

Test Yourself

Does your body language really affect how you think and feel? Test it yourself. Try this exercise.

Cause and effect

- Sit on a chair and fold your arms.
- Cross your legs.
- Slump in the chair.
- Now imagine you're at an interview and the interviewer is sitting in front of you. Don't look at them – stare at the floor instead.
- Don't allow yourself to use any facial expressions.
- Now answer – out loud – the question: 'What do you enjoy most about your present job?'

That was Part 1 of the exercise. Now for Part 2:

- Relax your hands in your lap.
- Put both feet on the floor.
- Don't slump, but lean slightly forwards.
- Look straight at your imaginary interviewer.
- Smile.
- Now answer – out loud – the question: 'What do you enjoy most about your present job?'

Do you notice a difference? I hope so. You should find that there is a marked difference in your tone as you answer the question using these two, very different, physical approaches.

When you adopt positive, upbeat body language, your whole tone lifts and sounds more confident, energetic and enthusiastic – all qualities that you need to project in an interview.

