

# **BODY LANGUAGE AT WORK (PYRAMID PAPERBACKS) BY PETER CLAYTON**



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## **Review**

There are plenty of books about body language on the market but this is more clearly illustrated than most, which is obviously an important advantage when the power of first impressions is the principal theme. This one also describes in detail what you disclose about yourself before you open your mouth, just from the way you stand, sit and maintain your posture. But, again, where this book is different is in the clarity of presentation and the systematic treatment of what, in all that detail, can all too easily be a confusing and quite perplexing subject. In other words it promotes an understanding of body language without also promoting self-consciousness, and demonstrates through the language of book production how little of what we communicate is conveyed by what we have to say.

## **About the Author**

Peter Clayton is one of the most popular speakers on body language both in Europe and the USA. He is a high-profile consultant on business development and body language and runs training courses for leading companies all over the world.

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Body language is the unspoken form of communication we all use every day - and there is nowhere that we come under more scrutiny than at work. It is also the place where we are most likely to disguise and play down our body language in order to hide our true feelings and intentions. Learning to read and manipulate non-verbal language can dramatically improve performance in many workplace situations such as: dealing with difficult people, rescuing matters when someone is losing interest, spotting buying signals, reading changes in tactics during negotiations, or telling when someone is lying or exaggerating. From the initial handshake to closing a deal, this book shows how to read the signs and make the right moves.

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