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HOW TO ANALYZE PEOPLE

The Ultimate Guide to Human Psychology, Body Language,
Personality Types and Ultimately Reading People

How to Analyze People

*The Ultimate Guide to Human
Psychology, Body Language, Personality
Types and Ultimately Reading People*

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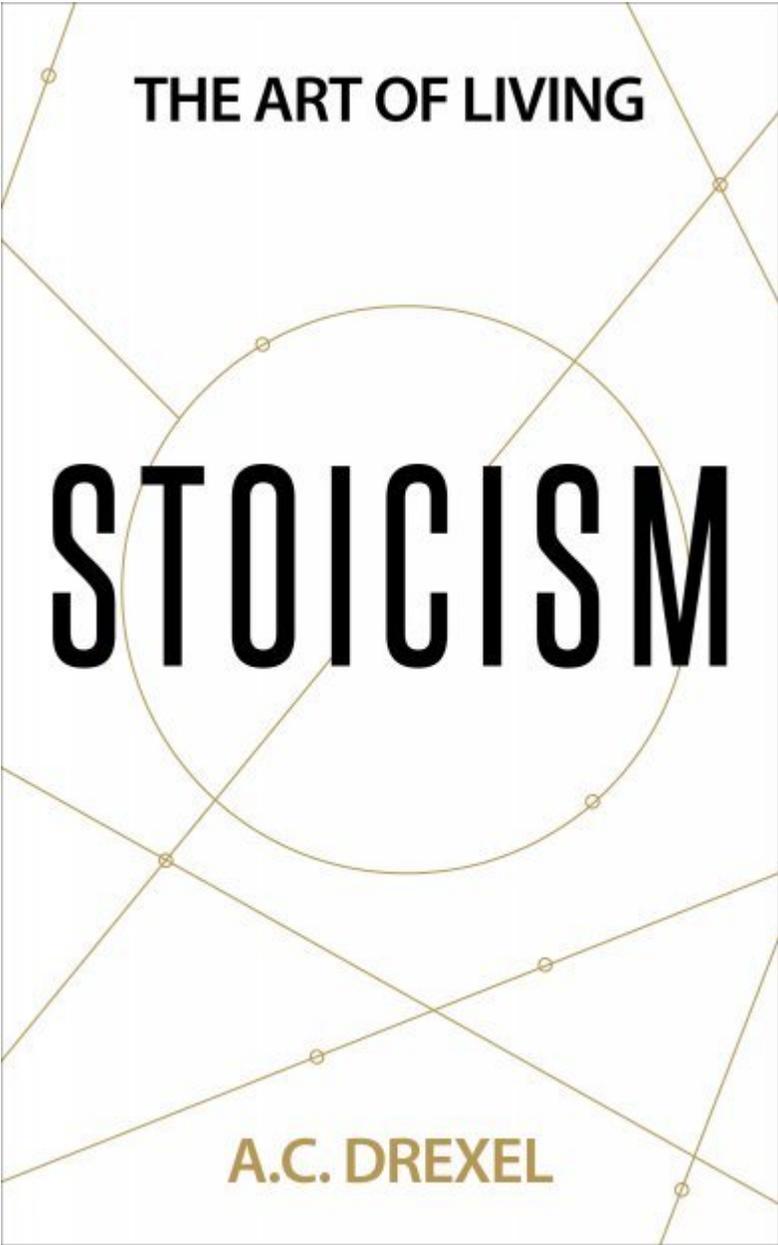
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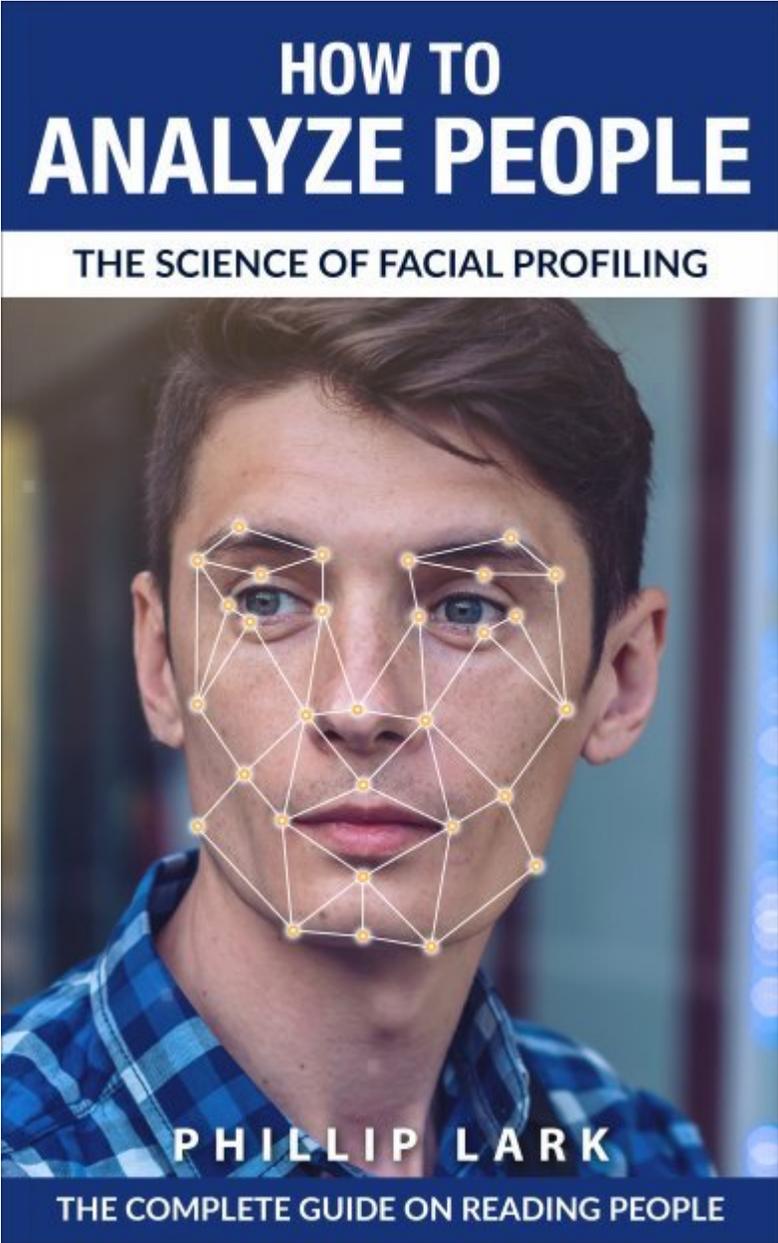
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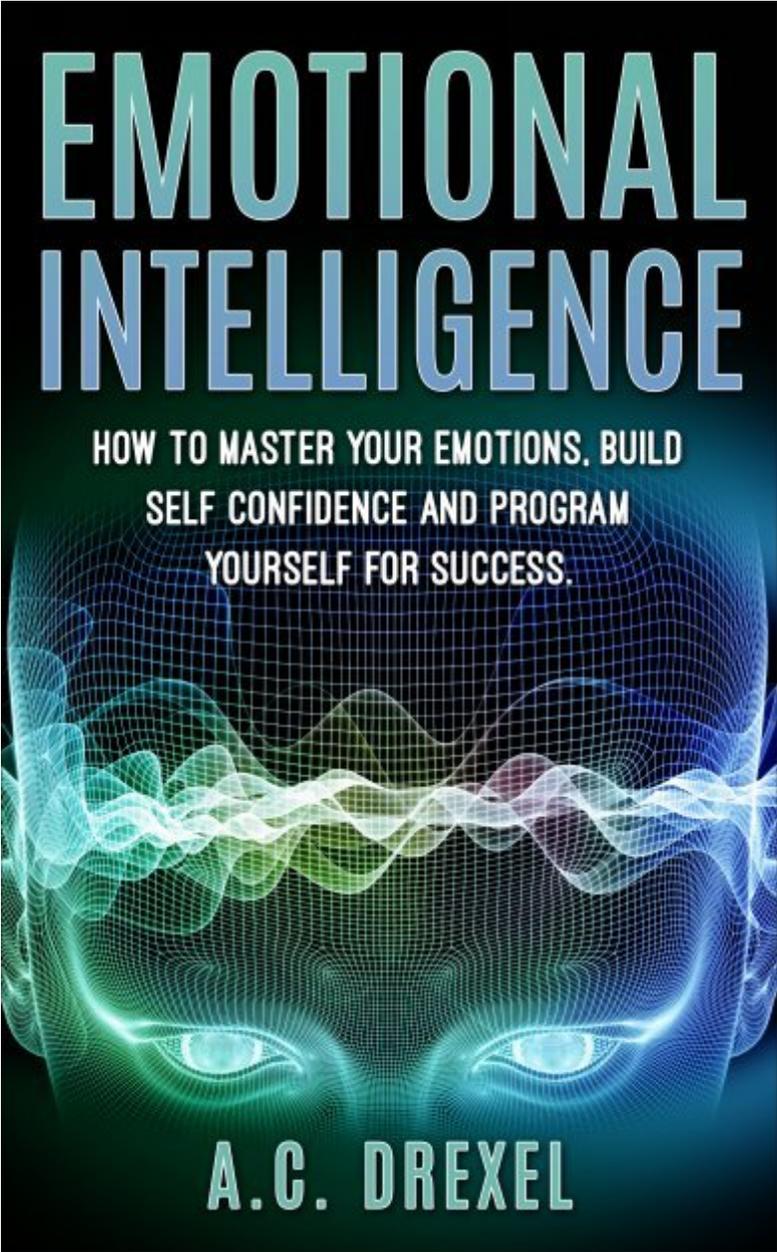
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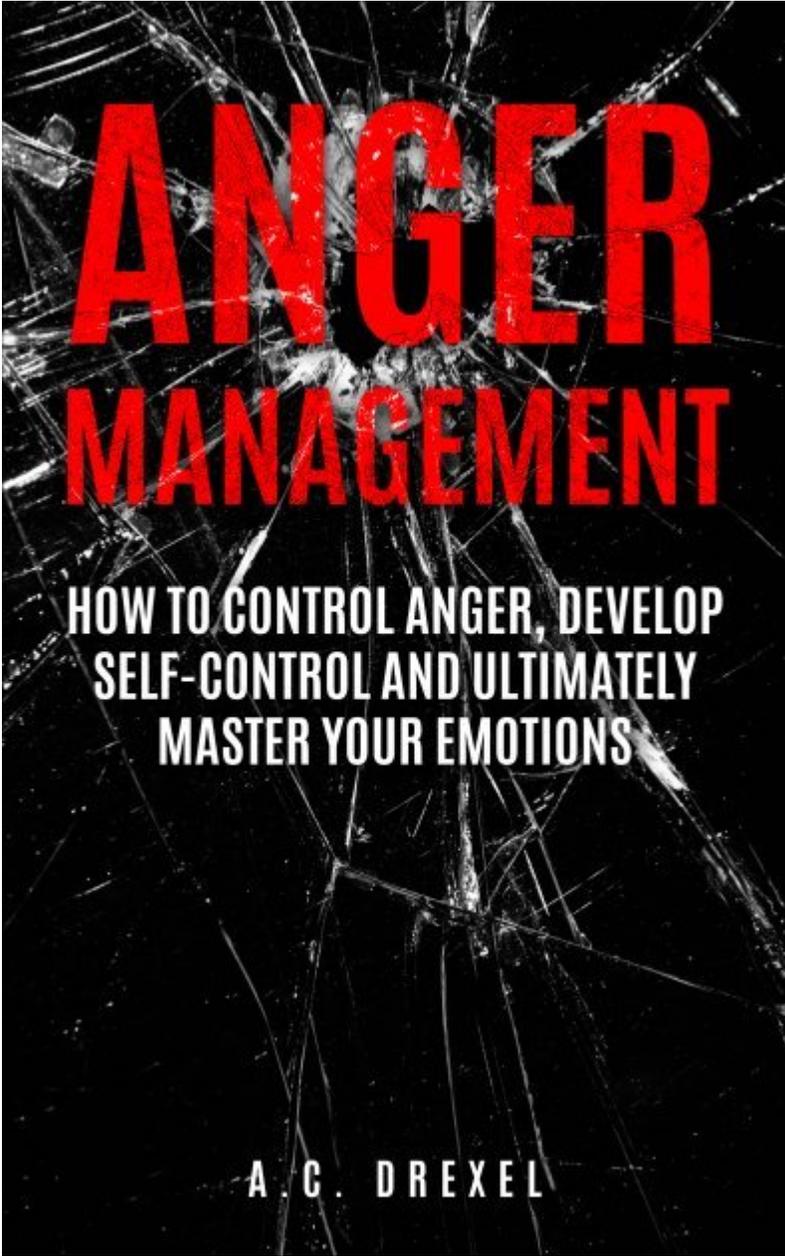
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INTRODUCTION

