

Use Gestures, Mimik & Psychology, Steer
Nonverbale Communication & Signals of the Body,
Learn Self-Confidence & the Charisma-Myth



BODY LANGUAGE

IMPRESS WITH APPEARANCE & EFFECT

Body Language - Impress with Apperance & Effect

Use Gestures, Mimik & Psychology, Steer Nonverbale Communication & Signals
of the Body, Learn Self

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Introduction: Information, Experiences of Success, Inspiration - you'll find all that in this Book

Dear readers,

glad we could convince you of the 4th, significantly extended edition, like thousands of readers before. Because this book makes your success tangible: In the following pages, you will not only encounter expert knowledge, but also a wealth of practical tools and resources that can help you achieve your goals and realize your full potential.

Achieve Goals Interactively: Awards, Press Reviews, Customer Feedback

For its interactive concept, the publisher was not only awarded the Global Business Award as Publisher of the Year by Corporate Vision Magazine and supported by the Minister of State for Culture and Media of the Federal Republic of Germany, but also repeatedly recognized in renowned media such as **ZEIT**, **Süddeutsche**, **personalmagazin**, or the special magazine **Personalführung**. For example, the **FAZ**, one of the most influential Newspapers in Germany, attests to us "good actionable tips" and customers like the **Press and Information Office of the German Federal Government** are enthusiastic. You can find many more reviews as well as information on free review copies at <https://best-of-hr.com/press/>.

Renowned experts from various fields - overview in the table of contents - have compiled their expertise and experiences to provide you with valuable insights and advice, practical and condensed. As a reader, you will also receive working materials as part of your book purchase, which you can download for free at <https://best-of-hr.com/academy/>. In addition, workbooks are available to help you reflect on the inspirations from this book.

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This is not only contributed by the expert articles of renowned experts but also by numerous inspirations from successful managers, entrepreneurs, and other exciting personalities. Their stories and experiences serve as vivid examples of how challenges can be overcome and goals can be achieved. Through their inspiring narratives, you gain insights into proven strategies and practices that you can apply to your own situations. Different, and potentially contradictory, aspects of the topic are deliberately addressed. This allows you to examine, reflect on, and weigh the various pros and cons optimally. This ultimately enables you to gain different perspectives and improve your knowledge to develop a deeper understanding of complex topics and find innovative solutions.

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More effect and visibility: Shine through Individual personality

// By Sally Hogshead

For certain situations, your personality is tailor-made. In these situations, the most likely probability is that you create value for your employer, customer or friend.

Convince by fascination

These are the moments most likely to make you stand out. And these are the moments when you use your main assets. If you fascinate someone because you set the tone with your preferences, the person in charge of your message opens up. Then, and only then, you have the opportunity to convince.

Let's say you think you are funny. In her opinion, humor is one of your best qualities. There is only one problem: nobody finds you funny. And now?

Humor is not a vacuum

That's a problem. Humor is a two-sided affair. It's a feedback loop between you as the narrator of a joke and your audience.

Humor does not happen in a vacuum. How you see yourself is not enough. You also have to consider how the world sees you. If nobody finds you funny ... well, you probably are not funny either.

Through the eye of the beholder

Humor is in the eye of the beholder. As well as kindness, leadership and a range of other subjective qualities that are rooted in the viewer's perception. You have the right to vote, but your listener has veto power.

You may think you are adorable, but the world perceives you as a cold-hearted grudge. The connection is almost interrupted. You may consider yourself respected or independent or pragmatic, but if no one agrees, you have been unlucky.

Systematically record their impact

By looking at yourself from the outside and systematically capturing your impact on listeners, you can get better results - whether as a comedian, kindergarten teacher, or crisis negotiator.

When you understand how the world sees, hears, and responds to you, you can become more successful. It is in your power.

Ignorance does not help

You may never have thought about this question before. It could feel alien. Maybe it makes you insecure, embarrassed or even vain, as if you are looking at yourself in the mirror too long.

But if you ignore this perspective, you are falling behind. If you want your messages to be heard and remembered, if you want to communicate important ideas and opinions, you need an accurate and complete picture of how you actually communicate and how others perceive you.

Communicate correctly

In the modern world of work (unless you find yourself shipwrecked and alone on a deserted island where physical survival is your primary and only concern), you need to know how to communicate and connect with others.

If no one listens or remembers your message, it has failed. According to Forbes, "a research conducted by the Carnegie Institute of Technology shows that 85 percent of your financial success is based on human engineering skills, your personality, and your ability to communicate, negotiate, and run. Only surprising 15 percent account for expertise. "

Our survival depends on our social environment

We live in a social environment that is anything but a lonely island. Our survival depends on our ability to bridge between us and the other bridges. Most of us interact with other people all day long, be it in person or online.

We must convince and persuade. For the 99 percent of life that is not on the deserted island, you will want to know how the world sees you.

Repeat successes

And the more you understand and identify your own unique approach, the more you can repeat your success in persuading others. The goal is to turn your success into an intended and controlled act rather than a series of happy (and random) events.

Think back to those times in your life and career where you have made a breakthrough. As your merits and allow you to create distinctive value and success.

Your greatest achievements