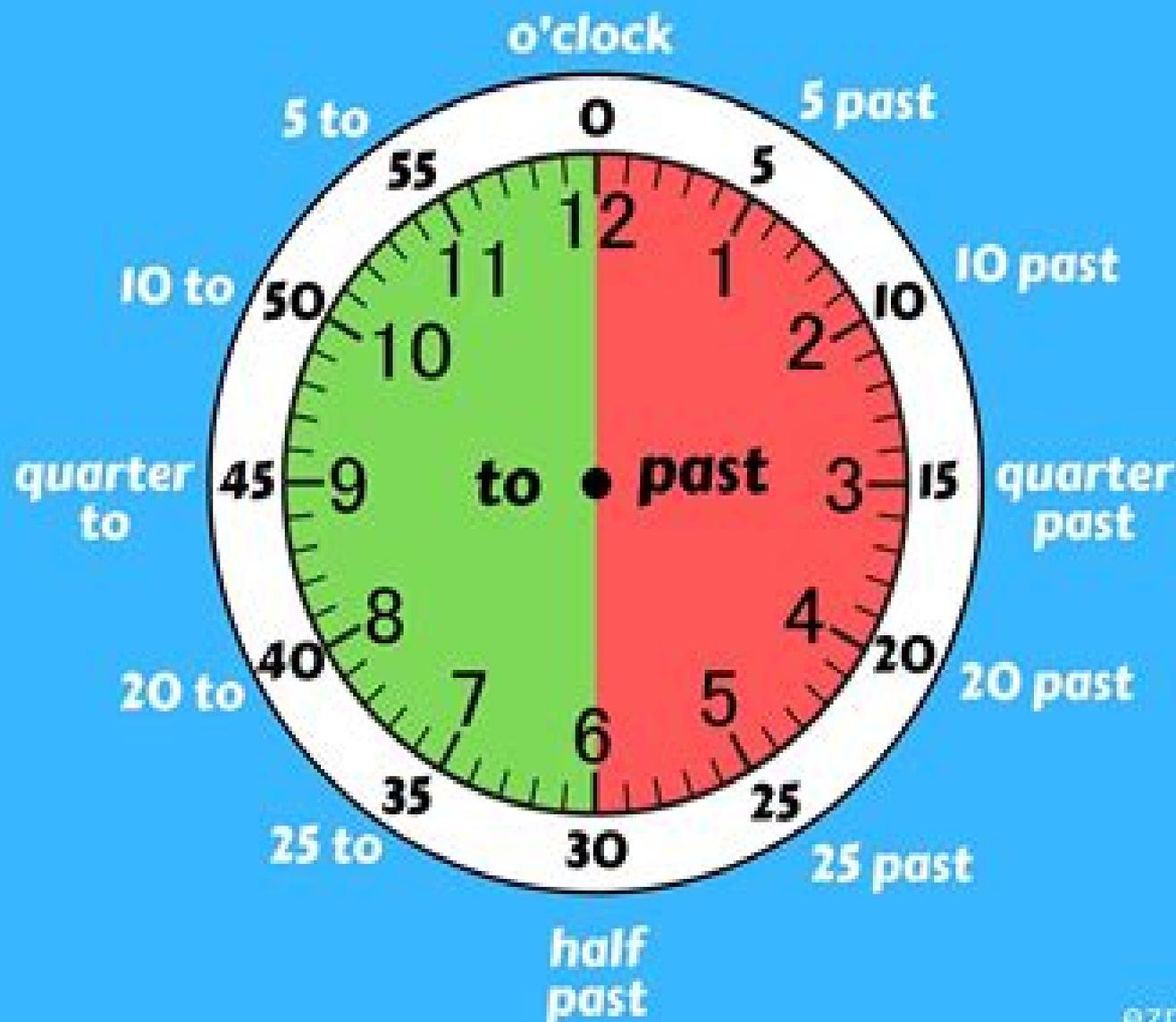




Telling Time



The Telling

N Colangelo



The Telling:

The Telling Michael B. Van Winkle,2011-07 As far as we can discern the sole purpose of human existence is to kindle a light in the darkness of mere being Carl Jung *The Tell* Matthew Hertenstein,2013-11-12 Every day we make predictions based on limited information in business and at home Will this company s stock performance continue Will the job candidate I just interviewed be a good employee What kind of adult will my child grow up to be We tend to dismiss our predictive minds as prone to bias and mistakes but in *The Tell* psychologist Matthew Hertenstein reveals that our intuition is surprisingly good at using small clues to make big predictions and shows how we can make better decisions by homing in on the right details Just as expert poker players use their opponents tells to see through their bluffs Hertenstein shows that we can likewise train ourselves to read physical cues to significantly increase our predictive acumen By looking for certain clues we can accurately call everything from election results to the likelihood of marital success IQ scores to sexual orientation even from flimsy evidence such as an old yearbook photo or a silent one minute video Moreover by understanding how people read our body language we can adjust our own behavior so as to ace our next job interview or tip the dating scales in our favor Drawing on rigorous research in psychology and brain science Hertenstein shows us how to hone our powers of observation to increase our predictive capacities A charming testament to the power of the human mind *The Tell* will to paraphrase Sherlock Holmes show us how to notice what we see

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