Human beings are an inherently curious species. We love to know and understand everything that is happening around us. Our biggest fears are usually rooted in our own inability to know what people are thinking about us. We love to present ourselves as knowing and understanding nearly everything.

Being able to analyze people puts us at a great advantage. When we can analyze people and their behaviors, we learn to read their minds. With this powerful information, we can choose to play our cards in a way that is most advantageous for us. If the person is someone we love, then analyzing them will help you help them solve their problems better.

When you learn to analyze people, you get the benefit of preempting situations and aligning your own responses and reactions to achieve the optimal beneficial outcome. Analyzing people will help you arrive at a common ground between you and others thereby enhancing the chances of a cohesive unit and get solutions that are acceptable to all sides during a negotiation and/or in a conflicting scenario.

Analyzing people will help you customize your responses to the needs of the other people thereby making you get the upper hand in nearly all situations. Analyzing people will help you create people-centered responses and reactions thus leading to less inimical situations than otherwise.

Analyzing people and being able to read their thoughts will help you connect yourself to the other person so that communication will be more open and chances of achieving common ground increases despite being on opposite teams. Reading people's minds helps you see their perspective without being judgmental thereby giving you the power of objective observation.

When you speak to someone after you have analyzed the person in question, you will have the power to tailor your ideas and thoughts in a way that the other person also accepts. You will be able to do this because you have already been in the other's person's shoes and can easily gauge his or her weaknesses and fears. Thus, you can use your communication skills to

present even a seemingly conflicting idea or concept to the individual(s) without antagonizing them.

People analyzing skills will help you interpret their true feelings that go beyond the words they are using. They could be disagreeing with you but there could be some subtle undercurrents in their behavior which will tell you that the disagreement is only partial and if a particular point is taken care of they are willing to sign on the dotted line. People with great analyzing skills make the best leaders and the best negotiators.

People who can do great analysis can read between the lines, can read between gestures, can interpret seemingly invisible changes in the tone of voice, and more. Analyzing people is one of the key skills that help in your personal and professional success. So, don't waste time and read on so that you can learn and master the art of analyzing people.

CHAPTER ONE:

Analyzers have Great Benefits

People who analyze anything and everything are treated with a lot of scoffing and mocking for this attitude. In fact, if you were to look back in your life, you would see that whenever you have thought a little more than others or even asked too many questions, don't you remember people saying, "Oh dear, here comes the computer who thinks more than he or she should."

Well, that is the condition of most people who work their brains harder than others to analyze people and situations to understand them better in order to come up with better solutions than otherwise. If you love to analyze and have had people mocking you for this reason, let me put your mind at rest by giving you a list of multiple benefits of being an "over-analyzer." So, if you are an over-analyzer, then go ahead and be proud of the following:

People who analyze a lot can make great friends

If any of our friends or family needs help or advice with something, analyzers love to think with them, break down events, people, messages and thoughts to find a suitable solution for a way forward. Analyzers are great problem solvers as they work their brains harder than other friends to try and understand situations and people better so that some common ground can be reached and conflict can be avoided or minimized. This kind of an attitude is bound to make you a great friend and people will come calling when they need help, be it in their personal lives or in their professional lives.

People who analyze a lot are very compassionate and considerate

As we analyze everything around us in such detail, we are able to see perspectives that non-analyzers cannot. When we do not understand something, then our brains are trying to look at the same situation from

another view and then our understanding gets clearer than before. This makes us more tolerant and understanding and compassionate. So many perspectives on the same situation teach us that life is not all gray and there really is no perfection anywhere.

We understand and know that it is nearly impossible to have Utopia and this revelation makes us more compassionate and considerate of everything and everyone around us making us one of the kindest sets of human beings in the world. Be proud of this because, in this ruthlessly competitive world, compassion and kindness are considered to be archaic morals.

Analyzers are highly reliable people

Analyzing people hate to disappoint friends and family who have come to them for their help. We are very proud of our special skill and hate it when this skill does not live up to desired expectations. Thus, we struggle and ensure that no stone is left unturned to help solve problems and find common ground. This makes us very reliable to the point of being impeccably so.

For example, if we are late for a meeting or a get-together after promising to be there on time, we will certainly be aware and analyze how we made people feel when they had to wait for us. We do not like to do this. So, instead, we are always ten minutes early to any meeting or get-togethers. Thus, if we promise something, we will deliver it because otherwise, our brains will overwork the analyzing part unnecessarily.

Analyzers do not do things only to be popular

When you read the above points, you might get the wrong notion that people who analyze do it only to be popular. Well, that is not true. The reason analyzers are all that they are is because we know, understand, and appreciate varying perspectives and personalities and this knowledge empowers us to treat people well.

Analyzers are really intelligent and smart

Without sounding like a braggart, I would like to tell you that analyzers are really smart and intelligent people. This is because our brain capacities is stretched considering the fact that we work overtime trying to analyze and understand everything in its nitty-gritty details. Driven by our analytical skills, we are quite knowledgeable in multiple topics thereby making us competent to participate in conversations dealing with most subjects or topics.

Analyzers always come prepared

No matter what the setting, analyzers always come prepared. For example, if we need to attend an interview and we know about it 4 days in advance. Up until the time the interview is completed, our brains and minds are constantly strategizing and planning on how to tackle the interview. If we have been invited to a party, even then we are analyzing what to take, how we can help, and what we can do to enhance the fun of the party. Preparation is our forte.

Analyzers are very empathetic people

As our minds are constantly working out different options and different perspectives, we understand and are aware of the different situations that crop up along with the compounding problems, if any. This makes us very empathetic people as we can clearly see what is causing pain and distress to the person in front of us. Moreover, we are continuously living and reliving these experiences and hence they are fresh in our memory making it very easy for us to feel empathy.

Analyzers usually have great relationships

We spend so much energy and time on analyzing the various aspects of our relationships and trying to set things right, we usually end up having robust and great relationships. Our partners easily appreciate the effort we put in to keep the relationship going and are compelled to work hard from their end too.

We remember old disagreements and make concerted efforts to avoid similar circumstances and/or try to handle the situation in a different way than the earlier unpleasant way. It is important to remember that old disagreements and problems do not go away from our minds. However, that does not mean we hold it against our partners. These memories are only a way to keep our analytical prowess at its peak and work towards a more meaningful relationship than before.

Analyzers can stimulate others to think and analyze as well

We are continuously thinking, conversing, debating and discussing. So much talk and thought makes anyone on the other side pick up an interest in the subject under discussion and makes them think too. Thus, we are great stimulators and drive other people to think and analyze and arrive at their own solutions, ideas and opinions.

Despite these benefits and advantages, it is also very true that people who analyze a lot are also plagued by uncertainty. This is because, as we continue to analyze, more and more layers and angles of perspectives and ideas keep coming to us and we realize that there is no end. We realize everybody in this world is a loser and a winner. Sometimes we win and sometimes we lose.

Moreover, our overworked analyzing skills drive us continuously to improve ourselves and we never achieve a sense of completion or total satisfaction. Well, that is the flip side. Once you realize that this situation is bound to occur, you can prepare yourself for this and continue to leverage the advantages of leading to a healthier, happier and better life than before through over-analysis.

CHAPTER TWO:

Understanding the Basics of Human Psychology

Understanding human psychology gives you the power to understand other people and yourself by learning to read and analyze the human mind and human behavior. Human psychology is a fascinating subject, indeed. The sure shot way to learning to analyze people is to understand the basics of human psychology and this chapter does exactly that.

A lesson in psychology need not only be for the experts who wish to use their knowledge to help people deal with mental issues or choose to take up a career in this line of work. A basic lesson in psychology can be a great support to help you lead a better life by giving you the power to analyze people and use that knowledge to lead a better and a more successful life than before.

The basic lesson in psychology includes learning and understanding motivation, emotion, love, cognition and communication. A person intending to make a career out of this could perhaps include research methodologies to gather information and do clinical trials in these aspects. As an average person, knowing and understanding these crucial elements of human life will improve the chances of happiness and success in your personal as well as professional life.

Yes, by itself, psychology is a vastly daunting subject that can deter the best students from pursuing it. Yet, learning the basics of human psychology is not difficult at all. This chapter gives you some basic ideas that make up this huge topic so that you can delve further into any given topic to improve your wellbeing and lead a healthy, happy life.

What is Psychology?

Human psychology is the study of human behavior and the human mind. Psychology deals with the mental processes and behavioral tendencies of human beings. Psychology was a derivative of philosophy and biology. It is

also very closely connected to many other disciplines such as medicine, sociology, anthropology and linguistics.

Psychology is a relatively young subject in terms of subjects learned and taught in major universities across the globe. However, qualified psychologists are in demand everywhere especially in the field of mental health. Top psychologists of the world participate in formulating and influencing the health policy plans of countries.

Human psychology is a science and not merely common sense

A commonly rumored myth about psychology is the fact that it deals with 'common sense' and nothing more. Well, if common sense was as 'commonly' prevalent, then how come people continue to indulge in activities that are not good for themselves like drinking, smoking, participating in a crime, etc? Psychology teaches you to question and challenge these widely accepted 'common sense' rules thereby opening the doors to a wider range of possible solutions for the myriad problems of human beings.

