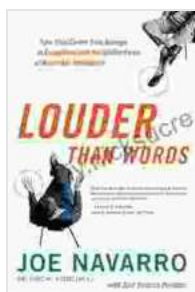


# Take Your Career From Average To Exceptional With The Hidden Power Of Nonverbal Communication

Nonverbal communication is a powerful tool that can help you take your career from average to exceptional. It's estimated that 55% of communication is nonverbal, which means that the vast majority of what we communicate is not through words. This means that if you want to be successful in your career, you need to be aware of the nonverbal cues you are sending and receiving.



## Louder Than Words: Take Your Career from Average to Exceptional with the Hidden Power of Nonverbal Intelligence by Joe Navarro

★★★★☆ 4.6 out of 5

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Print length : 260 pages  
Screen Reader : Supported



## What is Nonverbal Communication?

Nonverbal communication is the communication of messages without words. It includes body language, facial expressions, eye contact, gestures, posture, paralanguage (vocal cues), personal space, and proxemics (the

use of space). Nonverbal communication can be intentional or unintentional, and it can convey a wide range of messages, from emotions to attitudes to intentions.

## **The Different Types of Nonverbal Cues**

There are many different types of nonverbal cues, but some of the most important include:

- **Body language:** This includes your posture, gestures, and movements. Your body language can communicate a lot about your confidence, power, and status.
- **Facial expressions:** Your facial expressions can communicate a wide range of emotions, from happiness to sadness to anger. They can also be used to convey deception or to mask your true feelings.
- **Eye contact:** Eye contact is a powerful form of nonverbal communication. It can be used to convey interest, engagement, and trust. It can also be used to intimidate or to challenge someone.
- **Gestures:** Gestures are movements that you make with your hands and arms. They can be used to emphasize a point, to convey emotions, or to communicate specific messages.
- **Posture:** Your posture can communicate a lot about your confidence and power. Good posture is associated with confidence and authority, while poor posture is associated with insecurity and weakness.
- **Paralanguage:** Paralanguage refers to the vocal cues that accompany speech. This includes things like your tone of voice, your volume, and your rate of speech. Paralanguage can be used to convey emotions, to emphasize certain words, and to create a rapport with others.

- **Personal space:** Personal space is the invisible bubble of space that surrounds you. It varies in size depending on the culture and the situation, but it is generally considered to be about an arm's length away from your body. Personal space can be used to communicate intimacy, power, and status.
- **Proxemics:** Proxemics is the study of how people use space. It can be used to communicate a wide range of messages, from territoriality to intimacy. For example, standing close to someone can be a sign of intimacy or aggression, while standing far away can be a sign of respect or disinterest.

## How to Interpret Nonverbal Cues

Interpreting nonverbal cues can be tricky, as they can vary depending on the culture and the situation. However, there are some general guidelines that you can follow:

- **Context is key:** Always consider the context of the nonverbal cues you are observing. For example, a smile may be a sign of happiness, but it could also be a sign of nervousness or deception.
- **Multiple cues:** Look for multiple nonverbal cues that support each other. For example, if someone is smiling, making eye contact, and leaning in towards you, it is likely that they are interested in what you are saying.
- **Be aware of your own biases:** We all have biases that can affect how we interpret nonverbal cues. For example, we may be more likely to interpret a smile as a sign of happiness if we are in a good mood ourselves.

- **Get feedback:** If you are unsure how to interpret a nonverbal cue, ask someone else for their opinion. This can help you to get a more objective perspective.

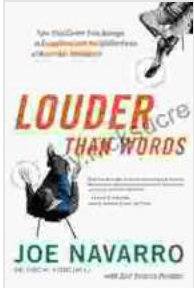
## **How to Use Nonverbal Communication to Your Advantage**

Once you have a better understanding of how to interpret nonverbal cues, you can start using them to your advantage. Here are a few tips:

- **Be aware of your own nonverbal cues:** Pay attention to the nonverbal cues that you are sending and make sure that they are aligned with your intended message.
- **Use nonverbal cues to build rapport:** Nonverbal cues can be used to build rapport and create a connection with others. For example, smiling, making eye contact, and leaning in towards someone are all positive nonverbal cues that can help to build trust and rapport.
- **Use nonverbal cues to influence others:** Nonverbal cues can also be used to influence others. For example, standing up straight and making eye contact can convey confidence and authority, while crossing your arms and avoiding eye contact can convey insecurity and weakness.
- **Use nonverbal cues to achieve your career goals:** Nonverbal communication can be used to achieve a wide range of career goals, from getting a promotion to negotiating a raise. For example, dressing professionally, making eye contact, and speaking confidently can all help to make a good impression on your boss and colleagues.

Nonverbal communication is a powerful tool that can help you take your career from average to exceptional. By understanding the different types of

nonverbal cues, how to interpret them, and how to use them to your advantage, you can build rapport, influence others, and achieve your career goals.

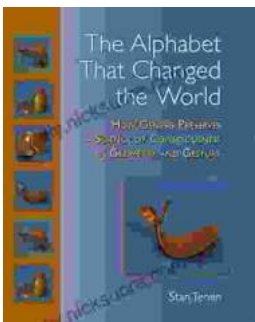


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