



The Full Facts Book Of Cold Reading

Ian Rowland

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'Cold reading' can loosely be described as 'how to talk to a complete stranger as if you have known them all your life'. This definitive yet easy-to-read guide explains every aspect of cold reading in detail. Although the book focuses on how cold reading is used within the psychic industry, many cold reading principles have applications in other fields such as selling, negotiation, management and therapy. This is a 'must read' book for anyone interested in the psychology of persuasion.

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