Quite unlike what happens in common sense, psychology has its basis on scientific research methods and the observations are studied and used to arrive at suitable solutions for the problems of mankind. Using the knowledge from these scientific studies, psychology challenges many archaic misconceptions and compels people to find alternative and modern answers to problems of the world. A wide range of techniques is used in psychological studies including but not limited to running experiments, naturalistic observation, questionnaires, case studies and more.

Psychology looks at a problem from various perspectives

For example, if a psychologist wants to understand the reasons behind a violent behavior of a person, then he or she will look at the problem from different psychological angles including biological perspective, cognitive perspective, behavioral perspective, evolutionary perspective, and humanistic perspective.

Each perspective helps you look at the problem differently and contributes to your improved understanding of the said behavior thereby helping you analyze people in a better way than before. Psychology teaches you that no one perspective is correct and makes you understand that multiple factors come into play even when one particular behavior of an individual is being analyzed. This attitude helps psychology students come up with multiple solutions or a combination of solutions that would be ideal to solve problems.

Psychology is all around us

And the most important aspect of psychology is the fact that it is not a subject restricted to study in classrooms or laboratories. You will find different aspects of psychology in your everyday life and all around you. The advertisements on televisions and the print ads in the newspapers and magazines are all examples of psychology being used to influence people.

Understanding behavioral psychology helps us to improve the way we behave and also helps us understand the meaning of behaviors of other people. Behavioral psychology can help you break bad habits and also build good habits. Understanding how your mind works helps you to manage stress, to improve your communication skills, and to make better decisions than if you did not work towards learning basic human psychology.

Psychology helps us become better human beings

The primary aim of the study of human psychology is to describe, understand, predict and make human behavior better. The most basic goal of psychology is to improve the lives of human beings by helping them to understand the root cause of their problems and then to find practical and implementable solutions.

There are 4 major goals of psychology including to describe, to explain, to predict and to change human behavior for the better. Let us look at each of these a little more in detail.

To describe – The first job in psychology is to describe human behavior as accurately as possible. When we describe the behavior correctly, we can then analyze it to help us understand the behavior and put it in perspective. Description of behavior is done through various ways including observation, studying the behavior in relation to another situation and/or person (called correlational behavior), surveys, reports, etc.

To explain – The next job is to explain the behavior. Psychology looks for answers to the following questions in order to explain the behavior:

- Why do people behave in a certain way?
- What are the factors that contribute to social behavior, development, personality and other such issues?

The answers to these analytical questions and more help the psychologist to explain human behavior. Human psychology uses various theories to explain behavior and these theories are classified into four broad categories including;

- Mini theories
- Grand theories
- Emergent theories
- Developmental theories

Mini theories focus on small aspects of human behavior and the human mind. These theories focus on specific and smaller aspects of human behavior. For example, a mini theory could explain narrow behaviors such as how low self-esteem is developed or how children socialize etc.

Grand theories are designed to explain human psychology in its entirety. These theories are comprehensive ideas that are proposed by big thinkers like Jean Piaget, Sigmund Freud, and Erik Erikson. These grand theories have been designed to explain human behavior in a complete way.

Developmental theories propose a set of concepts and guiding principles to explain human development. Examples of such theories are the moral development theory proposed by Kohlberg and the psychosocial development theory proposed by Erikson.

Emergent theories are relatively new theories and those that normally systematically combine different mini theories. Most of these emergent

theories are based on extensive research work. However, although they draw their conclusions and ideas from many different theories, emergent theories are neither as far-reaching nor complete as grand theories. A classic example of an emergent theory Lev Vygotsky's sociocultural theory.

To predict – After describing and explaining human behavior, the next thing to do is predicting behavior. Psychology helps us with this by helping us preempt someone's behavior depending on his or her nature and the situation and/or contributory factors. If we can predict human behavior successfully, then it means we have understood the underlying causes of our actions and thoughts.

To change – The most important and the final goal of psychology is to use the above information in such a way so as to change human behavior for the better. Here is a classic example that reflects how we use the 4 goals of psychology unwittingly. When we deal with a child, we are quite likely to ask ourselves the following questions:

- What is the child doing? (Describing the behavior)
- Why is the child doing this? (Explaining the behavior)
- What can be expected from the child if I reacted like this? (Predicting potential behavior)
- What can I do to make him change his behavior? (Changing the behavior)

So, the ultimate goal of studying and learning human psychology is to make positive changes in your own lives and in the lives of others around you. These basic lessons in psychology are meant to help you observe people's behavior, the way they talk, their cultural background and other development aspects so that you can analyze people you come in contact with in a much better way.

CHAPTER THREE:

Psychological Theories and How to Use them to Analyze People

Before we go into the details of various psychological theories, let us understand the difference between a scientific theory and a mere hunch. It is common for people to dismiss a scientific theory as ‘a mere hunch.’ A scientific theory is based on an evidence-backed hypothesis. In the realm of science, a theory is not only a guess but a fact-based framework to describe a phenomenon. A theory is a concept or an idea that is testable and verifiable through scientific experiments, observations and evidence.

Psychological theories provide a basic model to help one understand human behaviors, thoughts, and emotions. Any psychological theory is made up of two important components including:

- The theory must describe the behavior
- The theory must predict future behavior

There are various theories that have come up in psychology some of which have stood the test of time while some have been challenged and new variations formed. While the classical conditioning theory is still accepted today, others such as the Freud’s theories have not stood the test of time and have been replaced by new ones. Each of these theories has helped us understand human behavior in a better way. The more diverse phenomena a psychological theory can cover the more powerful it is.

Importance of psychological theories

Why do we need to know and understand the different psychological theories? What is the purpose of knowing about them? The most important reason for a layman to try and learn a few psychological theories is to use them to analyze people better. Psychological theories are the basis to understand human behavior and the human mind.

They form a robust framework from which you can read and analyze human behavior. Knowing the “why” and the “how” of psychology, you will be able to read and analyze people better than otherwise. Each theory helps you get another layer of understanding. These theories form a lens through which you can scrutinize your own behavior and other people’s behavior so as to recognize mistakes and improve behavioral pattern.

Some of the important psychological theories

Here are some of the important and well-known types of psychological theories along with a very brief description of each type:

Behavioral theories – Also referred to as behaviorism, this theory is based on an idea that all human behavior is acquired through conditioning. Behavioral theory is used even today in various behavioral therapies to help people learn new skills and behavior. Behavioral therapies are used to unlearn bad behaviors and learn good behaviors.

Cognitive theories – This branch deals with internal mental states like problem solving, motivation, attention, thought process, and decision-making.

Development theories – These are focused on human learning, development, and growth.

Humanistic theories – These theories focused on the goodness of people as against those that focused on psychological problems and abnormal behavior of people.

Personality theories – focuses on the pattern of behavior, thoughts, and feelings that make an individual unique. Some widely accepted personality theories include Trait theory and Big 5 theory.

Social Psychology theories – try to explain social behavior. These theories help us understand how and why people behave in a particular way in a group, how people are socially influenced, how and why people love the people they love, etc

HOW TO READ PEOPLE'S BEHAVIOR

For the layman, the most important theory that will help him to analyze people better is behavioral theory. Here are some ways you can use behavioral theory to read and analyze people.

Create a mental baseline for normal behavior

Different people exhibit different patterns and quirks of behavior like, for example, they might simply look at the floor or clear their throat or scratch their head or cross their arms or any such gestures. In the initial stages of learning to read and analyze behavior, we may not even notice such things. If we do, usually, we tend to overlook these gestures and behaviors.

You must remember people exhibit these kinds of behaviors for different reasons. While for some people, these could be simply mannerisms, for others, it could be the reflection of an internal emotion like nervousness, deception, anger, etc. Hence, it is important to create a personal baseline that you would consider as normal behavior for as many people around you as possible.

Watch out for any deviations

Once you have made your baseline of normal behavior, watch out for any deviations in the person's behavior and your baseline. For example, your colleague or friend continuously clears his or her throat before making a seemingly simple request. This throat clearing gesture is not his normal behavior. If you have such a doubt, then you must see if there is something more than that meets your eye. You could ask your friend more questions than you would normally do before accepting to follow his request.

Watch out for a collection of abnormal gestures

It is quite difficult to perfectly analyze a person's behavior based on a single gesture or change in behavior. It could just be a simple anomaly. However, when you notice multiple abnormal gestures clustered together then you

must realize that something has gone wrong and you need to be very alert. Let us again take the example of this friend/colleague who was continuously clearing his throat which was not normal behavior. Yet, it would have been easy to dismiss it as cold/cough issue. However, if he is also scratching his head (another behavior in the baseline list), you can rest assured that he is trying to say or do something that he would not normally do. Be on your guard.

Compare and contrast the person's behavior with others

Again, let us look at this friend/colleague of yours. He has left something for you to ponder on and you need to give him an answer. Now, take your observation skills a few notches up and see if he is exhibiting these abnormal behavioral changes with others as well. Watch the person interacting with others and observe his facial expressions. Are they changing? Are the nervous gestures being shown with others too? This will give you more insight into analyzing the person's motives and intentions.

See if the person in front of you is reflecting your emotions

There are mirror neurons that are part of our nervous system. These work wonderfully to help us analyze the behavior of the person in front of us. Suppose you see someone you like, it is natural for your facial muscles to relax, for a smile to light up your face, and for blood to flow to your lips. This is true for other people as well. If the person in front of you does not reflect your happy emotions, then he or she is sending a perfectly clear message. The person is unhappy with you or with something you have said. This is a great and easy-to-follow tip analyze people through their behavior.

Gauge the person's strength of voice

The leader of any group need not necessarily sit at the head of the table. People who speak their mind strongly exude confidence. If you observe the people sitting around a conference table, you will notice that the person

with the strongest voice is invariably the leader and he need not have been seated at the head of the table.

Take an example when you are pitching your idea to a group. You need to identify the leader and observe the strength of his or her voice. A weak leader will be looking at the group to make decisions whereas a strong leader will make decisions on his or her strength. Analyzing this before making your pitch will enhance the chances of success of getting the group's approval for your idea.

A strong walk reflects a strong personality

Unless there is a medical problem, people who shuffle along instead of taking determined steps possess weak personalities. They keep their head bowed down quite often too as they lack the confidence to look up. Identifying this behavior in a team member can be very useful to you. You can make added efforts to build the person's confidence by deliberating including him or her in a group conversation or give the person added commendation.

Watch out for critical words spoken

It is very important to pay special attention to the words in a conversation as they reveal the personality of the speaker and help you analyze the individual. The next chapter is dedicated to this express tip and so I will not spend much time here.

Watch out for clues that reveal personality

While every individual's personality is quite unique, there are some primary classifications that you can use to analyze people. The following tips will help you:

- Is the person an extrovert or an introvert?
- Is the person motivated by significance or relationship?
- What is the person's risk appetite? How does the individual manage risk?

- What elements feed the person's ego?
- How does the person behave when under stress?
- How does the person behave when he or she is relaxed?

Thus, knowing some basics of human psychology can be immensely useful to analyze people in your life. The next chapter deals with childhood experiences and how they affect adult personalities.

