

*For better understanding! For better communication!*

# The Body Language Cards for a Successful Job Interview



All rights reserved. No portion of this presentation , the images or any other content may be reproduced or transmitted in any form or by any means, electronic or mechanical, without written permission of the author.

Published by "BodyLanguageCards" - D Rolls Associates

P.O. Box 610081, Newton MA 02461

Phone: (617) 916-5210, [www.bodylanguagecards.com](http://www.bodylanguagecards.com)

Email: [info@bodylanguagecards.com](mailto:info@bodylanguagecards.com)

All rights reserved - [www.bodylanguagecards.com](http://www.bodylanguagecards.com)

“You never get a second chance to make the first impression”

# The Body Language Cards for a successful job interview in 4 steps



<http://www.bodylanguagecards.com>

# Body language as the competition advantage

We polish our verbal skills for an interview, but few of us give much consideration to their non verbal communication and body language skills that support the verbal messages, and that can make all the difference.

“You never get a second chance to make the first impression.”

<http://www.bodylanguagecards.com>

# The body language cards

- Discover the secrets of body language.
- Use that knowledge to make presentations better than ever.
- Get the job that you want.
- Determine how to differentiate between truth and lies in real time.
- Recognize when someone is attracted to you!
- Generate sexual and romantic interest in someone you desire.
- Portray confidence and command respect in any situation!
- Build a sense of trust!

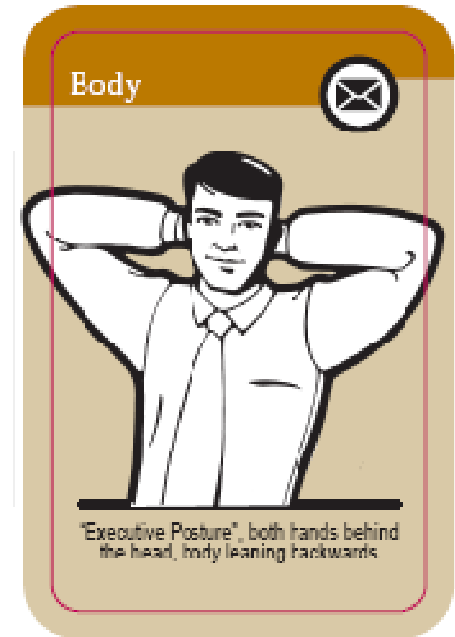


Nokia Private Label

# Why Cards?

Example

1. The information in this field is organized mostly in books, which is amazing, taking into consideration the fact that it's a visual mode of communication and the crucial thing is to have the visual memory of the movement in mind when one encounters the relevant gesture.
2. Cards send a signal to our brain that it's a game and not another bulk of information that we have to learn. People like to play, and thus the information is more effectively consolidated.
3. By flash cards much of the information is integrated in additional brain areas, those involved in habits acquisition.
4. It's also a very easy way to practice and repeat the information which is more complicated with other means.



[www.bodylanguagecards.com](http://www.bodylanguagecards.com)

