

MAKE YOUR ATTITUDES YOUR ALLIES

CAN YOU READ MINDS? Reading minds is easier than you think. Perhaps you've never thought of it, but you read the minds of other people, and they read your mind, every day.

How do we do it? We do it automatically, through attitude appraisals.

Remember the song "You Don't Need to Know the Language to Say You're in Love"? Bing Crosby made it famous some years ago. There's a whole bookful of applied psychology packed into those simple lyrics. You *don't* need to know the language to say you're in love. Anyone who's ever been in love knows that.

And you don't need to know any language to say "I like you" or "I despise you" or "I think you're important" or "unimportant" or "I envy you." You don't need to know words or to use words to say "I like my job" or "I'm bored" or "I'm hungry." People speak without a sound.

How we think shows through in how we act. Attitudes are mirrors of the mind. They reflect thinking.

You can read the mind of the fellow sitting at a desk. You sense, by observing his expressions and mannerisms, how he