

Joe Navarro

Leadership development; Leading Expert on Nonverbal Communications, Body Language, and Behavior; Effective Negotiations Coach; #1 Bestselling author of What Every BODY is Saying; Ex-FBI Agent

Please contact a GDA agent for information.

Topics

- Business Growth Strategies & Trends
- Communication
- Criminal Justice
- Leadership
- Negotiation
- Sales



About Joe Navarro

Personally approached at the tender age of 23 to join the FBI, Joe Navarro became one of the youngest agents ever to join the renowned investigative agency. He went on to spend 25 years at the FBI, working both as an agent and supervisor in the areas of counterintelligence and counterterrorism. Through his work he was able to study, refine, and apply the science of nonverbal communications. His acumen in this field and his success as a spy-catcher, led Joe to train FBI agents, as well as members of the intelligence community.

Retiring from the FBI in 2003, and meeting overwhelming demand for his notable insights into human behavior, Joe has dedicated himself to speaking and consulting with major corporations worldwide.

Today, Joe is recognized as one of the world's foremost authorities on the application and use of nonverbal communications in business. His book, *What Every BODY Is Saying*, after more than a decade, remains the #1 bestselling body language book in the world with more than one million copies sold. Through his experience working with CEOs and senior leaders of major global organizations he is also highly sought out for his expertise on leadership, influence, and the behavioral qualities that drive more effective leaders and in turn happier, more productive workforces. In 2021 he shared those powerful insights in the book, *Be Exceptional: Master the Five Traits That Set Extraordinary People Apart*.

He is described by his audiences as "dynamic," "superb," and "captivating," utilizing his FBI experiences to guarantee his lectures are not only fascinating, but also fun and engaging, sharing the scientific as well as the practical.

Joe earned his Master of Arts degree from Salve Regina University and lectured annually for a decade at the Harvard Business School. He sits on the Global Advisory Board of The Libra Group, supporting its Executive Team and Board of Directors. He provides strategic guidance to the group that is active in aviation, energy, hospitality, real estate, shipping, and diversified investments worldwide.

Select Keynotes

- **The Power of Nonverbal Communications**

Nonverbal Communications

Nonverbal behaviors comprise approximately 60–80% of all interpersonal communication. They can reveal a person's true thoughts, feelings, concerns, as well as intentions. And because people are not always aware they are communicating nonverbally, body language is often more honest than the spoken word. In this presentation, we will explore the applied use of nonverbal communication, as well as crucial insights into how to master nonverbal intelligence in business to assess and influence others. The science of nonverbals will also be explored to debunk the myths that exist about body language, especially as it relates to detecting deception.

Drawing on his decades of experience studying human behavior, Joe will take a fresh approach to how we interpret body language and how we use nonverbal communications as a tool for change, for better business relationships, for collaboration, for negotiations, and for success. He will show how to decode what's really being said in meetings, negotiations, sales, and in due diligence settings, that can often impact decisions, as well as business relations.

This presentation is immediately practical, detailed and full of valuable pointers on how to decode the nonverbals that matter most; how to communicate more effectively and confidently, as well as persuasively. He will also cover how we use nonverbals in telephone conversations to better assess and engage others.

Influence

The second part of the presentation will focus on “influence” – what it is and how to achieve it. Everything from your “curbside appeal” to lasting impressions that inspire and attract will be examined. He will discuss how we use: time, colors, space, touch, distance, simplicity, manners, words and gestures to better connect with others and how we can better communicate empathy, trust, and care. This part of the presentation highlights what truly influences and motivates others. This is the perfect presentation for those interested in harnessing the power of influence through everything that is not verbal.

Five Traits of Exceptional Individuals

The final part of the presentation is dedicated to how we can differentiate ourselves. It explores the importance of going beyond work skills into people skills and how when we master the five traits of exceptional people, we can be truly transformed. In a world where it is increasingly difficult to differentiate ourselves, there is yet a way to be not, just good, not just great, but exceptional.

