

## **SHOW YOUR “ENERGY EDGE” DURING JOB INTERVIEWS**

*Career Magazine*

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Suppose you're competing for a job against several other candidates with similar relevant experience and excellent resumes. Each of you dresses appropriately for the meeting, shakes hands firmly and maintains eye contact with the interviewer, then answers the questions articulately.

Who'll get the job? While a great resume and interview demeanor can help land an offer, the deciding factor often is the amount of energy or enthusiasm you project during the meeting.

Demonstrating this “energy edge” isn't easy for many candidates, though. Introverts often are uncomfortable about displaying enthusiasm. Plus, if you've been unemployed for several months, you may not feel enthusiastic. Yet, even quiet candidates who don't normally show energy can demonstrate this quality to interviewers.

Interviewing skills are learned, not innate, so you can teach yourself how to project confidence and enthusiasm during meetings with hiring managers. They only want you to prove to them during this 30-minute session that, if hired, you'll work tirelessly, achieve goals and connect well with others. Even if you don't have a naturally enthusiastic personality, you can verbally and visually relate how you'll attack assigned projects.

To show vigor, strength and vitality during interviews, start by having the right mind-set. Realize that interviewers want you to convey how you'd approach the available job, not what your personality is like.

To project enthusiasm, think about a cause you're passionate about or an especially enjoyable experience or adventure. It could be a family outing, trip or volunteer activity. Now describe the event and the feeling it gave you.

The first time I went rafting, for instance, I felt a tremendous rush of adrenaline, fear and exhilaration when we navigated the first whirling rapids. Afterwards, we all shared a sense of accomplishments for successfully making it through.

When I describe this experience, my enthusiasm and resulting energy are always apparent. Yours will be, too, because of several verbal and visual cues. For example, your voice level may rise or fall as you describe an exciting event. You also may gesture to convey a strong feeling or action.

Having a more alert, active body posture is another energy tip-off. Sitting up straight or on the edge of a chair and leaning slightly forward shows that you're vitally interested in and excited about what you're discussing.

It's hard to be enthusiastic about another person's experience if he or she doesn't seem interested in it. In other words, if you don't show enthusiasm about your background, interviewers won't be interested, either. They'll have trouble seeing you as a vital achiever who takes pride in reaching job and career goals.

By describing an accomplishment or work project with the same tones and gestures you'd use for an exciting adventure, though, you'll convey your commitment to interviewers. Suddenly your energy, interest and passion for your job will emerge, separating you from candidates who depend on their resumes to speak for them.