

Self-presentation is part of the application process. Whether you're in an assessment center or in the middle of a job interview - at some point, the phrase "Tell us something about yourself!" will come up. Now you should describe yourself, your career, your previous successes, your way of working. Within minutes, the interviewer should get to know you. Pure self-praise. Many are afraid or unsure. But you do not have to be. Here we show you how to master the self-presentation perfectly with thorough preparation ...

The self-presentation has a high priority in the job interview. For HR professionals, this is an opportunity to experience candidates live in the context of the facts that they already know from their application or CV. You can monitor the candidate closely and check if there are any contradictions or if the candidate has cheated on his CV.

The Self-presentation rarely lasts longer than three to five minutes. More is not expected. It is not a lecture, but "only" an idea to give a first impression.

It is all about selling yourself. The self-image offers an insight into how you might act later in the job.

Interviews are tricky: Within a few minutes you should say the smartest thing that has ever come out of your mouth, should spray with inspiration and commitment, should be sympathetic and motivated, make a good impression and on top of that subtly emphasize why this is the unique Opportunity for the company is to stop filling the position for the position. And all under the high stress of a classic exam situation. No wonder most applicants get nervous in such a situation. And with the nervousness come the wet hands, the heart racing and the dull feeling in the stomach.

Interview body language: Read the signals!

We do not always say what we think. But our body language reveals what we feel. Even when we are silent, our body is still talking. Particularly in the job interview, the effect of self-presentation depends enormously on the facial expressions and gestures, ie facial features, posture and movements. They can arouse sympathy, but also the opposite. Only when the non-verbal signals fit the statements and the rest of the image of the applicant, can this create a coherent image and thus credibility and authenticity, which plays a crucial role in the application ...

What personnel look for in body language

How much body language influences a conversation or even hints at its outcome has already been demonstrated by numerous experiments and studies. When scientists around Alex Pentland testified to a 45-minute salary negotiation, they were able to say what the conversation would be like in just five minutes - 87 percent of the time. It's not that different in applications.

So there are some gestures, the staff regularly attract negative attention and applicants - in case of massive occurrence - can quickly catapult out. Of course the emphasis is on "massive". Just because one fidgets or feels embarrassed in the hair, no one attracts attention. That's normal nervousness. But even here it is like everything else: the dose makes the poison

These 8 gestures are negative for staff

- Missing eye contact
- No smile
- Fidget, fumble, fiddle
- Sagging posture
- Sleepy handshake

- cross arms
- To play with your hair
- Waving hands

Most candidates do not fail in the job interview on the professional qualifications. Those have already been matched by the CV and the preselection and have led to the invitation to interview.

On the contrary, candidates are shipwrecked because of their soft skills, the non-verbal signals and the feeling of the HR manager. The person concerned might not fit into the team. Quite a few staff members solidify their first impression of a candidate within the first two minutes and then barely move away from it. Dress code and body language get a huge weight, because who says in the first two minutes so much convincing that the rest does not matter at all?