# Entering with long strides

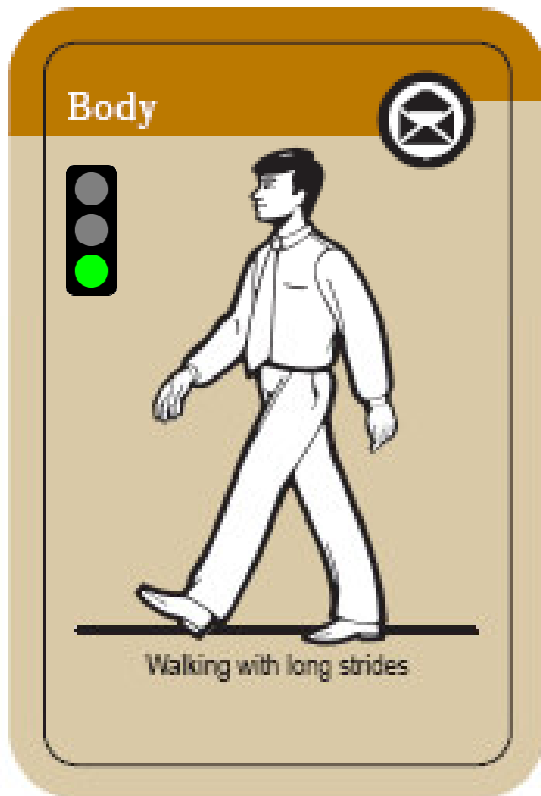
Example

“I’m determined”.

The interview starts the moment you step into the room. Walk in tall, with a smile on your face. Make sure your hands are free and offer it to the interviewer. Make the handshake strong and firm, pumping hands once or twice, then releasing.

Entering with long strides characterizes a person with long-term goals and the willingness to take risks.

Remember that the we never get a second chance to make the first impression.



**Tip** Go to the interview and imagine that you already got the job before the interview even begins. Positives thoughts transmitted by your body into positive gestures.



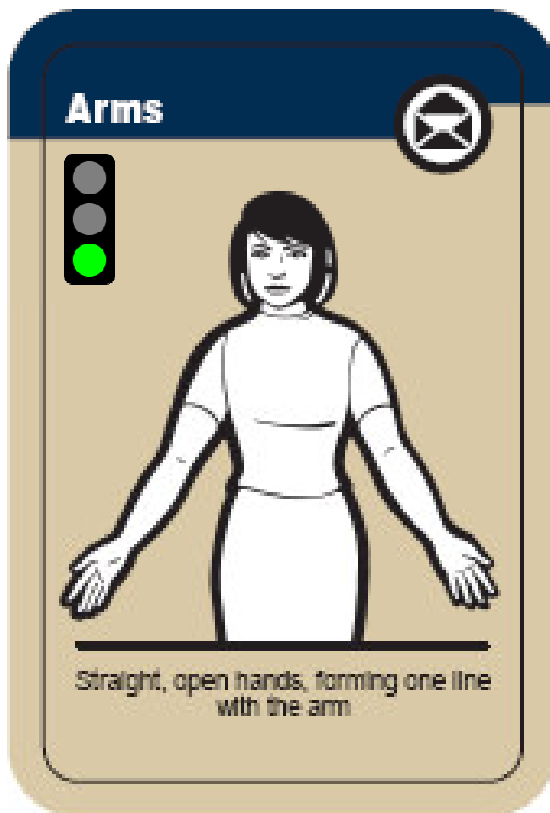
# Keep on open body

Example

“I have nothing to hide”.

Straight, open hands forming one line with arm, shows honesty and openness.

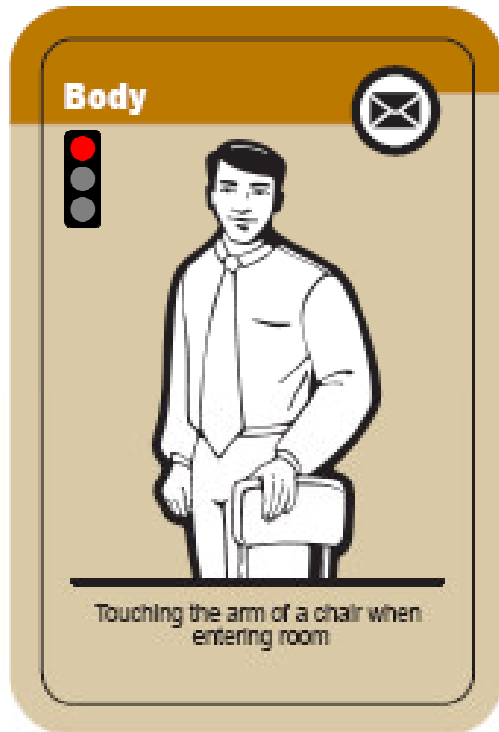
Keep open body posture and appropriate eye contact. Seat yourself at a reasonable distance from the other person.



