

First Impressions: What You Don't Know About How Others See You

By Ann Demarais Ph.D., Valerie White Ph.D.

Download now

Read Online 

First Impressions: What You Don't Know About How Others See You By Ann Demarais Ph.D., Valerie White Ph.D.

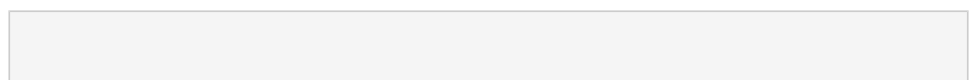
What kind of first impression do you make? A first impression is the most important impression you'll ever make—and you get only one chance to make it. Business deals can be made or broken, first dates become second dates or not, friendships are created or fail to form; everything hinges on that all-important initial encounter. And yet most of us don't know how we're really seen by others. Many of us don't know how to make a good impression.

Wouldn't you like others to see you as confident, interesting, attractive, and sincere? Ann Demarais, Ph.D., and Valerie White, Ph.D., consultants to many Fortune 100 companies as well as creators of First Impressions, Inc., a New York-based dating and consulting firm, offer you the keys to putting your best self forward in any new situation, whether you want to strike up a conversation at a party or are meeting a blind date or a new business client.

You'll learn to see yourself as others see you, and how to tweak your style to create the impression that reflects the real you. Breaking down a successful first impression into its seven fundamentals, the authors show you how to master these principles so that you can make the best first impression. They also show how to avoid common misunderstandings that leave others with a bad impression, how to reveal the four universal social gifts, and they outline practical steps you can take to enhance your personal charm.

Informative and filled with enlightening research studies, do-it-yourself checklist reviews, and dozens of helpful case histories, First Impressions is a fun, groundbreaking, and long-overdue guide to the most important moment of virtually any relationship: the first.

From the Hardcover edition.



 [Download](#) First Impressions: What You Don't Know About ...pdf

 [Read Online](#) First Impressions: What You Don't Know Abou ...pdf

First Impressions: What You Don't Know About How Others See You

By Ann Demarais Ph.D., Valerie White Ph.D.

First Impressions: What You Don't Know About How Others See You By Ann Demarais Ph.D., Valerie White Ph.D.

What kind of first impression do you make? A first impression is the most important impression you'll ever make—and you get only one chance to make it. Business deals can be made or broken, first dates become second dates or not, friendships are created or fail to form; everything hinges on that all-important initial encounter. And yet most of us don't know how we're really seen by others. Many of us don't know how to make a good impression.

Wouldn't you like others to see you as confident, interesting, attractive, and sincere? Ann Demarais, Ph.D., and Valerie White, Ph.D., consultants to many Fortune 100 companies as well as creators of First Impressions, Inc., a New York-based dating and consulting firm, offer you the keys to putting your best self forward in any new situation, whether you want to strike up a conversation at a party or are meeting a blind date or a new business client.

You'll learn to see yourself as others see you, and how to tweak your style to create the impression that reflects the real you. Breaking down a successful first impression into its seven fundamentals, the authors show you how to master these principles so that you can make the best first impression. They also show how to avoid common misunderstandings that leave others with a bad impression, how to reveal the four universal social gifts, and they outline practical steps you can take to enhance your personal charm.

Informative and filled with enlightening research studies, do-it-yourself checklist reviews, and dozens of helpful case histories, *First Impressions* is a fun, groundbreaking, and long-overdue guide to the most important moment of virtually any relationship: the first.

From the Hardcover edition.

First Impressions: What You Don't Know About How Others See You By Ann Demarais Ph.D., Valerie White Ph.D. **Bibliography**

- Sales Rank: #325631 in Books
- Brand: Unknown
- Published on: 2005-03-29
- Released on: 2005-03-29
- Original language: English
- Number of items: 1
- Dimensions: 9.00" h x .59" w x 6.00" l, .53 pounds
- Binding: Paperback
- 256 pages

 [Download First Impressions: What You Don't Know About ...pdf](#)

 [Read Online First Impressions: What You Don't Know About ...pdf](#)

Download and Read Free Online First Impressions: What You Don't Know About How Others See You By Ann Demarais Ph.D., Valerie White Ph.D.

Editorial Review

From Publishers Weekly

The authors, both psychologists, run a New York–based business that coaches professionals on how they present themselves in business contexts and singles on how they appear during staged dates. In breezy helpful style, this book helps readers identify gaps between self-perception and actual effect. The secret to a good first impression, the authors argue, is "social generosity," carefully helping others feel good about themselves, whether through "appreciation," "connection," "elevation" (good spirits) or "enlightenment" (new information). Each chapter covers one of "Seven Fundamentals of a First Impression" (including the need for self-disclosure and for fluency in conversational dynamics); each ends with a checklist of "positive topic behaviors" and "common miscommunications" (e.g., if you focus on one topic, you may think you're passionate but you come off as self-absorbed). While some insights are basic (eye contact as an indication of interest), the authors thoroughly dissect interactions that are eminently flappable. For example, the most common violation of "talking with" is "talking at," which can include lecturing, storytelling, sermonizing and telling jokes. The insights presented here are based not just on the authors' experience as consultants but also on the psychological literature: getting in sync with a partner, the research shows, requires coordinated smiling, gesturing and a mutual attentive gaze. The secret to sex appeal? Androgynous characteristics matched with confidence and warmth. This highly practical book ends with suggestions on how to tweak your style, including asking friends for feedback and consciously charting behaviors. To their credit, the authors remind newly enlightened readers of the importance of cutting others slack: somewhat annoying behavior may stem from good intentions.

