

# Interview Tips

## How to look confident in a job interview

### No matter how you're feeling when you start

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**Rehearse success:** Visualize your success before the interview, rather than imagining all the things you might do wrong. Most people when faced with a difficult situation like a job interview or a speech imagine themselves failing; you create a movie where they don't make a good impression. Instead, rehearse your success and create a positive script. Prepare by first practicing "live" with someone. Then visualize your successful movie closing your eyes and visualizing yourself in the interview... Imagine how you will shake hands well and sit with confidence, be warm and friendly, listen attentively and answer with confidence all the questions you're asked. Play the movie of you giving a successful interview in your head over and over so that when you are under stress, you can easily go to the positive, successful responses you have rehearsed

**Merge:** Think of a time on the job, or in your personal life, when you experienced a success, take a success from any part of your life where you have had an emotionally satisfying experience where you have felt confident, fully alive and positive. Notice how you feel, tell yourself that story, feel those emotions and merge those positive emotions with the new story of your job interview success. (We create and experience stories in the emotional right hemisphere of our brain. When we recall and retell these stories, we re-experience the feelings that accompany them. By using the merging technique, you can bring positive emotions and success into any situation.)

**Pop:** You can take this process one-step further by creating a pop anchor to feel and act more positively in your interview. I had a client who was having trouble visualizing success after a number of negative job interview experiences. He didn't have a positive memory of a work scenario to recall. We used what I call my pop tool, so he could "pop" to a more upbeat, optimistic body language. I asked him to recall what activities or situations made him feel that way. "Sailing!" he quickly replied, and his whole demeanor changed as he explained why. While he was in this mode, I asked him to "anchor" these feelings to his subconscious by briefly touching his leg. Then we watched our recording, and he touched his leg when he saw and felt the confidence and excitement he liked. In subsequent job interviews, he was able to "pop" to those emotions and nonverbals by briefly touching his leg.

## **Stay Up**

Remember, when we're in an upbeat mood, our gestures move up, our head comes up, our shoulders come up and back, and even our feet seem to lift in a lighter, bouncier way. Not quite like Tigger in Winnie the Pooh, but in a way that directs your energy upward. Before a job interview or any stressful meeting, work on yourself "from the outside in" to change your mood and behavior by doing things that make you feel positive inside. Talk to a friend, watch something funny, or listen to music that makes you sing along in your car on the way to the meeting.