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## **how to analyze people pdf**

How to Analyze People on Sight By Elsie Lincoln Benedict and Ralph Paine Benedict

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people always seem ready to "go" and "dive in" quickly. They engage their motor quickly. Others tend to engage their motor more slowly or more cautiously. Observation # 2: Some people are more TASK-ORIENTED, while others are more PEOPLE-ORIENTED. You can think of this as each person's "external focus" or "priority" that guides them.

### **A Powerful Way to Understand People - [discoveryreport.com](http://discoveryreport.com)**

LibriVox recording of How to Analyze People on Sight, by Elsie Lincoln Benedict and Ralph Paine Benedict. In this popular American book from the 1920s, accomplished public speaker and self-help charlatan Elsie Lincoln Benedict outlines her pseudo-scientific system of "Human Analysis".

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