1. Record Nr. UNINA9910781542603321 Autore Von Raffler-Engel Walburga <1920-2009.> Titolo The perception of nonverbal behavior in the career interview / / Walburga von Raffler-Engel Amsterdam:,: John Benjamins Pub. Co.,, 1983 Pubbl/distr/stampa **ISBN** 1-283-35948-0 9786613359483 90-272-8034-7 Descrizione fisica 1 online resource (156 pages) Collana Pragmatics & beyond, , 0166-6258;; 4:4 Disciplina 658.3/1124/019 658.31124019 Soggetti Nonverbal communication

Lingua di pubblicazione Inglese

**Formato** Materiale a stampa

Livello bibliografico Monografia

Description based upon print version of record. Note generali

**Employment interviewing** 

Bibliography: p. 141-148. Nota di bibliografia

Nota di contenuto THE PERCEPTION OF NONVERBAL BEHAVIOR IN THE CAREER INTERVIEW:

Editorial page; Title page; Copyright page; Table of contents; PREFACE; 0. INTRODUCTION: 1. THE BUSINESS TRANSACTION: 2. THE CAREER INTERVIEW: 3. THE ACADEMIC INTERVIEW: 4. THE INTERACTIONAL ELEMENT; 4 1.Instrument; 4.2. Subjects; 4.3. Analysis; 4.4. Results;

4.4.1. Non-interactional behavior; 4.4.2. Interactional behavior; 4.5. Conclusion; 5. HIERARCHICAL EVALUATION OF NONVERBAL BEHAVIORS;

Abbreviations; 6. INTERVIEWING THE INTERVIEWER; 6.1. Literature search; 6.2. Manifestation and interpretation; 6.3. Proxemics; 6.4.

Conclusion

7. THE SIMILAR-TO-ME EFFECT; 8. THE STRUCTURE OF THE CAREER INTERVIEW; 8.1. The structure of the interview; 8.2. Dominance; 8.3. Psychological tests; 8.4. Conclusion; 9. THE RELATIONSHIP OF

NONVERBAL FEATURES TO VERBAL FEATURES IN THE EVALUATION

PROCESS; 9.1. Research design; 9.2. Instrument; 9.3. Testing

procedure; 9.4. Subjects; 9.5. Analysis; 9.6. Results; 9.7. Conclusions: 10. DIFFERENCES IN THE PERCEPTION OF NONVERBAL BEHAVIOR AMONG STUDENTS AND NON-STUDENTS AND DEPENDING ON THE SEX AND THE AGE OF THE RAT: 10.1. Instrument: 10.2. Testing procedure:

10.3. Subjects; 10.4. Analysis

10.5. Results; 10.5.1. Age differences among interviewers; 10.5.2. Professionals versus students (see Chart I at end of chapter); 10.5.3. Comparison by sex - Professionals (See Chart II at end of chapter): 10.4.5. Comparison by sex - Students (See Chart III at end of chapter); 10.5.5. Comparison by sex - All males versus all females (See Charts IV. V. and VI at end of chapter): 10.6. Conclusion: 11. DIFFERENCES IN THE EVALUATION OF NONVERBAL BEHAVIOR DEPENDING ON THE SEX OF THE SENDER; 11.1. The rating of a female vs. a male candidate; 11.1.1. Instrument; 11.1.2. Subjects and testing procedure 11.1.3. Results: Rating of female vs. male candidate; 11.1.4. Conclusion: Rating of female vs. male candidate; 11.2. The evaluation of the female candidate depending on the sex of the rater; 12. THE MINORITY APPLICANT; 12.1. Employers' attitudes; 12.2. How the minority candidate perceives himself; 13. THE USE OF NONVERBAL CUES IN DETERMINING SKILL QUALIFICATIONS; CONCLUSION; APPEND I. XIPersonal Data; APPENDIX II. Performance Ratings; REFERENCES

## Sommario/riassunto

Walburga von Raffler-Engel takes a novel approach to compiling information about doctor-patient communication. She has surveyed popular literature around the world to gain a grass-roots' perception of this relationship in various cultures. Most of the contributions are by practicing physicians, illustrating reflections on doctor-patient communication from both the physician's as well as the patient's points of view. A variety of disciplines are involved in the study of this subject, such as discourse analysis, non-verbal communication, psychology, sociology, education, etc.