

Why your first impressions of people are often **WRONG**: We judge others instantly based on their facial expressions and appearance, but this rarely matches up to their true personality

- The assumptions we make when meeting someone new are often misguided
- Faces that look happy, even if they're not smiling, appear more trustworthy
- Professor Alex Todorov, from Princeton University this is not always the case
- Droopy eyes, pale skin are linked to a misconception a person lacks intelligence
- Scientist claims these hang-ups may spoil our chances of finding a life partner

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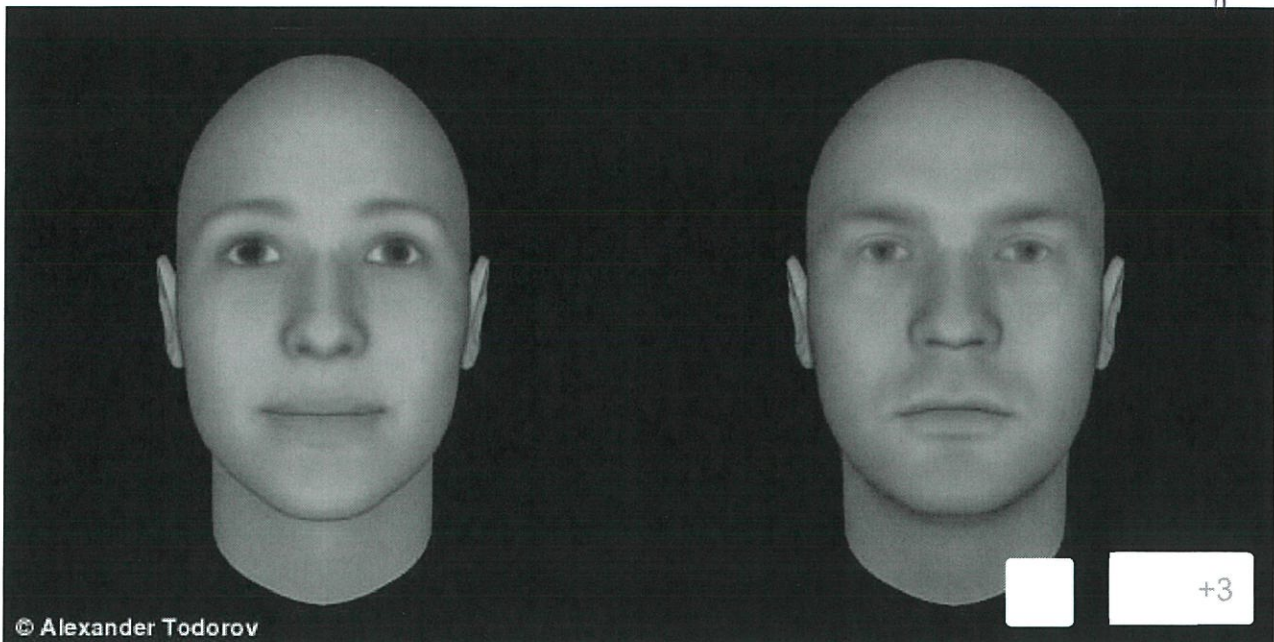
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Your first impressions on meeting a new person are likely to be wrong, according to one leading scientist.

The assumptions we make when meeting new people are based largely on their facial expressions and appearance, but this rarely matches up to their personality.

And these hang-ups may spoil our chances of finding a life partner or landing the perfect job, according to Professor Alex Todorov, from Princeton University in New Jersey.

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Faces that look happy, even if they're not smiling, (left) are commonly rated as more trustworthy than faces that appear angry (right). Pictured are computer-generated faces

Faces that look happy, even if they're not smiling, are commonly rated as more trustworthy, he said.

But this is a false misconception, and there's no link between those who have an agreeable face and the ability for you to trust them.

Droopy eyes, pale skin and signs of sleep deprivation wrongly tend to hint at unintelligence.

Professor Todorov recently explained these findings in a book called 'Face Value: The Irresistible Influence of First Impressions.'

'It's obviously a complex story, but the reason we trust first impressions automatically is that they feel right,' Professor Todorov told **Vice**.

'The reason we're often wrong is that these impressions are not accurate as inferences of character.'

He added that faces that appear angry are the most likely to be perceived as untrustworthy.

'But obviously that judgement would be a poor predictor of how a person is across time and situations,' he said.

Professor Todorov said people who rely on their hunches may be undermining their own chances of

WHY ARE FIRST IMPRESSIONS OFTEN WRONG?

First impressions are likely to be wrong as they are based on shallow assumptions about appearances, according to one leading expert.

Professor Alex Todorov, from Princeton University, said faces that appear happy, even if they're not smiling, are commonly rated as trustworthy.

However, there is no long-term link between the two.

On the other hand, faces that appear angry are wrongly the most likely to be perceived as untrustworthy.

And droopy eyes, pale skin and signs of sleep deprivation hint at unintelligence.

