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## 10 Ways to Know If You'll Get the Job

By Carol Kinsley Goman

As the candidate in a job interview, you're aware that you're being assessed for competence, confidence and candor. But what about the interviewer? Is he being totally upfront with you? Here are 10 cues that will tell you what the interviewer really thinks:

1. If the interviewer says he "could go on talking with you all day," but his feet are pointing toward the door, he's through with you and wishes he were somewhere else.
2. If the interviewer begins to mimic your gestures, he feels you are a kindred spirit and you're likely to get his stamp of approval.
3. If the interviewer shrugs one shoulder as he tells you about the company's great work environment, it's probably not that great.
4. If the interviewer tells you he's not sure you're right for the job, but keeps glancing at your resume, he's still interested.
5. If you ask when you'll know if you got the job, and he replies, "Um, uh, er...soon," you'll never hear from him again.
6. If the interviewer tilts his head as you're speaking, he wants to hear more.
7. If the interviewer shakes your hand with his hand over yours (instead of sideways to yours), he believes that he (literally) has the upper hand.
8. If the interviewer tells you that "this position has potential for rapid advancement," but his blink rate increases dramatically, he's really telling you that you'll spend the rest of eternity in the mailroom.
9. If the interviewer's entire body – head, shoulders, hips, and legs – is oriented toward you, he is totally engrossed in what you're saying.
10. If the interviewer stands up and starts to simulate golf swings (it's happened!) – it doesn't matter what he says; you'll never in his lifetime work for that company.

*Troy Media columnist Carol Kinsey Goman, Ph.D. is an executive coach, consultant, and international keynote speaker at corporate, government, and association events. She's the author of 12 books, including *The Silent Language of Leaders: How Body Language Can Help – or Hurt – How You Lead*, and (her latest), *The Truth About Lies in the Workplace: How to Spot Liars and What to Do About Them*. Contact Carol by email: [CGoman@CKG.com](mailto:CGoman@CKG.com), or through her website: [www.CKG.com](http://www.CKG.com).*