



The Art of SpeedReading People: How to Size People Up and Speak Their Language

By Paul D. Tieger, Barbara Barron-Tieger

Download now

Read Online 

The Art of SpeedReading People: How to Size People Up and Speak Their Language By Paul D. Tieger, Barbara Barron-Tieger

In business & in life, communication is the key to success. And, as made clear in this book, learning to use the power of Personality Type is the key to communicating more effectively. Now in the same successful format as the bestsellers *Do What You Are* & *Nurture by Nature*, *The Art of Speed Reading People* offers a revolutionary new tool for sizing up people & speaking their language. A salesperson pitching a customer. A manager trying to motivate an employee. A teacher attempting to make a point with a student. In any of these situations, the power to "read" another person can be a powerful advantage. Drawing on the same scientifically validated Personality Type model that many Fortune 500 companies use, this book shows how anyone can quickly identify key personality characteristics through a person's appearance, vocabulary, body language, occupation, education, & interests. *The Art of SpeedReading People* is the ultimate communication resource - the next best thing to having X-ray vision.

 [Download The Art of SpeedReading People: How to Size People ...pdf](#)

 [Read Online The Art of SpeedReading People: How to Size Peop ...pdf](#)

The Art of SpeedReading People: How to Size People Up and Speak Their Language

By Paul D. Tieger, Barbara Barron-Tieger

The Art of SpeedReading People: How to Size People Up and Speak Their Language By Paul D. Tieger, Barbara Barron-Tieger

In business & in life, communication is the key to success. And, as made clear in this book, learning to use the power of Personality Type is the key to communicating more effectively. Now in the same successful format as the bestsellers *Do What You Are* & *Nurture by Nature*, *The Art of Speed Reading People* offers a revolutionary new tool for sizing up people & speaking their language. A salesperson pitching a customer. A manager trying to motivate an employee. A teacher attempting to make a point with a student. In any of these situations, the power to "read" another person can be a powerful advantage. Drawing on the same scientifically validated Personality Type model that many Fortune 500 companies use, this book shows how anyone can quickly identify key personality characteristics through a person's appearance, vocabulary, body language, occupation, education, & interests. *The Art of SpeedReading People* is the ultimate communication resource - the next best thing to having X-ray vision.

The Art of SpeedReading People: How to Size People Up and Speak Their Language By Paul D. Tieger, Barbara Barron-Tieger **Bibliography**

- Sales Rank: #51183 in Books
- Brand: Little, Brown and Company
- Published on: 1999-02-25
- Original language: English
- Number of items: 1
- Dimensions: 9.50" h x .63" w x 7.50" l, .78 pounds
- Binding: Paperback
- 224 pages

 [Download The Art of SpeedReading People: How to Size People ...pdf](#)

 [Read Online The Art of SpeedReading People: How to Size Peop ...pdf](#)

Download and Read Free Online *The Art of SpeedReading People: How to Size People Up and Speak Their Language* By Paul D. Tieger, Barbara Barron-Tieger

Editorial Review

Amazon.com Review

Do you communicate ineffectively with some people and powerfully with others? The reason may be a difference in personalities and communication preferences. *The Art of Speedreading People* is a crash course in communication strategies, showing you how to observe behavioral clues to gain valuable insights into people's personalities and communication styles. The result: you become a more effective and convincing communicator, and you are more likely to receive the response you want.

This book is like a practical communications seminar based on the psychology model called Personality Typing, which is focused on identifying key personality traits in order to communicate most effectively. First, you analyze your own personality type and determine your placement on the scales of extrovert/introvert, sensor/intuitive, thinking/feeling, and judging/perceiving. The book then teaches you about the clues that indicate other people's personality type, including speaking style, body language, and occupation. You test yourself by reading a few scenarios and personality typing the characters described. You put the system to work by learning approaches to "speedreading" people in person and on the phone using skill-building exercises. Finally, you learn how to communicate effectively with people who are a different type or temperament than you. *The Art of Speedreading People* is intriguing and useful, especially for those who work in a sales, service, teaching, or managerial position, or any job where effective and positive communication is paramount.