CHAPTER FOUR:

Childhood Experiences and How They Shape Personality of People

“Child is the father of man,” said William Wordsworth in one of his poems, ‘The Rainbow.’ He meant to say that the adult is molded based on the behaviors and habits learned and developed during childhood. Child psychology is an important subtopic of human psychology as childhood experiences play a very crucial role in shaping the personality of people. Hence, to analyze people better, you must find out information about their childhood life and you will be surprised by how the dots in the adult life connect so beautifully in your analysis.

How do childhood experiences affect the development of personality?

Here are some basic lessons on how childhood experiences shape and affect the development of the adult personality:

An insecure child could potentially develop fear of strangers and could prefer to spend the rest of his life with parents rather than move ahead with other natural relationships. However, when he is compelled to move away from his parents, then this fear could take on another form like not making an attempt to talk to new people, becoming hostile to hide his fears, not trying to be in any relationship, etc.

Human beings develop drives and desires during their childhood. Then they spend their entire adult life trying to achieve those childhood desires. For example, being the youngest child could have made the child a darling in the family with lavished love and attention. When this child grows into an adult, this desire for attention could still be there and you will see odd behaviors such as dressing wildly or indulging in activities simply to get the attention of people.

Childhood experiences of being bullied or of being neglected could result in an adult with very low self-esteem. Contrarily, a bullied child could end up compelling himself to do things that will make him look powerful and strong so that the bullies are kept at bay. Thus, you will find adults who are excessively into body building and martial arts because of bullying during childhood. This is a subconscious form of escaping from a forgettable childhood experience.

Adulthood is nothing but an extension of childhood. The age-old adage that the difference between boys and men is only the size of their toys is perfectly valid in psychology. A child becomes an adult and carries his or her experiences into adulthood. The individual could make cosmetic changes to the way these experiences are being exhibited and reflected in his or her life. But deep down, the core issue is directly and unequivocally connected to some kind of childhood experience that was too extreme to forget completely and has remained deeply etched in the person's psyche.

How the order of birth in the family affects personality

Here are some important points to learn and understand with regard to the birth order:

The oldest child or the first born – The first born in a family usually takes up the responsibility of all the younger siblings. This is because it is natural for parents to take the first-born child's help when new children come into the family. First born children normally develop great leadership skills and become good caretakers considering the vast amount of caretaking experience they would have gained from an early age.

The flip side of being a first-born child is that many first born children do feel threatened by the birth of the sibling as it would mean that they are losing a part of the unfettered attention that they were getting up until now. This could lead to jealousies and sibling rivalry and even a loss of confidence. If good parenting skills were absent, then this loss of confidence could be transferred into adulthood.

The youngest child – The youngest and the first-born children are usually competing for the maximum attention and hence can become natural rivals that could last the entire lifetime. Usually, the youngest child becomes a big risk taker because he or she learns to take risks to get the attention even if the activity involved something dangerous. This big risk appetite could get transferred to adulthood.

The youngest child could turn out to become a rebel because he or she cannot do what the oldest is doing. This could lead the youngest to have huge and seemingly difficult ambitions because from childhood he desired to be better than his oldest sibling. These over-ambitions are ways to counter the sense of weakness that he felt as a young child because his older siblings were always bigger and more powerful than he was.

However, it is also possible for the youngest child to become completely dependent on people to get everything done. This is because as a child there were older siblings who did everything for the youngest child and this dependency transferred into his adulthood making him lazy and unwilling to do things for himself.

The middle child – The middle child invariably gets the least attention and hence suffers the most. These children find themselves stuck between the ego clashes of the first born and the youngest ones. This childhood experience could make the middle child a tactful diplomatic who can manage the big brother as well as the little fellow. The middle child's role normally becomes that of a peacemaker and a negotiator between the youngest and the oldest siblings. This skill is usually carried forward to adulthood.

Personality traits of an only child

An only child could turn out to be overly confident if not arrogant. There is no one to take away the attention of the parents and these children are always lavished with excessive love and everything they need. They have always been the center of attention making the adult of such a child a very showy individual.

As only children are surrounded by adults, they always manage to impress everyone around because there was no competition from anyone. But growing up with adults and seeing everyone do their work could help this child develop social skills faster and better than other children and this could help the child connect better with others during adulthood.

If the child was brought up in isolation with little or no access to people and other children, it is possible for kids to lack skills to connect socially and even as adults this could be a big problem. An only child learns how to keep himself or herself happy without the need for external help. This could turn into a good trait for the adult as such people are very comfortable with themselves and are happy being alone. However, such children could also be great socializers too. It is just that they enjoy being with themselves as much as being around with people.

Quite often, an only child is fairly sensitive to criticism and usually feels uncertain of handling such situations. However, an only child who has had a childhood filled with other children can easily grow up to be just like children with siblings. They learn to share and live together and get the idea that they are not alone simply because they do not have siblings of their own.

An only child has the potential to be spoiled more than those with siblings. The focused attention and lavishness given to the child could make him think that he is the center of the world. As they grow older and realize the futility of this thought, it is possible that some children understand it while some cannot handle it and find ways and means to continue to be the center of attraction.

Childhood and adulthood are very closely linked. Even if you look at your own life you will see how things that are happening in your adult life is connected to what happened in your childhood. Likes and dislikes, reactions and responses to certain situations, excessive love for some kind of people, excessive dislike for other kinds of people, and more such traits are usually carried forward from your childhood into your adulthood.

Hence, before analyzing people, try and get their background information ready and see if you can find connections between their present state of mind to what happened in the past.

CHAPTER FIVE:

Analyzing People Through the Choice of Words

Your eyes are known to be the gateway to your soul. Similarly, your choice of words allows the listener(s) to enter your mind. One of the best ways to analyze people is to focus on the person's verbal communication either orally or in the written form. There are many words that truly reflect the true feelings or intention of the person who has spoken or written them.

While the words themselves cannot help you determine the personality traits, they can give you amazing insights into behavioral characteristics and thought process. You can use the words to create your own analytical hypothesis about the person and then get more information to corroborate and/or fine-tune your idea.

The human brain is powerfully efficient. While thinking, it uses only nouns and verbs. The adverbs, the adjectives, and all other parts of speech are added when these thoughts are being converted into oral or written format. These additions during the conversion process reflect the underlying intention, motivation or our true thoughts.

Here is an example. Take the very simple sentence, "I walked." There is nothing extra here except that the person walked. The words that are added to this basic sentence to explain a scenario or circumstance will help you gauge the speaker's personality.

Let's take this to the next step. Suppose the sentence is "I quickly walked." The adverb 'quickly' infers an urgency to the walking but it still does not give any reason for the quick walking. It could mean that the person is already late for an appointment or the person is anticipating being late. Here are some important words that can add a lot of meaning to the sentence and also help you gauge the personality of speaker or writer.

I received another award

The key word in this sentence from a psychological perspective is "another." It conveys the idea that the speaker has won awards before this

one and wants you to know this critical aspect about himself or herself. This is a classic way to bolster self-image by many people. This person could be one who requires adulation to feel esteemed. A keen analyzer will catch this immediately and can use flattery to boost the speaker's image, quite possibly for his or her own ends. A simple word and see how much you can read into it.

I work hard to reach my goals

The key word is 'hard.' The word suggests that the speaker values and goes after tough goals. The word also conveys the fact that this person is willing to sacrifice short time gratification to achieve in the long run through hard work and dedication. A resume with these words could reflect such a personality and he or she could make a good employee who is willing to work hard and accept difficult challenges without much ado.

I patiently waited for the lecture to finish

The word to keep a track of is 'patiently' and it can confer many connotations on the situation and/or the speaker. It could be that the person was very bored with the lecture. It could mean that the person wanted to do something during the course of the lecture such as visiting the restroom or making an important call.

Whatever it may be, a person who waits patiently is one who prefers adhering to set social conditions and norms. Anyone who abruptly leaves a lecture halfway through irrespective of what the reason is usually one who does not feel bound by social etiquette or social boundaries. People who adhere to social boundaries usually make better employees as they will adhere to the set hierarchy in the company. Contrarily, the person who has no boundaries could fit very well in an environment that calls for out-of-the-box and innovative thinking.

I decided to go for that model

The word 'decided' lets us know that the person weighed options between arriving at a decision. He may or may not have struggled through the process but one thing is clear. The person thinks things through before making any kind of decision. The word also implies the fact that this person is quite unlikely to be an impulsive individual who would probably have

said, “I just picked up that model.” Here the key word is ‘just’ which confers a sense of carelessness on the speaker’s decision process. It is likely that he or she did not weigh options before making the choice.

The word ‘decided’ also indicates that the speaker could be an introvert. Usually, introverts first think and analyze and only then they ‘decide.’ They weigh all options carefully before arriving at any decision. Although the word need not positively confirm the speaker to be an introvert, it can be a pointer in that direction. You would, of course, need to corroborate your analysis by gaining additional information.

I made the right choice

The word ‘right’ indicates that the speaker could have struggled with some kind of moral, legal, or ethical dilemma and finally chose to do what he or she believed to be correct. It also conveys the meaning that the speaker could have had to encounter opposition against his or her choice.

More about introverts and extroverts

Extroverts gain their power and stimulation through a lot of social interactions and environments. They are highly charged up in a social environment. They are often spontaneous and speak without much thought. They are confident users of the trial and error method and have no qualms in being wrong. Introverts, on the other hand, gain their power and stimulation by seeking their ‘alone’ time. They use up energy in a social environment, unlike the extroverts.

Knowing the difference between an introvert customer and an extrovert customer can make or break your sales pitch. If you know your customer has an introverted personality then you must necessarily give him or her the time to introspect and then arrive at a decision. If you compel this customer to make an impulsive decision, your sale is lost.

On the other hand, if your customer has an extroverted personality, then he or she can be pressurized into making a fast and impulsive decision. In fact, if you allow the extrovert time to mull over your product, then you have definitely lost a customer because this extrovert will most likely not know how to make such well thought out decisions.

However, you must take care before making the sales pitch. An introverted person can become an extrovert in a familiar and comfortable environment. Similarly, it is possible for an extrovert to occasionally exhibit introverted characteristics. So, these analyzing techniques take time and energy to master. I have dealt with extraversions and introversions in more detail in one of the chapters dealing with personality types.

CHAPTER SIX:

Understanding Body Language

Communication amongst human beings is 20% verbal and about 80% body language. So, if someone in front of you is saying “Yes” verbally but is shaking his or her head, we would be more influenced by the shaking of the head rather than the “Yes” and take the response as ‘No.’ The ideal condition is to keep the verbal and non-verbal communication in sync with each so that there is no disconnect in getting your message across.

This chapter will give you a brief insight into the various parts of our body and what the meaning of each gesture or look can be. Before we move ahead, it is important for you to know that gestures and body language can take on different meanings depending on the way the person is using them and also his or her cultural background. You must remember to factor in all aspects of the communication before trying to analyze people. Body language is a critical but not the only aspect of reading people correctly.

