

MAKING A GREAT FIRST IMPRESSION IN YOUR INTERVIEW AND BEYOND

Body Language: Positive/Receptive vs. Negative/Unreceptive

Extensive research conducted by Dr. Albert Mehrabian of UCLA determined that 55% of the message you communicate comes from your body language, particularly when expressing feelings or attitudes. Think about the kind of impression you seek to make in your job search and networking efforts. Focus on displaying positive/receptive body language to support that impression, and show that you are interested, open, positive and confident.

Positive/Receptive Body Language

- Consistent eye contact / friendly but steady gaze
- Smiling
- Upright posture / Shoulders back / Back straight
- Shoulders and hips parallel
- Relaxed, controlled body movements
- Expressive face
- Uncrossed arms and legs
- Open hand gestures / No excessive or distracting hand movements
- Nodding or tilted head
- Head held high



Negative/Unreceptive Body Language

- Looking down / Avoiding eye contact / Shifting eye contact / Staring
- Yawning / Frowning / Squinting / Furrowed brow
- Slouched or hunched posture
- Nervous, jerky body movements or fidgeting or foot/finger tapping
- Nodding or blinking excessively
- Lack of facial expression
- Crossed arms and legs
- Rigid posture and movement
- Hands clenched
- Shaking head

