

## SKILL SET: 03

# Importance of Eye Contact during Interview

**Indian's are best with their body language** that's why most companies across globe hires Indian; because of Positive Body Language. Read on below a small article about the importance of eye contact during interview.....

You've interviewed for your dream job. You know you're the best person for the position, you nailed all the questions, and you're completely certain that the interviewer was hanging on your every word. You still didn't get the job. Why? Telling the interviewer what they want to hear isn't the only way to ace an interview. Your body language can speak even louder than your words, and eye contact is at the top of the body language list.

Think for a moment about all the ways eye contact is subconsciously interpreted in daily interactions between people. **Magnify the impression eye contact** can make two or three times, and you'll have a good idea of its importance during a job interview. Here's why:



### **\*Honesty and Sincerity**

How many times have you asked someone a serious question, only to have his eyes break contact with yours just as he answers? This is an excellent indicator that the answer given isn't **fully honest or heartfelt**. Glancing down while answering a question is a common indicator that your answer isn't completely truthful.

## \*Confidence



Looking down during a conversation is a classic sign of submission and betrays a lack of confidence in the subject matter being discussed. Many interviewers form an opinion that a job candidate isn't as qualified as he or she represented on the job application or resume when the candidate spends most of the interview looking at the table. If you show signs that you're intimidated or scared, the interviewer will wonder how you'll react the first time you're asked to be accountable for a project.

## \*Competence



Just as focusing your eyes downward can make you appear weak-willed, shifting your eyes around the room can be just as damaging to the impression you're trying to make. "Tennis Match Syndrome," eyes that shift from side to side, is an indication to interviewers that you're not trustworthy. Bouncing your gaze all over the room will likely make the interviewer think of you as flighty and unable to focus on the task at hand.

## \*Focus and Drive



Have you ever tried to have a conversation with someone whose gaze was fixed on some point off in the distance? Focusing on an external, unrelated object during an interview will leave your interviewer thinking that you have more important things on your mind than whether you get the job. It will also raise a red flag indicating that you might spend paid, productive time staring off into space.



### \*Aggression

On the other side of the coin, constant and heavy eye contact leaves people feeling as if their personal space has been somehow invaded. Staring at an interviewer throughout the meeting can create the impression that you're distrustful, or that you see yourself as the dominant party in the conversation. Since you're the one asking for a job, this is not the way you want to appear to your potential new boss.



### \*Conversational Tone

Approach your interview in the same way you would a conversation with friends or family. Make eye contact for the first few seconds when someone begins speaking, and again when you give your answer. If you must look away, turn your head only slightly to the side and make sure you have a serious, thoughtful expression on your face, as if you're giving serious consideration to what the interviewer has to say.

**Keep these basics in mind, and you'll give a fantastic first impression as a well-rounded, socially adept candidate.**