From [Booklist](#)

The authors have taken a well-respected aspect of psychology called "personality typing" and devised the art of "speed reading" people as a powerful tool for quickly and accurately identifying key personality traits for effective communication. The book also serves as an infomercial for the authors' consulting practice. Tieger and Barron-Tieger aim to accurately identify key characteristics of personality that are present in all people, through understanding how people are energized, what kind of information they naturally notice and remember, how they make decisions, and how they organize the world around them. The first section of the book is devoted to the underlying principles of personality type, the second section addresses communicating with people in their favorite style, and the final section deals with understanding and appreciating the subtleties and preferred communication styles of the 16 types identified by the concept of personality type. Although some readers may not agree with all of the authors' views, this book provides useful insight into the ongoing challenge of effective communication. *Mary Whaley*

About the Author

Paul D. Tieger and Barbara Barron-Tieger, authors of the bestselling *DO WHAT YOU ARE* and *NUTURE BY NATURE*, are well-known authorities in the application of Personality Type and have trained thousands of managers, counselors, and teachers over the past fifteen years. They live in West Hartford, Connecticut.

Users Review

From reader reviews:

Max Norris:

Have you spare time for any day? What do you do when you have more or little spare time? Yes, you can choose the suitable activity to get spend your time. Any person spent all their spare time to take a move,

shopping, or went to often the Mall. How about open or read a book called The Art of SpeedReading People: How to Size People Up and Speak Their Language? Maybe it is for being best activity for you. You already know beside you can spend your time with your favorite's book, you can smarter than before. Do you agree with its opinion or you have various other opinion?

Frank Johnson:

Now a day individuals who Living in the era where everything reachable by interact with the internet and the resources included can be true or not involve people to be aware of each data they get. How people have to be smart in obtaining any information nowadays? Of course the answer is reading a book. Reading a book can help folks out of this uncertainty Information especially this The Art of SpeedReading People: How to Size People Up and Speak Their Language book because this book offers you rich details and knowledge. Of course the info in this book hundred % guarantees there is no doubt in it everbody knows.

Laverne Jackson:

The particular book The Art of SpeedReading People: How to Size People Up and Speak Their Language has a lot of knowledge on it. So when you read this book you can get a lot of profit. The book was published by the very famous author. Tom makes some research prior to write this book. This kind of book very easy to read you can obtain the point easily after scanning this book.

Kimberly Martin:

As a student exactly feel bored in order to reading. If their teacher requested them to go to the library or make summary for some e-book, they are complained. Just small students that has reading's heart or real their leisure activity. They just do what the instructor want, like asked to go to the library. They go to presently there but nothing reading significantly. Any students feel that studying is not important, boring and also can't see colorful pictures on there. Yeah, it is to become complicated. Book is very important for you personally. As we know that on this time, many ways to get whatever we want. Likewise word says, ways to reach Chinese's country. So , this The Art of SpeedReading People: How to Size People Up and Speak Their Language can make you experience more interested to read.

Download and Read Online The Art of SpeedReading People: How to Size People Up and Speak Their Language By Paul D. Tieger, Barbara Barron-Tieger #H9Y6VCI0R41

Read The Art of SpeedReading People: How to Size People Up and Speak Their Language By Paul D. Tieger, Barbara Barron-Tieger for online ebook

The Art of SpeedReading People: How to Size People Up and Speak Their Language By Paul D. Tieger, Barbara Barron-Tieger Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read The Art of SpeedReading People: How to Size People Up and Speak Their Language By Paul D. Tieger, Barbara Barron-Tieger books to read online.

Online The Art of SpeedReading People: How to Size People Up and Speak Their Language By Paul D. Tieger, Barbara Barron-Tieger ebook PDF download

The Art of SpeedReading People: How to Size People Up and Speak Their Language By Paul D. Tieger, Barbara Barron-Tieger Doc

The Art of SpeedReading People: How to Size People Up and Speak Their Language By Paul D. Tieger, Barbara Barron-Tieger Mobipocket

The Art of SpeedReading People: How to Size People Up and Speak Their Language By Paul D. Tieger, Barbara Barron-Tieger EPub