FACIAL EXPRESSIONS

A person’s face is the most visible aspect of an individual. There are so many emotions that can be conveyed through a person’s face. These emotions include happiness, sadness, anger, surprise, disgust, fear, Confusion, excitement, desire, contempt, and more. Facial expressions can help us determine whether the person can be trusted, loved, or allowed to enter your personal space.

Facial expressions are universal and rarely change across cultures. A smile indicates happiness no matter which part of the world you come from. A frown indicates disapproval irrespective of the culture. Facial expressions are so powerful that some research studies reveal that onlookers decide on the intelligence of a person based on his or her facial expressions.

Eyes - It is an old adage that eyes are the windows to the person’s soul. You can tell lots of things about a person by gazing into his or her eyes. Here are

some factors of the eyes that communicate powerfully.

The Pupils – We have no control over the pupils behave and/or change shape. But there have been studies conducted which reveal that our pupils dilate when we show interest in the person or the object we are seeing. You can try this easily with your friends. Talk about something very interesting to a friend of yours and then suddenly change the topic. It is quite possible to discern the difference in the pupil dilation.

Eye Contact - This is, perhaps, the most important aspect of the way eyes are used in communication. Making eye contact reflects confidence and strength and enhances the effectiveness of the communication. However, there is a balance to be maintained. In the western culture, persistent eye contact is taken to be a sign of intimidation making the person who is being stared at uncomfortable and being under undue scrutiny. Most times, persistent eye contact should be avoided. An evasive eye contact reflects a sense of shame and guilt. Maintaining the confident eye contact without being evasive or persistent is not easy to achieve and yet when you see this in a person, you can be sure you are talking to a confident and strong personality.

Crying – is a commonly used tactic to gain sympathy by many people. However, you must know that crying is an extreme emotion and happens only when an individual feels very sad or very happy. Treat this gesture with respect and yet, be aware that there are people out there who will use ‘crocodile tears’ to get their way.

Blinking – Studies have revealed that our blink rate subconsciously affected by our emotions towards the person we are speaking to. Blinking more than needed could indicate the person is trying to flirt with you.

Winking – While in the West, winking is a form of flirting, there are many cultures across the world where winking is frowned upon.

Eye Direction – Looking left usually means that the person is trying to remember something. Looking at the right is more associated with imagining and creative thinking.

Mouth – The mouth and lips give away a lot of information regarding a person's thoughts and feelings. Here are some points you must pay attention to:

Pursed lips – indicate distrust, distaste, and disapproval

Lip biting – indicates worry, anxiety or stress

Covering the mouth – is done to hide any emotional reaction like a smirk or something cheeky

Mouth turned up – indicates happiness and optimism

Mouth turned down – indicates sadness or disapproval or even a grimace

HANDS AND ARMS

Your hands and arms play a very important role in the way you communicate or watch others communicate. Here are some ways that the hands and arms talk:

Touch – The touch can say a lot about a person's feelings. When the individual makes full contact with his or her palm, then this usually communicates fondness, familiarity, and warmth. Fingertip touching means fondness is lesser and this kind of touch could also create discomfort. Warm hands indicate a sense of ease whereas clammy, cold hands indicate tension.

Palms up – This gesture communicates honesty, openness, and transparency. It is very effective during a deal or a sales closure. Palms up usually has a positive effect on people.

Palms down – This conveys confidence along with some amount of rigidity. Palms down with open fingers indicate authority and sometimes, even defiance or dominance. When you see someone using this gesture while talking to you, it normally means that the person is not going to budge from his position. This could indicate that you need to approach this person in a different way. Downward palm along with a chop action combination indicates forceful disagreement.

Hands behind back – This gesture reflects confidence as the person has left the front part of his or her body exposed. This is usually used by men to

show people their confident approach.

Clenched fists – This gesture normally indicates a deep sense of resolve and lets you know that the person is ready for a fight. It can also indicate an unyielding resolve. If the thumbs are tucked into the clenched fists, it could indicate anxiety.

Hands on the heart – This means the person wants to be accepted or believed. Although meant to communicate honesty, it need not be taken as unquestioned sincerity. It only translates into “I am saying what I am saying from the heart.” You will have to take in consideration other aspects before choosing to categorize this gesture.

Chopping movements – indicate authority and emphasis. A chopping action indicates that the person has already taken his or her decision and is not likely to change stand.

Finger pointing – This is also an authoritative gesture and reflects an attitude of imposition. You will see this between a teacher and a student, between a parent and a child, and in many confrontational situations. Finger pointing between adults in a professional environment is considered rude and unacceptable. However, finger pointing in the air indicates confidence and authority.

Rubbing hands – indicates a sense of anticipation and waiting with relish for something to happen. Over-anticipating could also indicate a form of positive stress. Cracking knuckles is another gesture that says the same thing.

Squeezing, clasping hands – This gesture indicates self-pacification efforts. The person is trying to tell himself or herself that things will be alright.

Steeple formation with the palms and fingers – indicates self-assurance and confidence.

Hands on hips – could be seen as a sign of readiness or also as a sign of being unfriendly.

Hands in pocket – This indicates reluctance, unwillingness, and mistrust.

POSTURE AND PROXIMITY

Reading or analyzing people through their postures and their proximity to their listeners will tell you a lot about them. Here are some tips:

Posture - Posture reflects intentions, emotions, and attitudes. There are two types of postures including closed and open. A person in a closed posture could mean he or she is sitting or standing with arms folded and legs crossed or folded at an angle from the other person. An open posture reflects openness, a keen listening attitude, or a positive interest about the other person.

Mirroring posture is a way to mirroring the other person's feelings and emotions. Very prevalent among romantically involved couples, you can easily discern that the two partners' postures complement each other indicating a sense of being a part of the other person. If you smile and the person you are interacting with you reflects the same smile, there is congruity in the conversation. If you do not see this mirroring, then it could indicate that the interaction may not be very smooth.

Proximity – Closeness or proximity during an interaction varies across cultures. When you are interacting with a multicultural group, it is important to keep the appropriate distance between people. A very familiar person will not find it difficult to break this barrier of proximity. If someone is making an effort to come close, you can read that as a sign of wanting to get to know you better in more than one way. It could also indicate that the person is trying to say something secretive.

There are 4 types of proxemics including intimate distance, personal distance, social distance, and public distance. As is evident these proximities are defined based on the 4 primary types of relationships.

Intimate distance is meant for people in intimate relationships. If the person you are interacting with is not an intimate relationship with you and is within the intimate distance, it can become uncomfortable.

Personal distance is meant for people having a conversation. At this distance, you can clearly see the other person's expressions and body language clearly.

Social distance is for impersonal social conversations. An example would be a group of people working together in the same room or participating in a social gathering.

Public distance is for people who address others in a public forum. Examples would include teachers and public speakers.

LEGS

Legs help humans in two primary ways. One is to move forward and the second one to run away from danger. So, the human brain is programmed to go towards something the individual wants and to run away from something that the individual does not want. There are 4 primary standing positions including at attention, legs apart, the foot-forward, and the leg cross. Let us look at each of these in a little bit of detail.

At attention – This indicates a formal stand with a neutral attitude. There is no commitment to stay or go. In a romantic relationship, this is commonly used by women initially to give a ‘No comment’ signal to her partner. It also indicates a sense of accepting the other person as a superior. Students take this stance when talking to teachers, the average person takes this stance to talk to royalty, or junior officers would take this stand while talking to their seniors or superiors.

Legs Apart – This is primarily a masculine gesture and is a clear indication that the person is not leaving. You can see stance commonly used by sportsman when standing together as it exudes a show of solidarity. This is a stance taken by many men to look and act tough.

The foot-forward – The front foot is pointed forwards and the body weight is on the hips. This stance is perfect to show off your new breeches, hosiery, or shoes. This stance is a clear indication of the person’s intentions. In a group, we would normally point our toes to the leader or the person we are most interested in. If we want to leave, we will point our toes towards the exit.

The leg crossed – This indicates a sign of uncertainty and is commonly seen among men and women when they are in a group where they lack

familiarity. Crossed legs usually are seen as a sign of a defensive or submissive attitude.

Body language speaks louder than words and it is imperative for you to pay attention and learn to notice these nuances as you pick up the art of analyzing people. Ignoring body language cues can be disastrous for building up of your people analyzing skills. You must also remember that learning to analyze body language is not an overnight miracle. It takes time, energy, and effort to master this technique. Pay attention to every small detail and try to understand what gestures, postures, and handshakes are telling you about the person.

CHAPTER SEVEN:

Tips to Read and Analyze Body Language

While the previous chapter gave you a broad idea of how the various parts of the human body are used for effective communication, this chapter is dedicated to giving you some tips on how to read body language so as to improve your analysis of people. So, here are some great tips.

Crossed arms across the chest

This is a clear indication of the person being highly defensive. It could also tell you that the person does not agree with your opinions or ideas. So, if you need this person's approval on something, make sure you do not miss out on this clear gesture and try and approach the problem in a way that is aligned with this individual's ideas. Analyzing his or her defensive attitude correctly will put you in a position of strength giving you the power to change your approach suitably.

Biting of nails

Biting of nails clearly indicates nervousness, insecurity or stress. Most people do not even realize that they have a habit of biting nails during stressful times. When you see people biting their nails, you can be fairly confident that they are nervous. If you are on the same side, find a way to allay their fears and insecurities. If you are on the opposite team, you can find ways to increase their nervousness to your advantage. While it could appear as nasty, you must remember that business strategies and outcomes of crucial business meetings are manipulated by reading, analyzing, and leveraging information about people through their body language. People are doing the same with you too.

Hand on the cheek

This means the person is lost in thought or could be considering some options before making options or voicing their thoughts. Hand on the cheek also indicates deep concentration. You can take appropriate steps to either allow the person to continue to think or break into his or her thoughts depending on your need.

Drumming of fingers

This is a sign of growing impatience, especially during a waiting period. You can use this judiciously to get your work done depending on whether you want to increase the person's impatience or cut it short.

Touching the nose

Rubbing or touching the nose is usually an indication of lying, disbelief or rejection. If you know recognize this in the other person, you can take a different approach to make him or her believe or accept your idea. If you think the person is lying, then you can probe further by asking more questions.

The steeple gesture

Placing fingertips together and forming a steeple of the palm is a sure sign of authority and control. Bosses and authority figures use this gesture regularly to demonstrate their position and rank in the hierarchy. A keen observer can use flattery to make the person feel happy about his or her position and thus get his or her own work done.

Upward facing open palm

When you see the person in front of you using this gesture, you can take it as a sign that he or she wants to be honest, open, and transparent while interacting with you. Reading this sign correctly can make your relationship stronger if you choose to respond in a positive way to the person. Not reading this gesture correctly could leave you with a lost opportunity.

An open palm is a sign of wanting to trust and willing to be straightforward. Even in courthouses, witnesses raise their hand with the palm open to swear the oath of truthfulness. People use an open arm to show that they are unarmed and have nothing to hide. It denotes submission and willingness to trust you when you see the person showing his or her open palm.

Hands on the head

This gesture could reflect a sense of deep boredom, or a sense of deep shame, or being deeply upset. If you care for the person sitting opposite you who has just shown you his or her deep emotion, then you can reach out and help the person. The 'hands on the head' is a way of covering their face so you don't see their anguish or ennui.

