You walk into a job interview. Count slowly to seven. In that amount of time, you will have been evaluated and major decisions will have been made about your credibility, confidence and competence. I’m Carol Kinsey Goman, author of *The Nonverbal Advantage*, secrets of science and body language at work. According to research in New York University, you’ve got just seven seconds to make a lasting first impression. Obviously, you won’t impress anyone by what you say in seven short seconds. In fact, it’s all about what you don’t say, your body language. Here are seven powerful ways to make a positive first impression at your next job interview.

First, adjust your attitude. Don’t wait until you enter the interview room to warm up. Before you walk through the door, think about the situation and make a conscious choice about the attitude you want to embody. Attitudes that could attract people include friendly, happy, approachable and curious.

Stand tall, project confidence and credibility by standing up straight, pulling your shoulders back, and holding your head high. Just by assuming this physical position, you will begin to feel sure of yourself.

Smile. A smile is an invitation, a sign of welcome. It says I’m friendly and approachable. In fact, research shows that if you smile at someone, it activates the reward centre in that person’s brain.

Make eye contact. Looking at someone’s eyes transmits energy and indicates interest and openness. Look into the interviewer’s eyes long enough to notice what colors they are. With this one simple technique, you will dramatically increase your likability factor.

Raise your eyebrows. Open your eyes slightly more than normal to simulate the eyebrow flash that’s the universal signal of recognition and acknowledgement.

Lean in slightly. Leaning forward shows you are engaged and interested. We naturally lean forward to people and things we like or agree with. But be respectful of the other person’s space.

Shake hands. This is the quickest and the most effective way to establish rapport. Research shows that it takes an average of three hours of continuous interaction to develop the same level of rapport that you can get with a single handshake. Make sure to hold the other person’s hand a few seconds longer than you are naturally inclined to do. This can convey additional sincerity.

Every interview is an opportunity to increase your skill of making a positive first impression. You’ve got just seven seconds. But if you handle it well, seven seconds is all you need.