

# **THE PSYCHOLOGY OF THE PERSON**

**Rae Deroos**

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Neville Symington is a member of the British and Australian Psychoanalytical Societies. His books include Narcissism: A New Theory, The Making of a.

Certain words reflect the behavioral characteristics of the person who spoke or wrote them. Word Clues increase the probability of predicting the behavioral characteristics of people by analyzing the words they choose when they speak or write. Word Clues alone cannot determine a.

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### **5 Psychology Books That Changed The Way We Understood Human Behavior**

As a psychiatrist my job is to read people, not just what they say, but who they are . Interpreting verbal and nonverbal

cues, I want to see past their masks into the.

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You want what is in short supply. These are the four: Social proof People will more likely say yes when they see other people doing it .

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Norm A common social norm, reciprocity involves our obligation to return favors done by .