

TABLE OF CONTENTS

Preface	vii
Introduction	1
1. The business transaction	9
2. The career interview	13
3. The academic interview	23
4. The interactional element	25
5. Hierarchical evaluation of nonverbal behaviors	33
6. Interviewing the interviewer	39
7. The similar-to-me effect	61
8. The structure of the career interview	65
9. The relationship of nonverbal features to verbal features in the evaluation process	71
10. Differences in the perception of nonverbal behavior among students and non-students and depending on the sex and age of the rater	83
11. Differences in the evaluation of nonverbal behavior depending on the sex of the sender	107
12. The minority applicant	125
13. The use of nonverbal cues in determining skill qualifications	135
Conclusion	139
Appendix I Personal data of raters	141
Appendix II Performance ratings	142
References	143