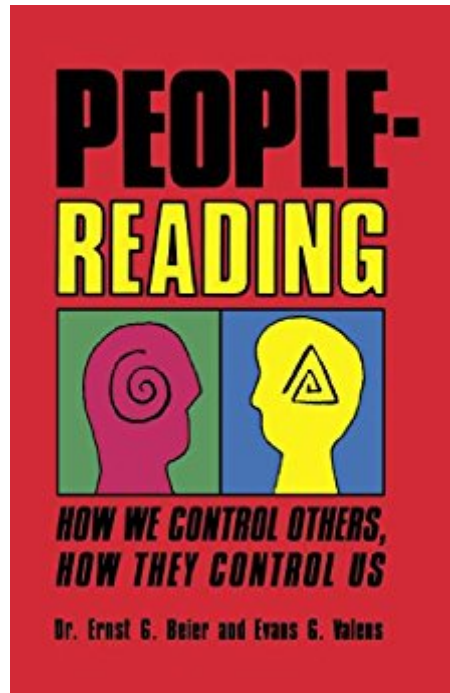




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People Reading: Control Others



Synopsis

Every time we talk with people we are trying to influence their behavior, and they are trying to influence ours. The words we use, the way we dress and move, are all ways to seek to control one another. Though we may make these attempts unknowingly, they leave us open to dangerous manipulation. People-Reading will teach you how to listen and what to look for in yourself and those around you, so you can identify underlying hidden motives, expectations, and fears. By reading these hidden messages you can avoid their damaging effects.

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Reference

Customer Reviews

The concepts put forth in this book are very valuable. I was quite astonished to notice that its copyright date was 1975 or 1976. However, I did have to overlook most of the examples using references to women because the references reflected the culture at the time and I found them both offensive and outdate so I just read past them to get to the point the author was making. There is so

much valuable information in this book to help a person understand themselves and others and to live more positively toward others or to stop giving time to negativity/unhealthy behavior. This book along with one other book changed my life and how I think and speak to people.

The book is very insightful, easy to read, and offers real world practicalities. I would have given 5 stars, there are a few slow spot toward the end. Overall, good read!

Very helpful in avoiding arguments.

I feel the book was a great insight as to the basic nature of neediness and responsibility. It outlines the reactions and decisions of every human, why we make these decisions, and what we can do to predict these responses in others and ourselves. A great self teaching manual regarding the nature of our own responses.

great book

This is a very interesting read. Practical and useful info on why and how people behave the way they do, and how it affects others.

A friend of mine, who worked with Ernst Beier, inspired me to read this book when he shared some amazing stories about how Beier continually got through to people with his unique and surprising responses that would break all patterns. This book is a fascinating look at human behavior and relationships. Beier forces people to accept personal responsibility for their behaviors and relationships by theorizing that the patterns we find ourselves in are exactly the way we would like them to be (whether we consciously believe this or not.) According to Beier, humans are adept at controlling their surroundings but we do it by a deception so powerful that we are not even aware we are doing it. If we didn't really want the behaviors and relationships that we have to be the way that they are, we would simply exert different subtle behaviors until we achieved the desired result. An interesting and thought provoking lens through which to view human behavior that brings about interesting questions of consciousness and free will. My only criticism of the book is that he may go too far in trying to explain all of human nature with his theory. But that being said, his ideas bring a greater understanding of our subconscious, how we use it to control others, and how others may be using it to control us. He also provides practical suggestions for breaking out of existing patterns,

either in our own behaviors or within our relationships.

Both theoretical and practical, this book discusses the motivations behind peoples' manipulative behavior, both conscious and unconscious. It offers some advice for controlling or changing this behavior in others and in ourselves. Basically, people develop manipulative behaviors because these behaviors offer some kind of psychological reward. The way to undo these manipulations is to refuse to respond in such a way as to deny the reward that is expected. The book offers ways to do this, such as listening objectively, delivering a surprising response, holding back approval, etc. Also discusses such issues as blaming, discordance, marriage and divorce, children, alcoholism, etc. There are no ground-breaking ideas here, but the book accomplishes its aims in a very clear and accessible fashion, without psychological jargon. Some of the examples are outdated, as when it refers to the "establishment," "the sexual revolution," and the war in Vietnam. There is no bibliography.

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