



Winning Body Language: Control the Conversation, Command Attention, and Convey the Right Message--Without Saying a Word

Mark Bowden

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The Unique System of Nonverbal Skills Used by the Most Effective Leaders in Business Today **CONTROL THE CONVERSATION, COMMAND ATTENTION, AND CONVEY THE RIGHT MESSAGE--WITHOUT SAYING A WORD**

Whether you're presenting an idea, delivering a speech, managing a team, or negotiating a deal, your body language plays a key role in your overall success.

This ingenious step-by-step guide, written by an elite trainer of Fortune 50 CEOs and G8 world leaders, unlocks the secrets of nonverbal communication--using a proven system of universal techniques that can give you the ultimate professional advantage. Learn easily how to:

Successfully master the visual TruthPlane around you to win trust now.

Gesture in a way that gains everyone's attention-- even before you speak.

Appeal to others' deep psychological needs for immediate rapport and influence.

You'll discover how to sit, stand, and subtly alter your body language to move with confidence, control conversations, command attention, persuade and influence others, and convey positive energy--without saying a word.

It's the one key to success nobody talks about!

Winning Body Language: Control the Conversation, Command Attention, and Convey the Right Message--Without Saying a Word Details

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David Bradley says

I go back to the lessons Bowden discusses constantly. As I get into speaking professionally more, the lessons become ever more important.

It's an interesting read, also. It isn't just, "people like when you put your hands here". Bowden knows how we are wired, so there's science backing all that he teaches. Before you get started on this, go check out his TED Talk. The guy is entertaining, but extremely educational as well.

Whether you're just interested to help you in presentations at work (or school), or it's a cornerstone to your career, this is a must-read!

Monique says

While possessing some good tips, I finished the book feeling like the author had a lot to say about not much at all. Much of this book could have been condensed. He tells his readers to keep things simple but doesn't seem to take his own advice.

I took some issue with the writing style. Like the message of the book itself, the writing could have been more concise. A lot of this book reads in a rambling manner, presenting information that is of little use.

His exercise with the fruit threw me off. I had a result that didn't match his message. The whole thing came across as pseudoscience, resulting in anything he said about "breathing" to be lost on me.

Some advice, such as tone, body posture and body tension were interesting and informative. So while I thought the book to be a dud, I can't ignore that it had some good content.

Overall, not recommended.

Peggy Dekay says

Mark Bowden is an irreverent Brit, but knows his stuff when it comes to body language. If you are a speaker or want to become one, you need to read this book. I have read dozens of "body language" books and Bowden's information is superior, original and useful. High praise for a "how-to" book.

Jonathan O'neal says

This book has some great points, but I took it mostly as being geared towards presentations rather than communicating with my team. Because I am aware of some of the issues that hand placement can have I can be more aware of how I present myself. I'm looking forward to seeing what affect this has on the people around me.

Azamali says

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Nick says

In my first review of Mark's book, I pasted it pretty hard, because I don't agree with some of his conclusions. My system for understanding body language is based on science; Mark's is based on mime, some acting traditions and gurus like Jacques LeCoq, and even Moshe Feldenkrais. On reflection, though, I've revised my opinion, because the point is that he has worked out a system, and even if I don't agree with it, he deserves high marks for that. Science is, after all, always provisional and subject to change -- and in this case the brain science is evolving so fast that we can expect changes on almost a monthly basis. Hence, I decided that a more charitable view was in order. The real enemy (in body language circles) here is the old approach to body language based on trying to decode individual gestures. See my blog on the subject posting today at www.publicwords.com.

Carl Nohr says

I read this just after hearing the author present. I am not sure if my enthusiasm for his presentation spilled over into this rating; regardless this is a must read.

Danielle Libine-collins says

Mark Bowden's Winning Body Language holds fascinating insight on how powerful a tool our bodies are when it comes to communication and controlling a conversation. If you have any doubt, I invite you to watch his brilliant TED talk where he gives a very strong live demonstration of the elements discussed in this book.

I own many books on Body Language, and wasn't expecting to learn a lot more from this one. I was wrong. After highlighting most of the first few pages, I finally put the highlighter down because there was something new and interesting on almost every page.

This is a must have book if you are interested in understanding how to use Body Language to get your message across!

Sam Hager says

Highly recommended for professionals who need to connect with their audience. Topics includes how to be congruent in your body language, how to connect and convey trust, how certain body positions create extreme psychological effects in an audience. I already put the items in the book to practice and have seen that they work.

Nuradin says

it was great

Ietrio says

I have loved the concept of the conversation without saying a word. Than I got puzzled: here are quite a lot of words for someone who does not have to say a word. Getting over sarcasm, this is the book of a loser trying to put his hand into the pocket of other insecure persons. Command attention? Do something spectacular. Become a somebody.

John Scott says

This book is just a primer to the must read or have:

Stalter, Harmony - 9781601381477

Employee body language revealed :

how to predict behavior in the

workplace by reading and

understanding body language.

Philski says

It was very interesting. I don't give many presentations anymore but the information was useful on how different postures convey different feelings and how the incongruence between posture and message with confuse the audience and lead them to believe posture over the words! What was really nice is the diagram in the appendix which sums up all the posture planes in one easy chart.

Todd says

There are some great tips within the "GesturePlane" system that I will look forward to trying out.

That said, this book could be highly condensed into a short work, perhaps even handouts or cheat-sheets. The first hundred pages or so, for example, were mostly fluff. I took this as an opportunity to practice speed-reading.

The rest is my ten-thousand foot summary:

Gestures at different levels evoke different feelings in an audience:

Groin and below: grotesque/unwanted/weak

Gut: openness/truth

Heart: emotion/passion

Mouth: announcement/declaration

Eyes/Brain: beliefs/thoughts

Above Head: high energy/ecstatic

Most demonstration should be at the gut level, with some at the heart level. Below the waist should only be used when trust is already established, and should be followed with a "resolution" afterwards (coming back to the gut level). Asymmetric actions cause dissonance, so should only be used on negatives, and sparingly. News delivered on "in-breaths" are better received, and standing tall helps more to come this way.

Contrary to many recommendations, being aggressively dominant will actually hurt your chances at communicating the way you want. Leaving your hands at the trust level and keeping your belly exposed (perhaps by moving away from the table or from behind the podium) actually makes people feel more comfortable. Turning your hand slightly "under" on a handshake (rather than over) will also make people feel more comfortable. To deal with height issues (high _or_ low), stand farther away, to narrow discrepancies. Avoid actions that "claim territory" by leaning or sitting on someone's objects, grouping up in 4 or more, or blocking entrances and exits.

Create "stories" with your gestures, making sure to start by establishing trust, bringing in passion or conflict, and working back into trust resolution, and possibly even excitement.

Semiophrenic says

This may be the best book on body language out there, if only because instead of making wild suggestions about reading others, this one instructs the reader to improve his or her self-presentation. Although it is targeted at business people and sometimes delves into appropriate language (e.g. "declining equity markets"), I believe this book to be beneficial to any public speaker. All in all it merely teaches the reader to breathe and gesture at certain heights.
