Understanding Body Language in Job Search

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Where does our body language come from?

Inborn, genetic or learned culturally
Study of Body Language

- Charles Darwin
  Darwin, Charles (1872). *The Expression of the Emotions in Man and Animals*

- Albert Mehrabian
  Mehrabian, Albert (1971). *Silent Messages*  "7%-38%-55% rule"

- Nonverbal signals carry 5x as much impact as the verbal channel
- Constitutes the make up of our intuition
Three Rules for Accurate Reading of Body Language

- Read Gestures in Clusters
- Look for Congruence
- Read Gestures in Context
Eye Movement and research in Neurolinguistic Programming

Reveals what the mind is focusing on
Head Positioning

Head down, following chin
Combo: head and hands

Gesture of evaluation: hand on cheek
The Power is in your Hands

More connections between the brain and hands than any other part of body
Palms Down
Hand Shaking  
Power Play at hand
Arm Barriers

When the mind closes, the body follows
Leg Positioning

Legs reveal what the mind wants to do
Legs when Seated
Image of an Interview
Unanswered questions?

Thank you!

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