**Tip:** Most of the people find it to hard to lie while their hands are open. This message is most important as a first impression.



# Touching the arm of a chair when entering room Example



"I'm pretty safe here."

This position stems from uncertainty and insecurity.

Avoid anything that can come between you and your listeners. Crossing your arms, standing behind a chair, or talking to someone from behind a monitor are all examples of blocking which prevents a real connection from taking place.

**Tip:** Only a small percentage of communication involves actual words: 7%. In fact, 55% of communication is visual (body language, eye contact) and 38% is vocal (pitch, speed, volume, tone of voice).



# Extending a hand to be shaken Hands clasped behind back

Example



**"Pleased to meet you."**

The farther the hand is from the body, the more the person wishes to maintain distance.

The closer the hand is to the body, the closer the person wishes to be.

**Tip:** Strong and effective body language can help establish an immediate rapport with your audience, signaling confidence in your message.



# eye contact

- "The eyes are often called, 'the windows of the soul' as they can send many different non-verbal signals.
- Eye contact often increases significantly when we are listening, and especially when we are paying close attention to what the other person is saying.
- Less eye contact is used when talking, particularly by people who are visual thinkers as they stare into the distance or upwards as they 'see' what they are talking about.



Tip: When a person makes very little eye contact, they may be feeling insecure. They may also be lying and not want to be detected; it also could be as a result of coulter behavior.

Example

# Locked ankles



Try to avoid locking your ankles even if they are hidden from the eyes of the interviewer. It's a blocking and negative gesture that affects your state of mind.

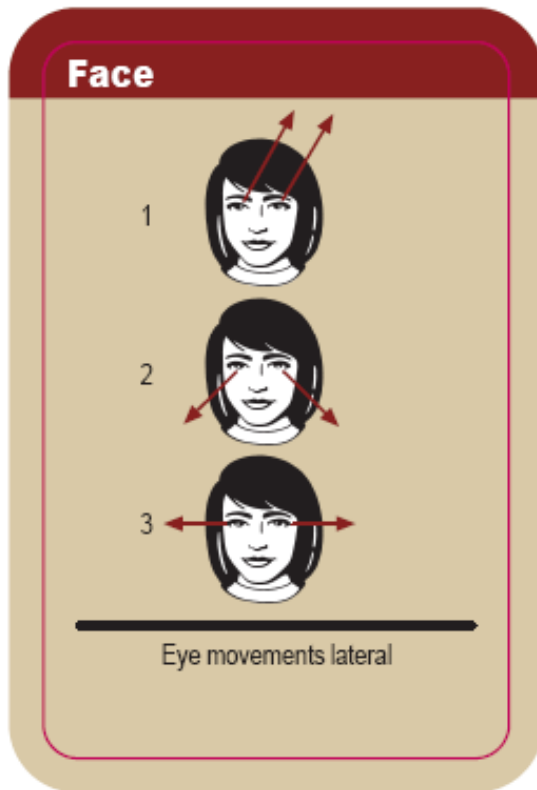
As a rule it is difficult for most people to control their legs since they are far from the head. This is even difficult for those people who are extremely aware of body language.

**Tip:** Wait for the interviewer to direct you to a seat. You can ask the interviewer: "Where would you like me to sit?"



# Identify the preferred communication channel by lateral eye movements

Example



The direction in which a person looks expresses the communication channel that he or she prefers.

