

STATISTICS YOU SHOULD KNOW

Look and discuss.

95% of people believe first impressions are very important.

61% of people believe they can instantly spot a *"phony"* the minute they meet him or her.

79% of people believe they usually or always make a good first impression.

40% of people say it takes them 7 seconds to make a first impression (other variants were 1s/30s/5+ min).

44% of people say the first thing they notice are the eyes when meeting someone.

68% believe their first impressions of others are *accurate*.

91% of people believe clothes really matters in making the first impression.

THE PSYCHOLOGY OF FIRST IMPRESSIONS

1. You are going to read some information about the psychology of first impressions.

Do you think it is possible to influence how people see you the first time you meet? If yes, how can you influence their opinion?

2. Look through the text on the next slide and check if your ideas match the results of the researches. Which ideas were new?

3. Read the whole article. Choose from paragraphs A–F the one which fits each gap (1–5). There is one extra paragraph.

A. Avoid crossing your arms or legs. This subconsciously closes you off from the other person.

B. Those judgments may or may not be accurate, but they endure.

C. It reaches your eyes and creates an impression of trust and sincerity.

D. It pays to be yourself.

E. With attention to detail and practice, you will nail it!

F. Don't be hard on yourself!

We've all heard about the importance of first impressions and how hard it is to change them later, right? In fact, research tells us it takes less than a second **to size up another person** in terms of attractiveness and trustworthiness.

Over the next three seconds, we form a more "complete" conclusion about a new acquaintance relating to their presumed personality and competence. They can either **look down on you** or **look up to you**. 1. And if the judgment made is a negative one, the difficulty in shifting someone's opinion is extremely high. This is called thin-slicing.



Thin-slicing is when we take a mental snapshot of someone and guess their competence, confidence and likability **in a split second**. Researchers think this is a survival mechanism that we have developed to decide very quickly if someone is friend or foe.

People have their own inherent biases, so sometimes it might feel like a never-winning task to make a good first impression, no matter how hard you try. 2. There ARE techniques you can use to change the way others perceive you, so you can **have a slight edge** when people make their snap judgments.

How to Create a Better First Impression

- Make frequent eye contact, especially when speaking, but avoid dominating with your eyes.
- Smile (we search for smiles and notice them at great distances). A sincere smile puts people at ease and makes people feel welcome. 3. If your smile reaches your eyes, it will be seen even if you are wearing a mask.
- Think of the most positive feature of the other person (that will put you in a pleasant frame of mind).
- Adjust your voice, gestures, posture and words to the other person (remember, we prefer people who are similar to us).
- Be confident in yourself and don't try to be someone you're not. 4.
- Be a good communicator. A good guideline for this is to talk only a third as much as you listen. Other people will **pick up on** whether you are an effective listener or not.



The guidelines above can set you on the path to mastering the art of creating a good first impression. 5.

THE PSYCHOLOGY OF FIRST IMPRESSIONS

4. PHRASES. Complete the sentences with the phrases highlighted in purple in the article.

1. She failed to _____ the humour in his remark.
2. Their eyes met for a _____.
3. Our team _____ in this competition, because we start first.
4. The two cats walked in circles around each other, _____.
5. She thinks they _____ her because she doesn't have a job.
6. He's a role model for other players to _____.



5. VOCABULARY. Replace the underlined parts of the sentences below with the underlined words from the article. Make any necessary changes.

1. Sometimes it is just the first encounter, and we already feel like we have known this person the whole life.
2. I am always ready to help. Your enemy is my enemy.
3. Upon reflection, he agreed there was some prejudice in the way police treated that man.
4. I assume they're not coming, since they haven't replied to the invitation.
5. As a teacher you have to adapt your methods to suit the needs of slower children.
6. I am glad we did not make a fast decision on these issues.