

# Barbara Pease, Allan Pease - The Definitive Book of Body Language-Bantam (2006)

- by Pease, Barbara

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“found that the total impact of a message is about 7 percent verbal (words only) and 38 percent vocal (including tone of voice, inflection, and other sounds) and 55 percent nonverbal. It's how you ”

loc 390-391 | Saturday, January 21, 2023 6:23:31 AM

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“It's how you looked when you said it, not what you actually ”

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“It's how you looked when you said ”

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“It's how you looked when you said it, not what you actually said. ”

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