Locking of the ankles

Locking of the ankles while sitting in a chair is a sign of nervousness and apprehension. If you are at the negotiating table with the other person who is looking quite calm except for this seemingly indiscernible gesture that you have analyzed correctly, you can use it to your advantage.

Stroking the beard or the chin

This gesture indicates the person is in deep thought. This action is quite often an unwitting gesture and is used when people are thinking before reaching a decision. During a conversation, this gesture could indicate that a decision is going to be made quite soon and you could use the opportunity to drive home your point a little more forcefully or bring in that ace you have been hiding for the most opportune time.

Pulling of the ear

This gesture is an indication of indecision. A friend using this gesture is telling you that he or she can't decide on something and might need your help. In a business meeting, this indecision could mean that the person

needs more information or help in reaching a decision. Read these gestures correctly and analyze people's thoughts so that you can make the most of the situation.

Nodding of the head

This is a clear indication of agreement. In a table, if you are looking for the number of your supporters, you would just need to count the number of heads nodding to your idea.

Picking of imaginary lint

This is a displacement gesture used to show disapproval of the opinions and attitudes of people. Picking of imaginary lint directly takes away the listener's gaze away from the speaker thereby showing that the person is not interested in listening and would rather do something else even if it is as irrelevant as picking imaginary lint. When you see such a gesture during your conversation with people, it is a clear indication to change your tactic or approach.

Head lowered

This gesture could translate to hiding something. If the person is lowered his or head while the person is being complimented, then it could indicate shyness or timidity. A lowered head could also indicate a sense of disbelief or being deep in thought. You would need to probe further or combine your thought process with other indicators to get the right analysis.

Pointing a finger with a closed fist

This is a show of dominance although it need not necessarily work out right. This gesture is symbolic of a club and seems to tell you that the person will beat you into submission. It can evoke negative feeling when you see someone use it against you. But, if you take care and analyze this gesture, you can also see that it is only a show and your sharper analytical

mind can crush the opposition. Any hollow show of strength is a sign of weakness. However, it is equally important for you to remember that this gesture could actually be a solid act of dominance. Please think before you act in haste of any kind.

Lack of crinkles when smiling

A true smile will crinkle up a person's face. If the individual's smile is fake then there will not be any crinkles on the face, especially around the eyes. The crow's feet around a person's eyes are a sure sign of a genuine smile. If there are no wrinkles, then you need to be on your guard because it is very likely that he or she is faking the smile. So, if someone you care for is smiling but the crinkles are not there, you know he or she needs help.

Raised Eyebrows

Fear, surprise, and worry can make a person raise his or her eyebrows in discomfort. A classic example of this gesture would be something like this. Suppose you went into office with a new hairstyle and your friend compliments you but with a raised eyebrow. It is quite possible that he or she is trying to say something quite contrary to the complimentary words.

Eye contact

This is, perhaps, the most powerful body language that leaves you in no doubt that the person who is speaking to you is clearly interested in what you are saying. I would like to recall the persistent and evasive eye contact here. If the eye contact made is not healthy, then it could instill a sense of fear or worry too. Observe the kind of eye contact and respond appropriately.

A cluster of gestures reflects a feeling of connection

Any deep sense of connection that you feel with the person speaking to you is usually because of a cluster of gestures and is rarely dependent on only

one particular gesture. Here is a good example of a cluster of gestures that is very, very telling from a woman to a man she is interested in: She makes eye contact, then looks down shyly for a bit, and then turns in the man's direction with her chin tipped towards him. There are at least three gestures that she combines to send a message across to the man she is interested in.

A person laughing at your humor is quite likely to be fond of you

If the person sitting opposite you finds your jokes and anecdotes humorous, then it is very likely that he or she is fond of you. Humor plays a very important role in the development of relationships. Laughing at your joke is a clear signal that the person desires your relationship whether romantic or platonic.

Tightened neck reflects anxiety and worry

Along with furrowed brow and clenched jaw, a tightened neck is an indicator of being under stress or anxiety. If anyone has missed the bus, he or she would definitely clench the jaw and tighten the neck. If you have to call an employee to work on the weekend and he says "yes" but clenches his jaw, furrows his brows, and tightens his neck, you can be sure that he is not happy to do your bidding. If the employee is important to you, offer him an alternative.

A shaking leg signals internal weakness

The legs form the largest part of the human body. A shaking leg is almost impossible to miss. A shaky leg indicates irritation, anxiety or, perhaps, both. It could signal a sense of nervousness owing to some internal weakness that may not be known to everyone present there. So, if you notice the person sitting in front of you shake his or her leg, please probe further and find out the reason for it.

Here are some more examples of gestures and their meanings. Learning them will help you analyze people better.

Standing erect with shoulders thrown back – is a sign of great confidence. In fact, people who are nervous inside will deliberately take this posture to imbibe the confidence into their internal system as well.

Head tilted to one side – This is an indication of the fact that the person is listening intently to what is being said.

Excessive tilting of the head – This gesture could mean the person is feeling sympathetic or in a playful mood or is flirting with you. The last is especially true of the head tilting is combined with a smile. Again, this gesture calls for delving deeper with more questions or combining with other factors to reach the correct analysis.

Standing with hands on the hips – This gesture could mean aggression or readiness depending on the context

Sitting with legs apart – This gesture could translate to boredom (if accompanied by a slight kicking of the foot) or it could mean being relaxed.

I would like to finish the body language aspect of analyzing people with the following point. There are very few gestures, postures, and other body language cues that can clearly indicate the actual emotion by themselves. Invariably you would have to combine what you learned from human psychology with two or more gestures and also ask more questions before you can truly arrive at the perfect analysis of any person.

CHAPTER EIGHT:

Personality Types – The 8 Types of Introverts

The third important element that will enhance your ability to analyze people is to learn and master the concept of personality, the types of personalities, and how they affect the response and reactions of people in any given scenario. There are 16 different personality types that have come to be accepted by most psychologists across the world. It is quite easy to fit most of the people into one of these types. Let us look at each of these 16 in a little bit of detail.

ISTJ – Introverted Sensing Thinking Judging or the Duty Fulfiller

For people of this personality type, the primary mode of life is internally focused. People of this personality type will imbibe everything through their five senses in a concrete, literal fashion. Their secondary mode of lifestyle is to deal with things logically and rationally. These people are reserved and quiet and like to live a peaceful, serene, and secure life.

They are highly duty bound and hence live their lives with an air of seriousness. They are methodical and organized in their approach and quite often succeed in the tasks they undertake. ISTJs are dependable, loyal, and faithful. They emphasize on integrity and honesty and believe in doing the right thing in all scenarios. During stressful situations, ISTJs can go into a ‘catastrophe’ mode wherein they only see the negative aspects of an impending job.

ISTP – Introverted Sensing Thinking Perceiving or the Mechanic

For people of this personality type, the primary mode of lifestyle is focused internally and dealing with all the things of life in a logical and rational manner. Their secondary mode is that of imbibing things through their five senses concretely and literally. These people are driven by a compelling need to understand how things work.

They love to analyze and are imbued with a powerful sense of reasoning. They are committed to using their reasoning and analyzing skills to find solutions for practical concerns. They are not motivated by theories that do not have a practical application. These people love things mechanical and have a spirit for adventure. ISTPs work excellently in high-stressed situations and they have excellent hand-to-eye coordination which is what makes them the mechanics.

ISFJ – Introverted Sensing Feeling Judging or the Nurturer

Also referred to as the nurturer, the ISFJ take in things through the five senses concretely and literally. Their secondary mode of lifestyle is dealing with things depending on their feelings about those things or how the things fit into their personal value system.

ISFJs value solidarity and kindness and want to live in a world that is both kind and strong. They value cooperation, harmony, and believe in the good of all people. They are highly sensitive to others' feelings and the others around them value ISFJs for their knowledge and consideration. They are capable of bringing out the best in people who come in contact with them. ISFJs need positive reinforcements from others and when this is missing, then they feel very discouraged and may even go into depression. Under duress, these people focus on the negative aspects and begin to imagine everything that can go wrong in their lives.

ISFP – Introverted Sensing Feeling Perceiving or the Artist

For people of this personality type, the primary mode of life is based on internalizing things by dealing with them through their feelings or how these things fit into their personal value system. The secondary mode of living for these people is focused on imbibing things through the five senses. ISFPs are attracted to beauty and aesthetics.

ISFPs live in a sensory world and are very keen on knowing how everything in the world by the way they smell, feel, taste, sound and look. ISFPs are artists and love everything that is considered as arty. These are

people who are creative and are gifted with some form of artistic talent. With a powerful set of values in place, the artists work consistently to meet these values in their lives.

The Artists do not usually give themselves credit for all the things they do. They are such perfectionists that they find more fault with their own work than give credit. They treat themselves harshly.

INFJ – Introverted Intuitive Feeling Judging or the Protector

INFJs use their intuition to internalize things happening around them. This is their primary mode of lifestyle. Their secondary mode is that of understanding things depending on how they feel about these things or how these things fit into their personal value system. Being highly intuitive and complex, INFJ personalities are caring and gentle people. INFJs are constantly defining and redefining their lives' priorities.

They are creative and artistic and are constantly looking for hidden possibilities and meanings. This is said to be the rarest type of personality as only about 1% of the world's population is believed to have this personality. Their outer world is very systematic and orderly as they work very hard to find the best system that makes things work efficiently and well. Contrarily, in their inside world, INFJs are working in a very intuitive way. The life of an INFJ personality is usually very tough and yet, they are capable of a lot of deep feelings and emotions.

INFP – Introverted Intuitive Feeling Perceiving or the Idealist

The INFP personality is idealistic, quiet, and reflective. Highly committed to serving humanity, people of this personality type have a robust framework of value system in place. They are committed to working very hard to live their lives in accordance with this value system. Although a little laid back, they are very loyal and adaptable.

The only way you can shake them from their laidback attitude is when you threaten their robust value system. The INFP personality types are usually talented writers and are mentally very agile. They are able to visualize even

seemingly obscure possibilities and work out solutions for difficult problems too. INFP people love to understand and help people.

INFPs usually are great writers. They feel awkward to talk but when they have to put their thoughts and ideas onto paper, they do an excellent job.

INTJ – Introverted Intuitive Thinking Judging or the Scientist

The people of the INTJ personality type are very determined, independent, analytical and very original thinkers. They are highly talented in converting theories into powerfully implementable action plans. They value structure, knowledge, and competence and they are highly motivated by the meanings they derive from their visions.

They believe in long-term and sustainable solutions. They set very high standards for self-evaluation. This makes them set high standards for other people as well who may or may not have the motivation or the talent to meet such high standards. Although they are natural leaders, people of the INTJ personality type will happily follow existing leaders if they trust them.

INTJs encounter problems in the communication aspect that they lack the skills to express themselves sufficiently well. They come across as blunt and abrupt because of this and end up being misunderstood by many people.