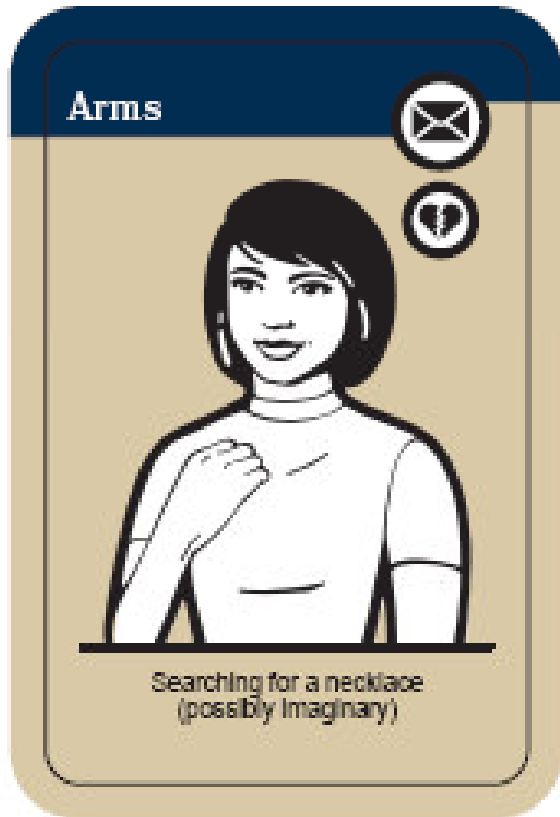
1. The visual channel:  
when the eyes look upward. Words and expressions to use with such a person : look, observe, see, analyze , examine
2. The feeling channel:  
when the eyes look downward, use: feel, cool, cutting, embrace, get in touch with, warm, rough, sore, stir up, support, smooth, soft, touch, emotion.
3. The audio channel:  
when the eyes look to the side. Words to use: tell, listen, amplify, announce, earful, speak, music,



**! Smile**

# Searching for a necklace (possibly imaginary)

Example



**"I have to protect myself."**

Uncertainty, Insecurity, Emotional tension.



Tip: Also animals tend to protect their throat, which is where their main artery is.

# Cleaning glasses during the interview

Example



**"I need some time to look things over".**

During the interview, this movement indicates a pause before reaching a decision.

After cleaning the glasses, the following movements may clarify specific intentions:

1. Putting the glasses on indicates a willingness to proceed and to examine the facts.
2. Putting the glasses aside hints at an intention to end the conversation. This may be a repetitive mechanical movement.

**! It also can be a Mechanical movement that means demonstrating the need to organize thoughts and to concentrate.**

entering

14

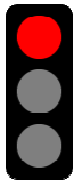
beginning

During

closing

# Jumping from the chair

Example



“No deal”.

A determined, entrenched position (may stem from insecurity), but remember that it also could be because the interviewer must run and it's nothing related to you or the interview.



! Ask what the next stage is to figure out where you stand.

# Buttoning jacket

Example



"I feel more comfortable this way".

When the interviewer buttons his or her jacket, its can be signaling a transfer to logical, accepted and rational communication channels.

In a presentation this movement is accepted as a formal gesture when one rises to speak in front of an audience.

