

First impressions and introductions

M. Grazia Busà 2017-18

Look at the following video



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Sooooooo.....

- Making a good first impression is VERY important...

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- We'll never have a chance to make that first impression again...

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INTRODUCTIONS

- One of the very first things you'll be required to do in any social situation
- Greatly contributes to the impression we make on people

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Some recipe for
making a good
impression

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1. Mindset

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- Don't try too hard!

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1. Mindset

- Don't try too hard!
- Don't give up before you even try!

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What are people more likely to base their first impression on?

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What are people more likely to base their first impression on?

- How they 'feel' about us

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How do you give a good
'feel' about yourself?

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2. Conveying good feelings

- Positivity, light-heartedness
- Respect
- Show interest

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How do enter the room?

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Do you really want to impress?

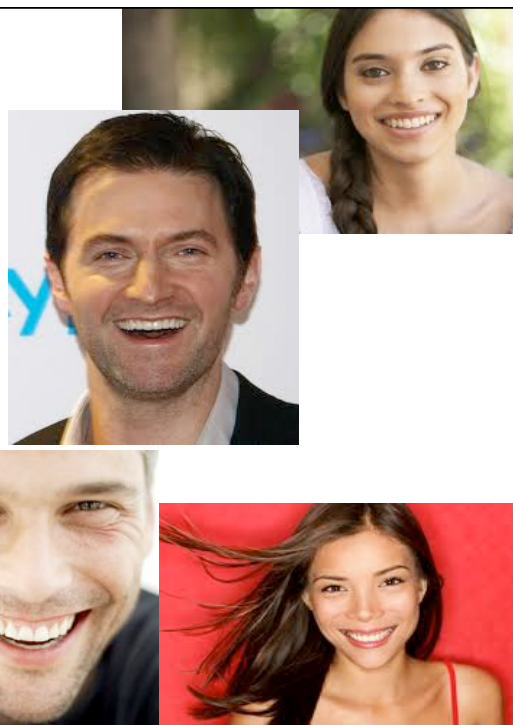
- <https://www.charismaoncommanduniversity.com/amazing-first-impressions/>
- <https://www.youtube.com/watch?v=w74Zjj47HzI>

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The importance of Smile

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Smile establishes
contact and
creates
interaction



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Can you distinguish
between a true and a
fake smile?

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Gaze

- Provides **very powerful non-verbal signals**, i.e., information on the actual situation



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Gaze functions

Direct gaze
(eye contact)

- ◆ Reinforcement
 - ◆ Emphasis
 - ◆ Intimacy
- ◆ Approval, invitation
 - ◆ Threat

Indirect,
avoiding gaze

- ◆ Anxiety
- ◆ Embarrassment
- ◆ Insincerity
- ◆ Fear
- ◆ Submission

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Gaze functions

Indirect gaze
(eye avoidance)

- ◆ Does not establish a relationship
- ◆ Reveals lack of self esteem
- ◆ Often reveals deceit

Staring

- ◆ Makes people feel uncomfortable

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- Make solid eye contact, especially while YOU are speaking

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<https://www.youtube.com/watch?v=1Rda0nLx800>

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The expressions on the face

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Your face

Projects:

- personality features
 - emotions
 - ✧ (happiness, surprise, interest, fear, sadness, disgust, anger)
- interactivity reactions (to other people's communication or context)

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Test: do you recognize face expressions?



15.3 Le espressioni facciali universali delle emozioni

- Disgust
- Sadness
- Surprise
- Anger
- Happiness
- Fear
- Despise

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- Your face portrays your bad feelings

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To touch or not to touch?

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Touching (handshaking, hugging)

- Conveys intimacy
- Builds trust

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- <https://www.youtube.com/watch?v=h3s8WVwjky>

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However

- ‘How much and how close’ are very culture specific

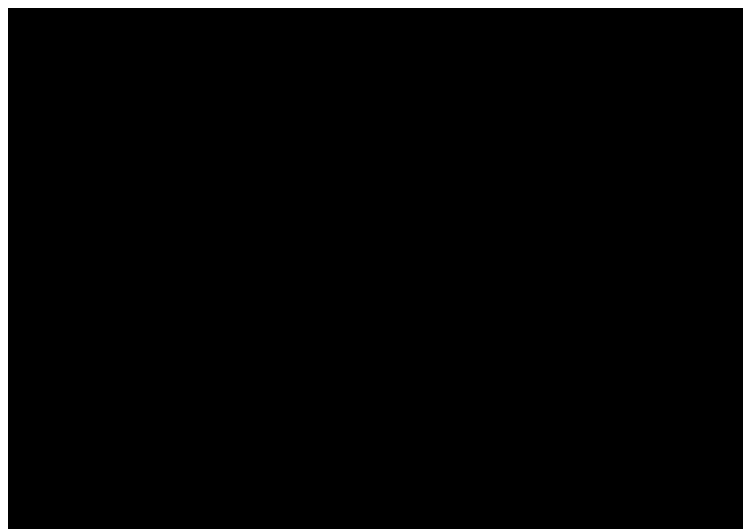
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To kiss or not to kiss?

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Science World Kissing



<https://www.youtube.com/watch?v=rLKnoD1YTto>

**Kissing is also very
culture-specific**

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SOOOOOO



<https://www.youtube.com/watch?v=eVGojczdkAI>

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From last lesson

- For a good introduction/first impression:

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- Mindset
- Be positive
- Smile
- Eye contact/gaze
- Face
- Touch/Kiss

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More on introductions and first impressions

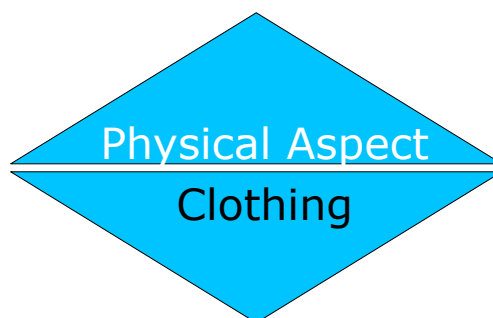
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Minding the basics

- Look appropriate for the situation

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External aspect



Provides information on the person.
Affects opinions.
Is a form of auto-presentation

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Appearance communicates



Merkel's knee-high
and Michelle's and Kate's elegance

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Shaking hands

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<https://www.youtube.com/watch?v=0YLBUXHgJw>

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What to say and how to
say it

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Revealing yourself

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Revealing yourself

- Show your true self
 - Weaknesses and vulnerability can be endearing and empowering
- Makes you very personable
- You are the way you present yourself

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[https://www.youtube.com/watch?
v=1ACQpZW-eTg](https://www.youtube.com/watch?v=1ACQpZW-eTg)

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How much information?

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How much information?

- Give only the info that is relevant to the situation
- Present yourself in an way that triggers interests

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Don't speak too slow or too fast

- Speaking too slow makes you sound less truthful, less fluent, and less persuasive
- Lots of hesitations ('um' and 'ah') show that you don't what you're talking about.
- Speaking too fast show nervousness anf may be hard to understand

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Remember and say names

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Remember and say names

- Has a great impact
- Makes people feel liked and special
- It's a skill that can be learned
 - tie an image to a name/person/situation

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Watch and remember!

- <https://www.youtube.com/watch?v=SuG-BHquAHU>
- From 3:30

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