



# The Silent Language of Leaders: How Body Language Can Help--or Hurt--How You Lead

By Carol Kinsey Goman Ph.D.

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## The Silent Language of Leaders: How Body Language Can Help--or Hurt--How You Lead By Carol Kinsey Goman Ph.D.

### A guide for using body language to lead more effectively

Aspiring and seasoned leaders have been trained to manage their leadership communication in many important ways. And yet, all their efforts to communicate effectively can be derailed by even the smallest nonverbal gestures such as the way they sit in a business meeting, or stand at the podium at a speaking engagement. In *The Silent Language of Leaders*, Goman explains that personal space, physical gestures, posture, facial expressions, and eye contact communicate louder than words and, thus, can be used strategically to help leaders manage, motivate, lead global teams, and communicate clearly in the digital age.

- Draws on compelling psychological and neuroscience research to show leaders how to adjust their body language for maximum effect.
- Stands out as the only book to address specifically how leaders can use body language to increase their effectiveness
- Goman, a respected management coach, is widely considered as the expert in body language issues in the workplace

*The Silent Language of Leaders* will show readers how to take advantage of the most underused skills in the leadership toolkit—nonverbal skills—to improve their credibility and stay ahead of the curve.

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### Editorial Review

From the Inside Flap

Aspiring and seasoned leaders have been trained to excel at communicating verbally. And yet, all their efforts to communicate effectively can be derailed by even the smallest nonverbal gestures, such as the way they sit in a business meeting, or stand at the podium at a speaking engagement, or the amount of eye contact they give in a one-on-one meeting.

*In The Silent Language of Leaders*, leadership and communications expert Carol Kinsey Goman explains that in today's fast-paced business environment, where global interactions are increasing, mastering the art of body language is more important than ever. She explains that personal space, physical gestures, posture, facial expressions, and eye contact communicate louder than words and, thus, can be used strategically to help leaders manage, motivate, lead global teams, and communicate clearly in the digital age. Drawing on more than twenty years of experience, and on compelling psychological and neuroscience research, she shows leaders how to adjust their body language for maximum effect and how to:

- Use techniques like "mirroring" to build trust and encourage collaboration.
- Accurately read the nonverbal signals of your counterparts to increase success in negotiations.
- Use body language to project confidence and candor when managing change.
- Communicate nonverbally in virtual environments.
- Channel your gender's natural body language inclinations for improved leadership results.
- Identify which nonverbal signals communicate internationally and which are culture-bound.

Profound changes are shaking up our lives and the kind of leaders the world seeks. As the pace of change continues to accelerate, stay ahead of the curve by mastering the silent language of leadership.

From the Back Cover

### Praise for *The Silent Language of Leaders*

"Great coaching for global leaders of the future!"

—**Marshall Goldsmith**, *New York Times* best-selling author, *MOJO* and *What Got You Here Won't Get You There*

"Leadership is much more biological than we have realized. Carol Kinsey Goman has done a great job of outlining the biological impact that leaders have through their body language."

—**David Rock**, author, *Your Brain at Work*

"Goman offers invaluable insights and tips that espouse the true value of listening, not just with our ears, but with our eyes, helping us navigate and interpret the subtle body and facial cues that can mark the difference between success and failure. Don't talk, just click or walk into your nearest bookstore, and buy it now."

—**Linda Kaplan**, CEO, and Robin Koval, president, Kaplan Thaler Group, and authors of *New York Times* and *Wall Street Journal* bestseller, *The Power of Nice*

"*The Silent Language of Leaders* is destined to become a classic in the field of nonverbal communication and business."

—**David Givens**, Ph.D., director, Center for Nonverbal Studies, anthropologist, and author, *Your Body at*

*Work, Crime Signals, Love Signals, and The Nonverbal Dictionary*

"Carol Kinsey Goman has written an important book based on real life experience—not just theory. This is a book that must be read by leaders and those who aspire to lead."

—**Robert Dilenschneider**, founder, The Dilenschneider Group and author, *Power and Influence*

#### About the Author

**Carol Kinsey Goman**, Ph.D., founder of Kinsey Consulting Services, is an executive coach, management consultant, and keynote speaker for corporations, associations, and government agencies. She is a faculty member for the Institute of Management Studies and has served as adjunct faculty at John F. Kennedy University in the International MBA program and at the University of California in the Executive Education Department. She is the author of *The Nonverbal Advantage: Secrets and Science of Body Language at Work*. For more information visit: [www.silentlanguageofleaders.com](http://www.silentlanguageofleaders.com)

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##### David Gonzales:

As people who live in the particular modest era should be update about what going on or details even knowledge to make these people keep up with the era which can be always change and advance. Some of you maybe will probably update themselves by studying books. It is a good choice for you personally but the problems coming to anyone is you don't know what one you should start with. This *The Silent Language of Leaders: How Body Language Can Help--or Hurt--How You Lead* is our recommendation to help you keep up with the world. Why, because book serves what you want and need in this era.

##### Jennifer Fountain:

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**Sylvia Ferland:**

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