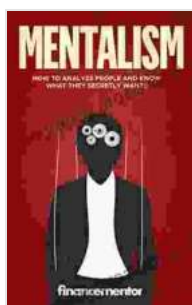


# How to Analyze People and Know What They Secretly Want

Have you ever wondered what people are really thinking? What are their secret desires? What are their fears and motivations? If so, then this book is for you.



## Mentalism: How to analyze people and know what they secretly wants by Finance Mentor

★★★★☆ 4.4 out of 5

Language : English

File size : 2819 KB

Screen Reader : Supported

Print length : 142 pages

Lending : Enabled



In this book, you will learn how to analyze people and know what they secretly want. You will learn how to read body language, facial expressions, and tone of voice to understand what people are thinking and feeling. This book will also teach you how to use this knowledge to build stronger relationships, close more deals, and achieve your goals.

## Body Language

Body language is a powerful form of communication that can tell you a lot about what someone is thinking and feeling. By observing someone's body language, you can learn about their emotions, their intentions, and their personality.

Here are some of the most common body language cues and what they mean:

- **Eye contact:** Eye contact is a sign of interest and engagement. When someone makes eye contact with you, it means that they are paying attention to you and that they are interested in what you have to say.
- **Facial expressions:** Facial expressions can reveal a person's emotions. For example, a smile can indicate happiness, while a frown can indicate sadness. It is important to note, however, that facial expressions can be misleading. Some people are able to control their facial expressions, so they may not always be an accurate reflection of their true feelings.
- **Body posture:** Body posture can also reveal a person's emotions and intentions. For example, someone who is standing up straight with their shoulders back is likely to be feeling confident and assertive, while someone who is slouching is likely to be feeling insecure or submissive.
- **Hand gestures:** Hand gestures can also be a form of communication. For example, someone who is pointing their finger at you is likely to be trying to make a point, while someone who is rubbing their hands together is likely to be feeling nervous or anxious.
- **Leg movements:** Leg movements can also reveal a person's emotions and intentions. For example, someone who is tapping their foot is likely to be feeling impatient, while someone who is crossing their legs is likely to be feeling defensive or closed off.

## Facial Expressions

Facial expressions are another powerful form of communication that can tell you a lot about what someone is thinking and feeling. By observing someone's facial expressions, you can learn about their emotions, their intentions, and their personality.

Here are some of the most common facial expressions and what they mean:

- **Happiness:** Happiness is a positive emotion that is characterized by a smile, raised eyebrows, and open eyes. When someone is happy, they are likely to feel good about themselves and their surroundings.
- **Sadness:** Sadness is a negative emotion that is characterized by a frown, lowered eyebrows, and droopy eyes. When someone is sad, they are likely to feel down and discouraged.
- **Anger:** Anger is a negative emotion that is characterized by a furrowed brow, narrowed eyes, and a clenched jaw. When someone is angry, they are likely to feel frustrated and hostile.
- **Fear:** Fear is a negative emotion that is characterized by wide eyes, a gaping mouth, and a frozen expression. When someone is afraid, they are likely to feel threatened and vulnerable.
- **Surprise:** Surprise is a neutral emotion that is characterized by raised eyebrows, open eyes, and a slightly parted mouth. When someone is surprised, they are likely to be taken aback by something unexpected.

## **Tone of Voice**

Tone of voice is another important form of communication that can tell you a lot about what someone is thinking and feeling. By listening to someone's

tone of voice, you can learn about their emotions, their intentions, and their personality.

Here are some of the most common tone of voice cues and what they mean:

- **Loudness:** Loudness can indicate a person's level of excitement or anger. When someone is speaking loudly, they are likely to be feeling intense emotions.
- **Pitch:** Pitch can indicate a person's level of confidence or insecurity. When someone is speaking with a high pitch, they are likely to be feeling confident and assertive, while someone who is speaking with a low pitch is likely to be feeling insecure or submissive.
- **Pace:** Pace can indicate a person's level of anxiety or nervousness. When someone is speaking quickly, they are likely to be feeling anxious or nervous, while someone who is speaking slowly is likely to be feeling calm and relaxed.
- **Intonation:** Intonation can indicate a person's level of interest or engagement. When someone is speaking with a rising intonation, they are likely to be interested in what you have to say, while someone who is speaking with a falling intonation is likely to be bored or disinterested.

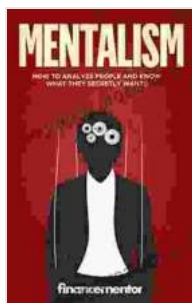
## **How to Use This Knowledge to Build Stronger Relationships, Close More Deals, and Achieve Your Goals**

Now that you know how to analyze people and know what they secretly want, you can use this knowledge to build stronger relationships, close more deals, and achieve your goals.

Here are some tips on how to use this knowledge:

- **Be aware of your own body language, facial expressions, and tone of voice.** The way you communicate can send powerful messages to others. Make sure that your body language, facial expressions, and tone of voice are congruent with the message you want to convey.
- **Pay attention to the body language, facial expressions, and tone of voice of others.** This will help you to understand what they are thinking and feeling. This information can be invaluable in building relationships and closing deals.
- **Use this knowledge to build rapport.** When you can understand what someone is thinking and feeling, you can build rapport with them more easily. This is because you can mirror their body language, facial expressions, and tone of voice, which will make them feel more comfortable and at ease.
- **Use this knowledge to influence others.** Once you have built rapport with someone, you can use this knowledge to influence them. This is because you can use their body language, facial expressions, and tone of voice to your advantage. For example, you can use a confident tone of voice to make them feel more confident, or you can use a friendly body language to make them feel more comfortable.
- **Use this knowledge to achieve your goals.** Once you know how to analyze people and know what they secretly want, you can use this knowledge to achieve your goals. This is because you can use this knowledge to build stronger relationships, close more deals, and achieve your goals.

This book has given you the tools you need to analyze people and know what they secretly want. You can use this knowledge to build stronger relationships, close more deals, and achieve your goals. Just remember to use this knowledge wisely and ethically.



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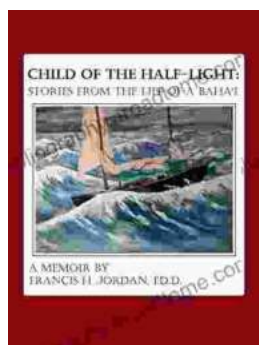
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