Whether you manage a large team or interact primarily one-on-one, there is a place for nonverbal communications in your skill set. If decoding what others are thinking appeals to you or you are involved in negotiations or sales, or you merely want to manage perceptions, Joe Navarro’s presentation on *The Power of Nonverbal Communications* will provide you with the immediate tools and skills essential for today’s business environment.

- **Successful and Effective Leadership for Greater Productivity and Happier Teams**

Joe Navarro spent a quarter century with the FBI, pursuing spies and other dangerous criminals across the globe. In his line of work, successful leadership was quite literally a matter of life or death. Now he brings his hard-earned lessons to you. Joe distills a lifetime of experience into five principles that outstanding leaders live by. Drawing upon compelling firsthand accounts from his FBI career, experience working with foreign governments, consulting with major corporations and CEOs, and cutting-edge science on nonverbal communication and persuasion, this keynote presentation provides effective strategies that have proven transformative for those with leadership aspirations as well as those seeking to achieve a higher level of excellence through their leadership.

- **Effective Influence**

This keynote or breakout presentation takes an in-depth look at influence and how to achieve it. Everything from your “curbside appeal” to lasting impressions that inspire and attract will be examined. He will discuss how we use: time, colors, space, touch, distance, simplicity, manners, words and gestures to better connect with others and how we can better communicate empathy, trust, and care. The presentation highlights what truly influences and motivates others and is the perfect presentation for those interested in harnessing the power of influence through nonverbal communications, best practices, and the words that we use.

- **Nonverbal Communications in Negotiations**

Based on Joe’s lectures at the Harvard Business School over a decade, he explores how nonverbals factor in negotiations to establish trust, to create cooperation, to evince information, to establish order and harmony, and to garner greater acceptance. This is the skill set that is not taught at most business schools, but which can make a big difference in determining if there are issues or concerns, for establishing harmonious relationships, respect, greater collaboration, and empathetic understanding. This can be presented both as a keynote and as a two-hour breakout session.

- **Mastering Trustworthiness**

Based on his book, *Be Exceptional*, Joe takes a powerful and insightful look at how exceptional individuals evoke trustworthiness and how that translates into changing perceptions and more effective leadership. With a focus on experienced professionals, this lively keynote examines for the first time what it really takes to convey trustworthiness and influence in a truly transformational way, why this is so important, and how you can use it to differentiate yourself from your peers and competitors.

- **Understanding and Dealing with Toxic Personalities in the Workplace**

This presentation takes a look at and closely examines the four most common toxic personality types most disruptive to organizations. Joe explores their common traits, how to best identify them through their behavior, how to better understand them, and what can be done to deal with them if and when they become a problem.

Select Book Titles

- **2021:** Be Exceptional: Master the Five Traits That Set Extraordinary People Apart
- **2020:** The Dictionary of Body Language
- **2017:** Three Minutes to Doomsday

- **2014:** Dangerous Personalities
- **2009:** Louder Than Words
- **2008:** What Every BODY is Saying

Select Articles

- [How Your Body Language Can Tell People You're a Leader—or Not](#)

Nonverbal communication from executives can speak volumes to employees and others. For starters, don't tilt your head.

- [These are the 5 traits that set extraordinary people apart, says former FBI agent—'but you need the entire set'](#)

- [Motion Detector](#)

Body language expert Joe Navarro says finer points of body language are lost in the video conference era

- [Want to be better at small talk? An ex-FBI agent reveals the method he uses to get people to open up](#)

Conversations are so much more successful and collaborative when we allow everyone to feel they can talk about and share ideas. You don't need to always correct or edit what others say. If you continually object to what people say, they'll eventually grow tired of interacting with you.

- [A guide to body language, from former FBI Special Agent Joe Navarro](#)

Ever wondered what someone is really thinking – especially now we're all wearing face masks? Former FBI Special Agent and body language expert, Joe Navarro, tells Young Post what a tiny eye twitch could mean: is your friend hiding something from you or just having a bad day?