INTP – Introverted Intuitive Thinking Perceiving or the Thinker

The people under this personality type are creative, logical and original thinkers. They can get very excited about new ideas and theories. They are exceptionally motivated into converting a vague theory into something clearly understandable and doable. They value logic, knowledge, and competence.

They are not easy to make friends with as they are usually very reserved and quiet. They lead very individualistic lifestyle and will neither lead others nor follow any leader. The INTP people are always looking for ways to improve and make things better than they are. They live in their own

minds. They are extremely talented at being able to break down complex things into easily understandable patterns.

Being unconventional, INTPs do not focus too much on traditional goals such as security and popularity. They have complex characteristics and understanding them can be quite a challenge.

CHAPTER NINE:

Personality Types – The 8 Types of Extroverts

There are 8 personality types defined under the extroverted category and this chapter is dedicated to telling you about them. So, here goes.

ESTP – Extraverted Sensing Thinking Perceiving - The Doer

The ESTP is an action-oriented extroverted doer who is very adaptable and friendly. These people are highly motivated by immediate results and love to live for the moment. They live in the fast lane and love to take risks. Detailed and long explanations of any kind are detested by the ESTP personalities.

While they may break the laws and rules without much concern to get what they want or complete their task, the ESTPs are highly loyal to their colleagues and peers. These people have excellent people skills. They are straight shooters and very outgoing. They do not hesitate to get into the mud and get their hands dirty to get things done fast and without much ado.

ESTPs have problems taking any idea to its logical end and usually pass on this task to other people. Following through with their innovative ideas is something ESTPs need to work on.

ESTJ – Extraverted Sensing Thinking Judging - The Guardian

The guardians are very organized, practical and conservative. They are quite likely to be in the realm of active sports and athletic in physique. They are completely disinterested in theories and ideas if they cannot see a practical side. They have a clear idea of the way things have to move and how things have to get done.

People with the ESTJ personalities are hard working and very loyal people and they love to take on leadership roles and take charge of everything and everyone. They are exceptional at running and organizing activities. They

are usually model citizens who value peace and security in their lives. These people live in a world that is filled with concrete, practical needs. They are always scanning their surroundings ensuring all the things are working fine and without a hitch.

They are committed to social and personal security and they will do anything to achieve this. They will join the PTA, will mow the lawn, will attend and participate actively in voluntary associations, etc.

ESFP – Extraverted Sensing Feeling Perceiving – The Performer

People who have this personality type are extremely fun-loving and are very people-oriented. By simply enjoying themselves everywhere, they are able to spread the joy to others as well. They enjoy having new experiences and love to live in the moment. Impersonal analysis and theories bore them thoroughly.

They love to serve other people and are usually the center of attraction in any social setting. They have amazing practical capabilities and a robust common-sense attitude to all problems of the world. The ESFPs have great interpersonal risks and very often are called in to clear the air during a conflict and act as peacemakers.

They have an immense connection with animals and small children, traits not commonly found in many people. They love nature and its beauty too.

ESFJ – Extraverted Sensing Feeling Judging – The Caregiver

Conscientious, warm and popular, people under the ESFJ category normally put the needs of others above their own. They feel a powerful pull of duty and feel strongly responsible towards people. They love tradition and security. While they love to serve others, they need positive reinforcement from other people to feel good about the work they are doing and about themselves.

They leverage their judging and sensing capabilities to collect detailed information about others and then use this data to make supportive arguments in favor of the people. They have an innate ability to bring out

the best in others. They can read and analyze others very well and see the other person's perspective.

ESFJs have all the traits that are usually associated with women. However, there are many male ESFJs who are not effeminate at all and simply exhibit the feminine traits through their actions and work.

ENFP – Extraverted Intuitive Feeling Perceiving – The Inspirer

The Inspirers are creative, enthusiastic and idealistic in their outlook. They are able to excel at any work or task that interests them. With amazing people skills, the ENFPs are led by a set of inner value systems although outwardly they come across as being very laidback and purposeless.

They love new and innovative ideas but simply hate the nitty-gritty aspects of the idea. With a wide range of hobbies, interests, skills, and talents, people of the ENFP personality type are very flexible and open-minded. They are very keen on living their life based on their inner value system and hate to do things that they do not believe is right.

Because they are always scanning the world around them, ENFPs are known to suffer from muscle tension. They hate being labeled or controlled and love their independence.

ENFJ – Extraverted Intuitive Feeling Judging – The Giver

With over-the-top people skills, the ENFJs are sensitive and popular people. What others think matters a lot to these people and they hate being alone. They hate impersonal analysis and love to look at everything from the human perspective.

They are great people managers and are leaders in any group discussions. They love to do service to others and many times place the needs of their neighbors over their own. One important aspect to know about ENFJs is this: people who have not fully developed the ENFJ personality people can use their skills to manipulate others.

ENFJs thrive on intimate and close relationships. In fact, they need such relationships to be happy. They will work very hard and put in a lot of effort to make these relationships work.

ENTP – Extraverted Intuitive Thinking Perceiving – The Visionary

Intellectually very sharp people, individuals of this personality type are resourceful and creative as well. They too have a broad range of talents and skills and enjoy debates. They love to win in any event or conversation. While new and innovative ideas thrill and excite them, they can easily get bored with the routine aspects of work, especially those are needed to be done to develop the idea into action plans.

They are more or less assertive and outspoken. They love being with people and they can be very stimulating company. They are great at understanding concepts and they can apply logic to solve problems. As they are able to see varying perspectives of any problem, the ENTPs are very resourceful in the problem-solving realm.

During stressful situations, the Visionary could lose the ability to find possible solutions and get obsessed and carried away with minor details.

ENTJ – Extraverted Intuitive Thinking Judging – The Executive

These people are driven to be leaders. Their outspoken and assertive attitude helps them in this regard. They have great ability to understand complex and layered organization problems and using this ability they are able to fix these problems. They are well-informed and very intelligent people.

They are usually great public speakers. As they value competence and knowledge, they are impatient with disorganization and inefficiency. They see the world as a jungle of challenges that need to be surmounted and they are quite good at overcoming these challenges. They take charge of people and things around them. Being very career-oriented, the ENTJs fit very well into any corporate environment.

So, the two basic types of personalities, the introverts and extroverts, are divided into 8 categories based on their innate ability to feel, judge, think, sense and perceive. Knowing these major types of personalities will help you categorize the people who come in contact with you and help you analyze their actions and behavior better.

CHAPTER TEN:

How to Determine Personality Types

Clearly understanding what personality type people fit into will make it easy for you to analyze people better. Here are the characteristics that will help you understand the four main dimensions of personalities which are sensing Vs Intuition and Thinking Vs Feeling.

Sensing characteristics include practical, specific, relies on numbers and facts, lives in the moment, and concerned about ongoing problems. Intuitive people, on the other hand, are inspirational and insightful, rely on trends, theories and insights to reach conclusions, and are future-oriented.

Thinking characteristics include rationality, reasoning, impersonal, cold, objective, and using objective methods and logical analysis to make decisions and solve problems. Feeling characteristics include being governed by feelings and emotions, showing warmth sympathy, concern and support, and makes decisions based on gut feeling.

You will have to combine the above dimensions of personality with two more dichotomous dimensions including introversion and extraversion to arrive at an accurate analysis of the personality type. So, here are some characteristics of extroverts and introverts as defined by Carl Jung.

CHARACTERISTICS OF EXTROVERTS

According to this psychologist, extraversion refers to the tendency of a personality towards action-oriented jobs as a response to everything happening around him or her. For extroverts, active actions are the first call of response to all the information and events of the world and the surroundings.

These people draw energy and motivation from the outside world. They have great network skills and have a large number of contacts on their list despite if their personal and professional lives do not call for this social connect. The positive characteristics of extroverts include being talkative,

action-oriented, sociable, friendly, enthusiastic and outgoing. The negative characteristics of extroverts included being attention-seeking, very easily distracted and their inability to spend time with themselves.

Here are five important personality traits of extroverts:

Extroverts love to talk – Known as chatterboxes many a time, extroverts love talking with everyone including colleagues, family members, and friends. They even like to simply strike a conversation with complete strangers. Meeting new people and getting to know them through a conversation is their biggest passion. Extroverts have a wide social network and enjoy the company of people. It is very easy for extroverts to make friends.

Extroverts feel inspired and energized through social interactions – Socializing charges their body and mind. After spending time with people and talking and enjoying their company, extroverts do not get tired. Contrarily, they feel charged up and inspired to do more. For them, socializing is a very refreshing and rejuvenating activity and their energy levels sap if they are left alone for very long. If the choice is between spending time with people and spending time alone, then you know what choice the extrovert will make.

They solve problems through discussions – Extroverts prefer to discuss problems and issues and solve them rather than internalize them and find solutions on their own. Talking about the problem helps extroverts get an in-depth understanding of the issue and then they can easily strategize about the best solution. Extroverts love to talk about their day at office or school as this helps them de-stress and takes out the pressures they felt during the day.

Extroverts are usually known to be approachable and friendly – As extroverts love interacting with people, they are usually known to be very approachable and friendly. During a social gathering, an extrovert will be the first person who will walk up and greet a new guest and make necessary introductions. Being seen as approachable and friendly makes it very easy for extroverts to mingle with people and make new friends.

Extroverts are usually very open in their interactions and it is very easy to understand them – Extroverts enjoy sharing their thoughts openly with others and it is very easy to understand them because they will tell you exactly how they feel.

Some generalized characteristics of extroverts include:

- Broad range of interests
- Love to communicate through conversations and talking
- Enjoys being the center of attraction
- Quite impulsive and tends to act first and then think
- Loves working in groups
- Feels isolated if left alone for very long
- Looks at the outside world to recharge energy batteries and for inspiration and motivation
- Likes to openly talk about feelings and thoughts

CHARACTERISTICS OF INTROVERTS

Introversion is a personality tendency to look inwards at their own thoughts, feelings, and perceptions to find answers to questions. Introverts draw energy and sustenance from spending time alone and use their inner world to stimulate innovation and new ideas. They will not have a very large social circle and taking on jobs that require them to meet new people can be a difficult situation for them. Here are some personality traits of introverts:

Surrounded by many people drains energy – Introverts feel exhausted by excessive socializing. They need to take some alone time after spending time with people to get back their drained energy and feel recharged. Introverts expend energy during people interactions and get charged up when they are alone as against extroverts who gain energy during social interactions and feel drained when they are alone.

Introverts enjoy solitude – Introverts love to spend their leisure time alone with their personal passions and hobbies. Reading a book alone on a quiet Saturday afternoon will rejuvenate an introvert like nothing else does. However, you must remember that enjoying solitude does not mean that introverts always want to be alone. Many introverts love spending quality

time with family and friends. Their alone time is the time for recharge and they enjoy being with themselves.

Introverts usually have a very small set of close friends – Introverts enjoy being with people. But usually, their set of friends forms a small little close-knit group. They do not like to have a large circle of friends and social connections. They do not like to waste their time and energy on a large group of people with whom they have only a superficial relationship. They would rather use that time and energy to have a meaningful time with close friends with whom they share a deeper relationship.