Copyright © Reed Business Information, a division of Reed Elsevier Inc. All rights reserved.

From School Library Journal

Adult/High School—From friendships to business relationships, first impressions can have a huge personal, emotional, and financial impact on one's life. This book is a review of the scientific literature on how one is perceived by others during the first few minutes of social interaction. The authors summarize the current literature and place it into charts, allowing readers to easily determine the most appropriate strategy for making a good first impression. The material is interesting and flows well. The book is content rich with information that could be used daily by teens as they begin to establish mature personal and professional relationships.—*John Kiefman, Fairfax County Public Library, VA*

Copyright © Reed Business Information, a division of Reed Elsevier Inc. All rights reserved.

From [Booklist](#)

Despite being saddled with a terrible title (it makes the book sound like the cheapest, slickest kind of self-help twaddle), this is a smart, thought-provoking look at the way we present ourselves to the world. The book breaks down the most important moment of any relationship, the initial meeting of two people, into its component parts. The authors ask us to appraise the "first impression" moment from a variety of perspectives. How do others see us? How do we see others? What is our body language saying, and is it contradicting what our mouth is saying? How do we respond to questions, and do we spend too much time talking and not enough listening? Not just a "how-to" book for daters, this volume will also prove helpful to executives looking to build productive relationships with colleagues or clients. Some readers might find it a little facile, and perhaps it is, but its usefulness is abundantly evident all the same. *David Pitt*

Copyright © American Library Association. All rights reserved

Users Review

From reader reviews:

Bryan Smith:

Have you spare time for any day? What do you do when you have a lot more or little spare time? Yeah, you can choose the suitable activity with regard to spend your time. Any person spent their own spare time to take a move, shopping, or went to often the Mall. How about open or maybe read a book entitled First Impressions: What You Don't Know About How Others See You? Maybe it is to be best activity for you. You already know beside you can spend your time using your favorite's book, you can wiser than before. Do you agree with their opinion or you have other opinion?

Fred Martinez:

In this 21st hundred years, people become competitive in every way. By being competitive today, people have do something to make them survives, being in the middle of often the crowded place and notice simply by surrounding. One thing that sometimes many people have underestimated the item for a while is reading. Yep, by reading a e-book your ability to survive increase then having chance to stand up than other is high. In your case who want to start reading some sort of book, we give you this specific First Impressions: What You Don't Know About How Others See You book as beginner and daily reading e-book. Why, because this book is usually more than just a book.

Jamie Gregory:

As we know that book is significant thing to add our knowledge for everything. By a publication we can know everything we wish. A book is a pair of written, printed, illustrated or perhaps blank sheet. Every year was exactly added. This publication First Impressions: What You Don't Know About How Others See You was filled about science. Spend your time to add your knowledge about your scientific research competence. Some people has various feel when they reading any book. If you know how big benefit from a book, you can experience enjoy to read a book. In the modern era like currently, many ways to get book that you simply wanted.

Eliza Gold:

What is your hobby? Have you heard this question when you got scholars? We believe that that concern was given by teacher with their students. Many kinds of hobby, Every individual has different hobby. So you know that little person such as reading or as examining become their hobby. You have to know that reading is very important along with book as to be the issue. Book is important thing to increase you knowledge, except your teacher or lecturer. You will find good news or update about something by book. A substantial number of sorts of books that can you go onto be your object. One of them is First Impressions: What You Don't Know About How Others See You.

Download and Read Online First Impressions: What You Don't Know About How Others See You By Ann Demarais Ph.D., Valerie White Ph.D. #S8ERY7VMTZL

Read First Impressions: What You Don't Know About How Others See You By Ann Demarais Ph.D., Valerie White Ph.D. for online ebook

First Impressions: What You Don't Know About How Others See You By Ann Demarais Ph.D., Valerie White Ph.D. Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read First Impressions: What You Don't Know About How Others See You By Ann Demarais Ph.D., Valerie White Ph.D. books to read online.

Online First Impressions: What You Don't Know About How Others See You By Ann Demarais Ph.D., Valerie White Ph.D. ebook PDF download

First Impressions: What You Don't Know About How Others See You By Ann Demarais Ph.D., Valerie White Ph.D. Doc

First Impressions: What You Don't Know About How Others See You By Ann Demarais Ph.D., Valerie White Ph.D. Mobipocket

First Impressions: What You Don't Know About How Others See You By Ann Demarais Ph.D., Valerie White Ph.D. EPub