



Essential Characteristics of a WINNING Handshake

dodea
DEPARTMENT OF DEFENSE EDUCATION ACTIVITY



CELEBRATE TODAY, OWN TOMORROW!

What is CTE Month?

Career and Technical Education Month, or CTE Month, is a public awareness campaign that takes place each February to celebrate the value of CTE and the achievements and accomplishments of CTE programs across the country. As a part of CTE Month, PK-12 educators in all schools are encouraged to share with students the power of a WINNING handshake.

7 Tips For Giving A WINNING Handshake

- 1 Know When to Initiate
- 2 Stand and Look the Person in the Eye
- 3 Offer a Greeting Before and During
- 4 Your Handshake Should be Firm but Not Crushing
- 5 The Handshake Should be Approximately Two to Five Seconds Long
- 6 Be Aware of Your Other Hand
- 7 Shake Hands in an Up-and-Down Motion



Do you ever wonder what to do when you first meet someone? Should you extend your hand or wait for the other person to do so? It's important to learn the proper way to shake hands because making a good first impression is essential in many social and business situations. Having a winning handshake will leave a lasting impression during a job interview!

Practice with friends or family members before you start shaking the hands of strangers. Remember that people often initially judge you by your handshake, so make sure it shows your confidence and pleasant personality.

Occasions you will need to shake hands:

- ⇒ Initial introduction
- ⇒ Job interview
- ⇒ Seeing someone you haven't seen in a long time
- ⇒ Greeting guests when you are the host or hostess
- ⇒ Greeting a host or hostess when you are the guest
- ⇒ Whenever someone else extends his or her hand

Handshakes to Avoid

- 1 **The Dead Fish:** This one is particularly common among women, but it's perhaps the worst—a limp, lifeless hand extended and just barely shaken. It's the type of handshake that can ruin a meeting before it even begins.
- 2 **The Knuckle Cruncher:** This grip may be a demonstration of machismo, but it could also be the result of a person genuinely unaware of his (or her) strength. Alternatively, some women have been taught that the stronger their grip, the more seriously they will be taken—and they clamp down as if their life depended on it.
- 3 **The Dominant:** In this case, the hand is extended palm down—seems subtle, but it conveys the intention of having the upper hand in the interaction.
- 4 **The Two-Handed:** Two-handed handshake (also known as The Politician's Handshake)—when you feel your partner's left hand closing in on your right hand, wrist, arm, shoulder, or neck. The only time this is OK is when the person you're meeting is already a good friend (and even then I'd reserve it for those times when you want to convey special warmth).



Why Your Handshake Matters (and How to Get it Right); Forbes