Introverts are usually described as quiet people and it is not easy to understand them – Introverts are seen as reserved, quiet, mellow, and sometimes as shy people too. While some people could be really shy, you should not mistake their reserve for timidity. They will find the resolve to fight back when actually needed. They simply do not like to waste energy on superfluous conversation and will instead choose their words carefully. For this reason, introverts come across as quiet and not easy to understand and know.

Excessive external stimulation is distracting for introverts – Hectic activities and excessive external stimulation can distract introverts and make them uncomfortable. Introverts feel overwhelmed in busy social conditions and prefer quieter settings.

Introverts are self-aware – Introverts spend a lot of time analyzing and thinking about their own experiences and responses to various situations. This makes them very aware of themselves and their inner world. They love to simply sit back and analyze and think over things so that their self-awareness improves.

Introverts are great observers – Unlike extroverts who love to jump right in and swim against the tide, introverts first like to learn a lot through observation and then take an informed decision. They think first and act later as against extroverts who act first and think later. If introverts have to take over a particular task, first they would like to observe a master doing it and analyzing every move and understanding whether it is possible to replicate it. Only when they are absolutely certain will they start working on their own. They love to learn through observation.

Introverts love tasks that allow them independence – Introverts love to work alone and are quite wary of having too many social interactions at work. Thus, they love any job that allows them independence and freedom to work alone and by themselves. An introvert can be a great writer, an accountant, a graphic designer, a computer programmer, an artist, etc. where working alone is a norm rather than an exception.

Introverts do not suffer from social anxiety or shyness – Introverts love being with themselves. However, they do not suffer from any kind of mental problems such as shyness or social anxiety. They can easily make conversation with strangers as well. They may not take the first step but once started they are capable of taking the conversation forward without any problems or hitches.

The most important thing to remember is that there is no black and white range for extroverts and introverts. There are also no perfect extroverts and introverts. Most of the people share characteristics of both types. However, one particular type is usually more dominant than the other. And one type is not better than the other in any way. There are strengths and weaknesses for both personality traits.

While analyzing people, you should be able to discern the traits easily and then use it to understand why they do what they do without being judgmental or temperamental about anything. Most theories reveal that almost all the people in the world are neither fully introverted nor fully extroverted. Most of us are in the middle of the scale.

Using the above information and through careful observations, you can analyze people by being aware of their personality types. Once you get their personality type more or less correctly, then predicting their behaviors in any given scenario will become easier than otherwise allowing you to be in a position of strength and power.

CHAPTER ELEVEN:

Some Illustrative Examples of How to Analyze People

Now that you have read and understood the theory behind analyzing people by understanding human psychology, by identifying body language, and by categorizing them into personality types, it is time to move ahead and use examples to use the knowledge to analyze people. This chapter will give you a few examples of how I used some of these techniques to analyze people.

Example 1

The first time I met Georgina, I observed that she loved being with men and guys. She was always discussing men-related topics such as cars, machines, guns etc. She hardly had any girlfriends with whom she could share her intimate feminine fears and doubts. Most girls get easily bored by such boyish conversations. Georgina seemed to love it and enjoyed being part of such conversations and talks. In fact, she seemed to either ignore or outrightly hate her feminine side.

I collected a lot more information about her including her childhood experiences and I realized that men were adulated in her house to such an extent that she came to hate and detest being a woman. She unwittingly protested against her own gender and deliberately chose to behave more like a boy than a girl so that she would get the same kind of adulation the male members of her family received. Before analyzing someone deeply, it makes sense to go back to his or her childhood experiences as they play a crucial role in the making of the adult.

While talking to her one day, she openly said that she loved to read and understand about zodiac signs and how they affect our lives. You see this deep desire of hers stems from the lack of self-awareness. She is so busy being someone else that she has not spent time and energy to know more

about herself and her personality. This aspect has little to do with her extroverted nature though it is possible that the extroverted nature is a façade to hide her inabilities to come to terms with her femininity due to the deeply ingrained fear of not getting sufficient attention and adulation that she believed men are privy to.

Another important tip when you are analyzing people is to understand that people are usually driven towards something that they lack in their own lives. Georgina's lack of self-awareness drove her to study and read up zodiac signs so that she could understand herself better. People generally tend to acquire skills that compensate for their areas of weakness.

Georgina exhibited a high level of competitiveness and would always rise to any challenge. This was also rooted in her upbringing. Being the youngest child, she was surrounded by more capable and strong grown-ups and her weakness always seemed to be accentuated unduly. This drove her to become highly competitive so as to compensate for that 'small baby' weakness that she carried from her childhood.

When she married, Georgina chose a shy and reserved man which makes our personality analysis right again. Since she believed that women were weak and not as important as men, she was always attracted to weak men so that she could play the dominant role in the relationship. She hated being the domiciled and weak woman and her choice of a shy partner gave her the dominant edge which is what she always craved for.

Example 2

When I met Daniel, I was in the gym working out. I noticed that Daniel was at the gym every single day at the exact same time. While this might seem like an unimportant detail for many, as an analyzer of people, this is a crucial point to make note of. I could see that Daniel was not a procrastinator and was a self-motivated guy. He was organized and he had a well thought out schedule which he adhered to very strictly. His punctuality also reflected on his discipline about keeping time for everything. Thus, his punctuality alone gave me such a lot of insight into this man's personality.

Another unique thing that I noticed about Daniel was the fact that he wore those gym clothes that clearly revealed his rippling muscles. This revealed his showy attitude and the fact that he needed external praise and approval from people for his hard work. He needed attention. He also did a lot of difficult exercises that many others did not even make an attempt to do.

I made friends with him on the pretext of wanting to learn exercises from him. He was not only happy to help but also was proud that he was approached for help. We got talking and I soon found out about his background. Daniel was an only child and thus was always the center of attention throughout his childhood. This trait continued even after adulthood and hence his compelling need for attention and approval for everything he did.

Daniel loved to wear clothes and accessories that were black in color. Even when he changed in the gym, he usually changed to black only. His mobile and the accessories were all black. He was making an added effort to be evil and dangerous.

When I spoke to him again, I found out that as a child he was bullied a lot and his efforts to appear strong, dark, and evil was to escape from that feeling of weakness he felt when he was bullied. As he grew older, he kept his bullied past hidden under layers of machoism and symbolic evils such as black clothes and black accessories.

Moreover, when someone is trying to escape from something by indulging in activities that make him strong and powerful, then invariably the person will also be doing something else to increase this. This is a psychological method of connecting dots in such a way that a straight line is formed. With Daniel, this was true because he was also taking martial arts classes.

HOW TO KNOW AND ANALYZE PEOPLE

Using the above examples and the contents of this book, let me summarize to you how you can know and analyze other people:

First, get the basics of human psychology right. Psychology will teach you how to read and understand people's behavior. The subject will enlighten

you on the fact that seemingly odd behaviors when seen in conjunctions with the events of the person's life are perfectly explicable and will be normal when seen in that perspective.

An example of this 'odd behavior is this: suppose someone spent an obscene amount of money to buy a luxurious car which he can never use in the teeming metropolis he lives in would appear irrational to an average person. However, think like an analyzer and connect the fact that this is based on the need for him to always be in the center of attraction and you will see that his decision does not appear as irrational anymore.

As an analyzer of people, you must be able to align his outwardly irrational and odd behaviors with some aspect of his life which is what human psychology will teach you. Childhood experiences are also an important factor that models the adult. Hence, I have dedicated one chapter on child psychology and children's experiences and their effects on the developing adult.

Secondly, understand and master the various body language cues as they are far more powerful communicators than words. Body language will tell you more about the person than he or she will reveal orally to you.

Thirdly, know about the various personality types that are there. Learn and understand how each personality type is molded and use this knowledge to fit your target person into the right niche.

Lastly, remember that analyzing people is neither an exact science nor is it a miracle worker. You must invest time and energy to learn the basics first, apply the basics into your everyday life, and slowly observe and watch as you keep enhancing your analyzing skills slowly but surely.

Another important thing to know when you are analyzing people is the fact that people themselves are really not aware of their personality and its dynamics. Here too, neither Georgina nor Daniel know about the effects of their outward behaviors and neither did they make any effort to understand and analyze themselves to see why they were the way they were. Most of the personality dynamics take place at a subconscious level.

Therefore, when you choose to analyze people, you are actually directly participating in their development. Do not hesitate to bring to their notice

any anomalies you might have seen especially if the concerned person is someone you care for. Of course, diplomacy and tact should play an important during the passing of the message. Also, you must be judicious when talking to people about their issues. It would be naïve to approach a complete stranger and tell him or her that the gestures exhibited are sending wrong signals!

CONCLUSION

I would like to end this book with a very important technique that you should learn and master so that your ability to read and analyze people will continue to grow and expand and you can leverage the advantages of this skill. This technique is the art of listening and honoring your intuition.

While body language cues, psychological theories, and personality types are great factors to help you tune into the underlying things that people are trying to say and do, your intuition or your gut feeling is the element that helps you interpret the data suitably. A powerful intuition can help you catch hidden signals that can take your level of analysis to a much greater height than if you did not use your intuition. Here are some intuition tips that you can use:

Always listen to and honor your gut feeling

Listen to your gut feeling when you are meeting people, especially for the first time. A first impression is actually a visceral feeling that lasts just an instant. Hence, if you are not keenly hooked on to your intuition, it is very likely that you miss this reaction. This initial gut feeling is what lets you know whether you are at ease or not with the person. It is your inner truth meter telling you whether you can trust this person or not.

Pay attention to goosebumps

Feeling the tingling of your skin through goosebumps is a very powerful intuitive element which cannot be missed. These goosebumps are signs telling you that something is resonating with the person sitting in front of you. Goosebumps are also indicators of a déjà vu feeling when you recognize something or someone that you feel deeply for. Pay attention to these.

Watch out for insightful flashes

During a conversation, a small almost indiscernible remark or gesture could give you a flash of insight and if you are not keenly observant of your inner self, you will miss it. You must pay a lot of attention to make sure that you

catch these insightful flashes that are important keys to unlock the mind of people.

Keep a lookout for emotional energy

Emotions are powerful tools that light up your intuition. We can easily gauge whether what you feel towards the person sitting in front of you is a positive or a negative vibe. You will notice that some people can make you feel good simply by their presence and some people can make you feel horrible. This is true even when you do not know anything about this person and have met him or her for the first time. This 'vibe' is the emotional energy around the person which could be negative or positive. Watch out for this emotional energy when you are trying to read and analyze people.

Lastly, when you decide to read and analyze people, the first thing you must do is to drop all biases and inhibitions. Do not carry any negative or positive legacies of the person in your mind. Even if you do, make an attempt to see those legacies in a new light or in a new perspective. If you carry unnecessary baggage, your judgment is bound to be clouded and you will make more mistakes than if you remove the excessive baggage.

Reading and analyzing people is a lot of fun and you will find the joy of being correct as you get better each day. However, I would like to say here that using this skill to hurt or cause harm should not happen. Use this wonderful skill judiciously and watch your popularity among your family and friends grow exponentially.

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