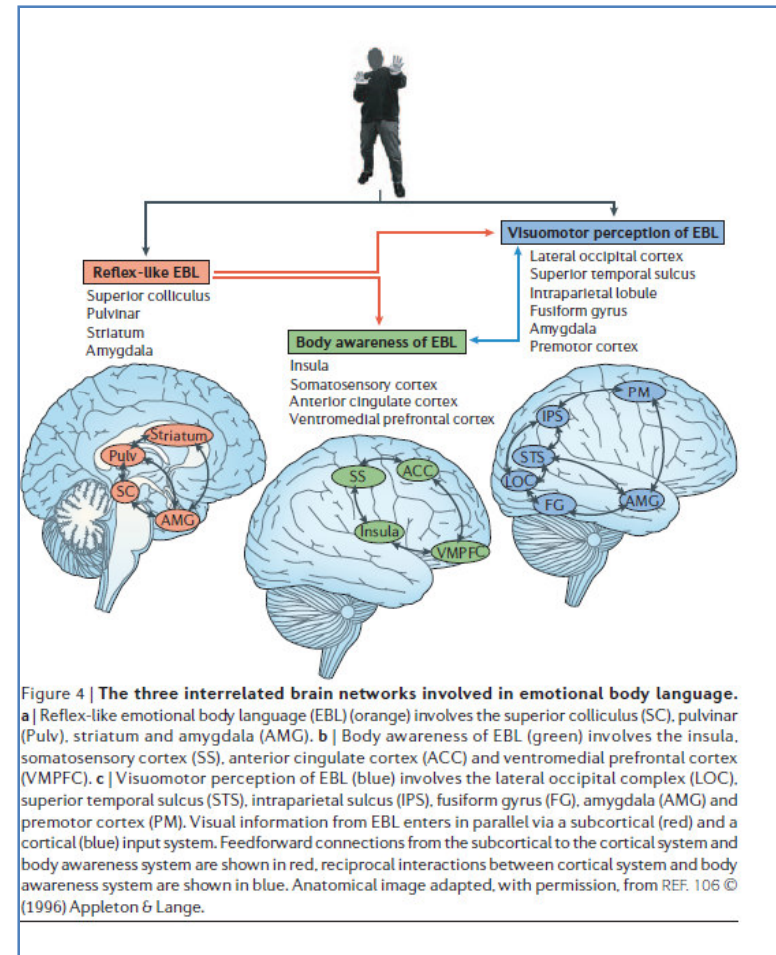
Opening the jacket signals a transfer to be comfortable and open social channels.

Tip: Shake hands while you thank the interviewer for the opportunity, and walk away with your shoulders back and head high. Leave with a good impression.



# The Cortico-Limbic Theory for targeted communication (CLTC)

- Our concept is based on the **Cortico-Limbic Theory for targeted communication (CLTC)**, as a means to educate the “thinking” brain, the neocortex, with information that is already inherited in our “emotional” part of the brain in the limbic system.
- Studies have shown that a specific brain area within the limbic system (the EBL area of the amygdale) is activated in response to emotional body gestures. However, only few of us are actually aware of the meaning and the interpretation of these gestures in a way that it enables us consciously to use it as a working tool to better understand others, control our own body language to help us improve our communication skills.
- Our system is based on visual modes of learning. Body language is a visual language and we use the same modality to encode in our “thinking” brain with its interoperation.



The three interrelated brain networks involved in emotional body language/ Beatrice de Gelder, NATURE REVIEWS | MARCH 2006

# Why Body language?

- More than 90% of our communication is conveyed by non-verbal means. Body language is the main factor in such communication. This is an ancient form of interaction that is even more evident in the animal world. The non-verbal messages are mostly perceived in our unconsciousness leading us to a hunch or a feeling regarding a person or a situation: “I don’t like him, I can feel he is lying” or on the positive side, “I immediately felt connected to her.”
- Body language can be used to improve your negotiation skills, your presentation ability and in different social interactions, including a romantic date.

# The smart gift to salesman and service agents

- This is an example of using the “Body Language Cards” as a smart giveaway and/or self-training kit that you may give to salesmen and service agents in a mobile service store.
- Body language can be used to improve their leasing skills , negotiation skills, presentation and sales performance.



<http://bodylanguagecards.com/>

# Listening to your customers

- This is an example of using the “Body Language Cards” as a smart giveaway and self-training kit to dietitians and nutritionists.
- Body language improved their listening skills, and understanding their patients are the key to long term relationships and good treatment.
- **Yoplait (Israel)** for example packaged these skills in a personal kit to the main target market leaders of the brand.



<http://bodylanguagecards.com>



Smart gift with added value



For better understanding!  
For better communication!

**BODY cards**  
**LANGUAGE**

www.BodyLanguageCards.com

<http://bodylanguagecards.com/>  
[info@BodyLanguageCards.com](mailto:info@BodyLanguageCards.com)

D.R Associates  
P.O. Box 610081, Newton MA 02461  
Phone: (617)916-5210