



We look at people’s appearance, such as eyes, hair, and height, all the time. When we meet someone, we don’t know, we create an idea of what that person is like in our mind. It is a first impression.

How do we create first impressions of people? Most of the time, we see what a person looks like. For example, we may think that a person wearing glasses looks smart.

A writer, Malcom Gladwell, wrote a book about how we made decisions using our first impressions. He asked the leaders of big companies in the US some questions. He found that a lot of them were tall men – about 1.8 meter. Gladwell says that we choose taller people to be our leaders without knowing it. This is because tall people feel like leaders to us. But not everyone agrees. We don’t always make important decisions based on only our first impressions.

Giving people a good first impression can be important. But first impressions are not always true. We often change how we feel about people when we know them better.

I. Read. Choose the right answer.

- 1. What is the text about?
 - A. Physical appearances
 - B. First impressions
 - C. Making decisions
 - D. What makes a leader
- 2. What is a first impression?
 - A. a person
 - B. an object
 - C. an idea
 - D. a subject
- 3. How do we create first impression?
 - Based on people’s
 - A. jobs
 - B. names
 - C. glasses
 - D. appearance
- 4. What is the third paragraph about?
 - A. Making decisions using first impressions
 - B. The importance of first impressions
 - C. Leaders of big companies in the US
 - D. A book by Malcom Gladwell
- 5. Which sentence is TRUE?
 - A. All leaders in the US are tall men.
 - B. Tall people have higher chances to be leaders.
 - C. We know why we choose our leaders.
 - D. Everyone agrees with Gladwell’s finding.
- 6. What does the writer think about first impression? – He/ She
- A. doesn’t always believe in it.
- B. totally agrees with it.
- C. doesn’t believe in it at all.
- D. dislikes it

II. Read. Fill in the blanks with ONE or TWO words from the reading text.

- 1. A first impression is what we think of a person like in our
- 2. Many people believe that wearing glasses makes a person look
- 3. Gladwell is theof a book about making decisions.
- 4. It’s not always true that we make using our first impressions.
- 5. We our ideas of other people when we know them better.