

The Tell Little Clues That Reveal Big Truths About Who We Are
Matthew Hertenstein

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The Tell: The Little Clues that Reveal Big Truths About Who We Are, by Matthew Hertenstein, is an intriguing foray into subtle communication and prediction. The author ascertains that we subconsciously see slight variations of behavior, or "tells" in others, which prompt our decisions and actions.

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The Tell: The Little Clues That Reveal Big Truths about Who We Are [Matthew Hertenstein] on Amazon.com. *FREE* shipping on qualifying offers. 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?

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The Tell: The Little Clues That Reveal Big Truths About Who We Are, by Matthew Hertenstein. During a high-stakes poker game in Casino Royale, James Bond notices that one of the players, Le Chiffre, twitches his eye every time he tries to bluff his way through a poor hand. Bond decides to bet big the next time Le Chiffre's eye twitches.

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"Some of the most important decisions you make in life could be improved by taking advantage of the information contained in the hidden clues that, unknown to you, surround you every day.

Body Cues -- The Tell: The Little Clues that Reveal Big Truths About Who We Are -- M. Hertenstein

Drawing on poker's concept of the "tell," a mannerism that can yield clues to an opponent's cards, and numerous behavioral studies in which he has been involved, psychologist Hertenstein has produced a study that is lively and engaging yet unremarkable in its conclusion that both environment and genes influence our decision-making.

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The Tell: The Little Clues That Reveal Big Truths About Who We Are. Hertenstein (psychology, DePauw Univ.) builds the tone of this study on topics related to the brain, neuroscience, behaviorism, and nonverbal expression from a very easy space. Early chapters detail ... Read full review.

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