ottimi spunti in materia, prenderemo in considerazione varie parti del corpo, per esempio occhi, bocca e mani, analizzando quali messaggi inviano ed in quale occasione.

Ecco cosa imparerai:

I segnali cinesici

Linguaggio verbale

Linguaggio paraverbale

Linguaggio del corpo

Emblemi

Illustratori

Affect-display

Regolatori

Adattatori

Bacchette

Movimenti deiettici

Movimenti ideografici

Movimenti spaziali

Movimenti cinetografici

Movimenti pittografici

Gli occhi

Curiosità, emozioni e bugie

Bocca e naso

Il corpo

Disagio

Incomprensione

Disaccordo

Zona intima

Zona personale

Zona sociale

Zona pubblica

La voce, velocità, volume e tono

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