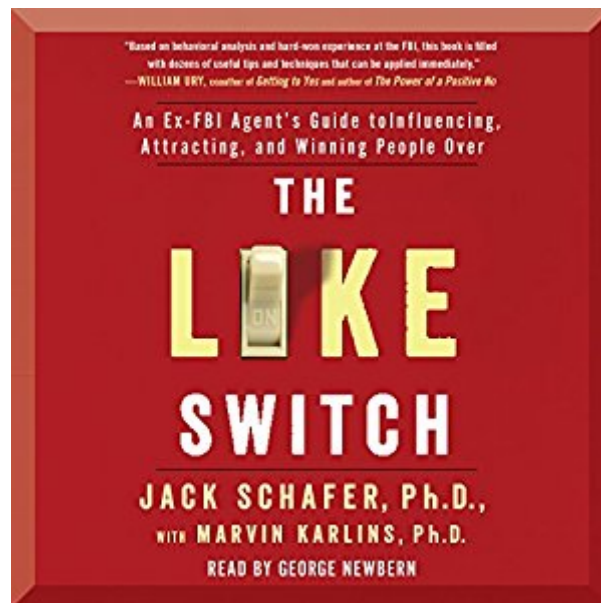




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# The Like Switch: An Ex-FBI Agent's Guide To Influencing, Attracting, And Winning People Over



## Synopsis

From a former FBI Special Agent specializing in behavior analysis and recruiting spies comes a handbook filled with his proven strategies on how to instantly read people and influence how they perceive you, so you can easily turn on the like switch. The Like Switch is packed with all the tools you need for turning strangers into friends, whether you are on a sales call, a first date, or a job interview. As a Special Agent for the FBI's National Security Division's Behavioral Analysis Program, Dr. Jack Schafer developed dynamic and breakthrough strategies for profiling terrorists and detecting deception. Now, Dr. Schafer has evolved his proven-on-the-battlefield tactics for the day-to-day, but no less critical battle of getting people to like you. In *The Like Switch*, he presents these techniques for how you can influence, attract, and win people over. Learn how to think and react like your favorite TV investigators from *Criminal Minds* or *CSI* as Dr. Schafer shows you how to improve your LQ (Likeability Quotient), "spot the lie" both in person and online, master nonverbal cues that influence how people perceive you, and turn up or turn down the intensity of a relationship. Dr. Schafer cracks the code on making great first impressions, building lasting relationships, and understanding others' behavior to learn what they really think about you. With tips and techniques that hold the key to taking control of your communications, interactions, and relationships, *The Like Switch* shows you how to read others and get people to like you for a moment or a lifetime.

## Book Information

Audible Audio Edition

Listening Length: 7 hours 40 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Simon & Schuster Audio

Audible.com Release Date: January 13, 2015

Whispersync for Voice: Ready

Language: English

ASIN: B00RK181A6

Best Sellers Rank: #8 in Books > Audible Audiobooks > Health, Mind & Body > Family &

Relationships #11 in Books > Self-Help > Relationships > Interpersonal Relations #12

in Books > Audible Audiobooks > Nonfiction > Social Science

## Customer Reviews

The man who wrote this book is a smart man. There is a great deal of useful information here--of all types. I'm pleased to say that some of it I was aware of and practicing. The rest however, was a real eye opener, and will require me to go back, and think it through to teach myself a new response. After reading this book, I feel as though I was "unmasked" (it's embarrassing). I see my own attitudes and behavior in an entirely new light. (I am pretty solid introvert). Now I see why I've had some problems in the past. I will tell you, I'm not good with this kind of thing, and friends who "get this" just make me sad. I guess I just have to learn to do this the hard way, but these are skills you can learn. This subject is interesting to me, and I'm putting his ideas to the test. I can see why I've had so many problems with people--I've been giving off "foe" signals instead of "friend" signals. For example; when I'm interested in what's being said, I furrow my brow. That can be construed as not believing or a not agreeing; when in fact, I am concentrating deeply. Worth the read, but it's not a quick read. I'm going to have to learn it a piece at a time.

Great book! Love the anecdotes.

Cheap science, good read.

A great wealth of information regarding verbal and non verbal communication. A great tool for anyone in sales, or any communication.

I found this book fascinating.

A great book. More focused on interpersonal relationships and dating rather than business. Interesting concepts.

Was listening to in in my car (got at library) and there was so much to take in and remember, and I enjoyed it enough to buy. Really interesting but implementation is easier said then done. Another good reason to buy is refers to photos which can see when listening. My husband and friends have already hit me up to borrow it after my discussions with them about it

If you work with people you'll want this book!

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