



The Power of First Impressions

Type of Body Language & What They Mean

First impressions are crucial. From what you wear to what gestures you make, be assured, that people will take note.

In fact, studies have found that **non-verbal cues** have over four times the impact on impression you make than anything you say



Arched Eyebrows

When we raise our eyebrows it means we are contemplating what we're listening to and that we're mildly intrigued

Direct Eye Contact

Means we're interested, we're listening, and that we're focused on you



Feet Facing Forward

It shows that your focused on the other person



Positive/ Open Body Language

Akimbo Arms

Planting your hands with your thumbs backward omn your hips and elbows out in a 'V' shape displays dominance and authority



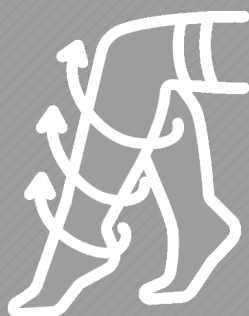
Mirroring

Mirroring someone's body language means they're interested in you and trying to build rapport

Negative/ Closed Body Language

Shaking Your Legs

Means you're anxious, scared or impatient



Lowered Head

Means you're ashamed of something, shy or have something to hide

Squinting

When people see what they dont like, feel threatened, or are unhappy, they squint their eyes



Blinking Too Much

Means we are nervous or anxious



Arms Crossed

presents a barrier and suggests an image of defensive, reserved and uncomfortable

Common Non-Verbal Mistakes Made During an Interview



26%

Have a weak handshake

Close their arms over their chest



21%



33%

Fidget too much

Play with their hair or touch their face



21%



67%

Fail to make eye contact

Don't Smile

38%



33%

Have bad posture

Quick Stats of First Impressions



First impressions are formed within **7 SECONDS** of meeting someone

In a survey of 2000 managers, **33%** claimed to know whether or not they would HIRE someone within **90 SECONDS**

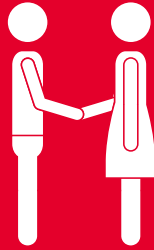


In a study, researchers identified

5000

DISTINCT HAND GESTURES in humans

During face-to-face meetings.



93%

of PEOPLES JUDGEMENTS of others are based on non-verbal input like BODY LANGUAGE



55%

of first impressions are formed by your dress, act and walk through the door



70%

of employers claim they don't want applicants to be overly FASHIONABLE or TRENDY



80%

of information people remember is Oral & Visual

38%

of a person's first impression is determined by TONE OF VOICE



65%

Of hiring managers say that clothes can be a deciding factor between two similar candidates

7%

The words you choose to say



Brightly coloured and heavily patterned clothing is BAD