

MAKING A FIRST IMPRESSION!

Charm was a scheme for making strangers like and trust a person immediately, no matter what the charmer had in mind....Kurt Vonnegut

WHAT TO KNOW!

- ❖ First impressions refers to the mental image and judgment a person makes when they first meet another person
- ❖ You never get a second chance to make a first impression... has been attributed to Will Rogers or Oscar Wilde and others
- ❖ First impressions can be highly inaccurate and depends on physical appearance, gender, culture, voice, dress, background and other factors
- ❖ Also affecting first impressions is the number of other people who share or disagree with your judgment, the more who agree, the stronger your opinion
- ❖ First impressions are often determined by stereotypes; does she shop at K-Mart or at Saks or what other brand labels is she wearing?
- ❖ People are quick to judge others and research shows that it takes just one-tenth of a second to form a first impression
- ❖ People can and will treat other people differently based on their first impressions
- ❖ Positive first impressions can lead to good relating while negative first impressions can lead to rejection, discrimination, and prejudice
- ❖ First impressions tend to be stable but can change based on more social interactions
- ❖ The halo effect in first impressions refers to judging a person to have positive qualities in one area and that it will generalize to positive qualities in other areas
- ❖ Judgments about people are very powerful and they can override facts and knowledge; we tend to judge a book by its cover even though we know better
- ❖ Research also shows that how people categorized faces was a good predictor of whether they thought the person was trustworthy despite conflicting hard evidence
- ❖ Studies have also found that women with makeup, but not too much, were judged as being more likable, competent, and trustworthy than those who wore no makeup
- ❖ A negative first impression can lead to rejection, withdrawal, low self-esteem, pessimism, limited job advancement, depression, and social anxiety
- ❖ Factors that go into making a good first impressions include: how you make them feel, when they benefit by meeting you, and what kind of mood you are in
- ❖ First impressions from online encounters are often more negative than a face to face encounter
- ❖ People tending to remember only first and last impressions accounts for why speed dating has become popular

WHAT TO DO!

- ❖ To make a good first impression when meeting others
 - ❖ dress appropriately and be well groomed
 - ❖ be aware of you nonverbal cues such as eye contact, discomfort, stance, tone
 - ❖ be the best you can be
 - ❖ know who you will be meeting
 - ❖ listen to and show interest in others
 - ❖ be confident and relax yourself
 - ❖ prepare for meetings and determine how you want to present yourself
- ❖ Seek professional help if you are depressed/anxious regarding making a first impression

WE CAN HELP!

Call us at **954 755-2885** or email us at DrKimmel@KimmelPsychology.com

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