'It's obviously a complex story, but the reason we trust first impressions automatically is that they feel right,' Professor Todorov told **Vice**.

finding the partner of their dreams.

'We never rigorously test our hunches,' he told Vice.



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'If you're at a party and your instinct is to turn away, you might miss your life partner.

'You see a new neighbor and decide he's not a nice person, well, you're going to live with him for years.'



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Your gut instincts on meeting a new person are likely to be wrong, according to one leading scientist (stock image)

Last year, Professor Todorov conducted an experiment that found our first impressions of others are based on our own experiences.

The study's participants were shown hundreds of faces and asked to judge their trustworthiness, attractiveness, competence and other characteristics.

The results showed that exposure to different faces not only shifts what faces people perceive as typical, but also what faces they evaluate more positively (more typical faces are evaluated more

positively).

'Our results show that the mere statistical position of faces imbues them with social meaning - faces are evaluated more negatively the more they deviate from a learned central tendency, or what each person considers a typical face,' Dr Todorov said in 2016.



Droopy eyes, pale skin and other signs of sleep deprivation suggest that you are unintelligent, according to one leading expert (stock image)

'These determinants of impressions are not about facial features per se but about one's learning of faces.

'In other words, although there is no 'average' human face, you like faces that are closer to your own definition of a typical face.'

His results were published in the journal Nature Human Behaviour.

He added our misguided first impressions are becoming more important in the digital world, where employers choose candidates based on their LinkedIn profiles and singles pick potential dates by swiping through photos on Tinder.

'Ideally, you'd post different images on LinkedIn than you would on Facebook,' he told Vice.

'Different images of the same person can generate completely different impressions.

'The person can look attractive and competent in one image and silly and not very smart in another.'

What I find annoying is

What I like to do on Sunday is

What my parents emphasize is

What I appreciate in a classmate is

The thing I worry about most is

The place where I feel most comfortable is

.....

assumption, misconception, spoil one's chances, hang-up, irresistible, hunch, deviate

When has one of your first impressions been correct/incorrect?

What misconceptions do people have about Mokwon?

What do you assume when someone says maybe?

Do you have any hang-ups about food/physical appearance/money/time etc?

Describe the partner of your dreams.

What characteristic is most important to you when making friends?


Do you think your face is typical? If it is not typical, how is it different?

LESSON B ► How we appear to others

Eng. 8 6

1 STARTING POINT Forming an impression

A Look at the statements about how people form a first impression of someone. Choose the statements that are true for you.



First Impressions

What People Notice First When They Meet Someone New

<input type="checkbox"/> What I notice is the other person's eyes.	<input type="checkbox"/> What I notice is a person's figure (or physique).
<input type="checkbox"/> What's really important to me is a person's smile.	<input type="checkbox"/> What strikes me first is the way people wear their hair.
<input type="checkbox"/> What I always notice is a person's hands.	<input type="checkbox"/> I always appreciate a nice pair of shoes.
<input type="checkbox"/> I look at people's clothes first.	<input type="checkbox"/> I have no idea what I notice first.

B Group work What other traits help you form an impression of a person?
What are the three most important traits for the people in your group?
Are they the same for men and women?

2 LISTENING Important traits

A Listen to Gabriela, Joon, and Alice talk about what is important to them when forming an impression. Complete the chart.

	What is important
1. Gabriela	
2. Joon	
3. Alice	

B Listen again. Which speakers mention what is *not* very important to them? What do they mention? Complete the chart.

	What is not very important
1. Gabriela	
2. Joon	
3. Alice	

C Pair work Which speaker thinks the most like you? Share your reasons with a partner.

3 GRAMMAR

Cleft sentences with *what*

You can add *what* and a form of *be* to a sentence when you want to emphasize information. The resulting sentence is called a *cleft sentence*.

A person's smile is really important to me. What's really important to me is a person's smile.

For sentences with verbs other than *be*, insert *what* at the beginning of the sentence and a form of *be* after the main verb.

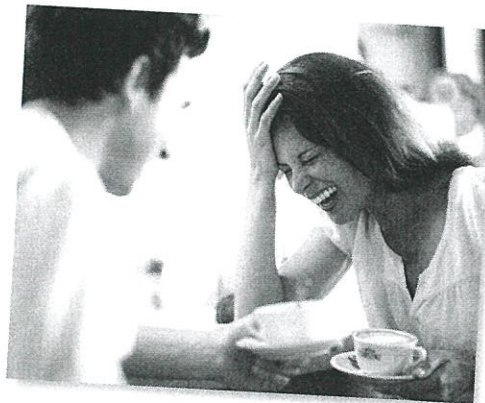
I always notice a person's hands. What I always notice is a person's hands.

GRAMMAR PLUS see page 109

A Look at the Starting Point on page 14 again. Can you find more cleft sentences? Try to change them into declarative sentences.

B Rewrite these sentences to add emphasis by beginning them with *what*. Which statements are true for you? Compare answers with a partner.

- I appreciate a person with a good sense of humor.
What I appreciate is a person with a good sense of humor.
- I always notice the way people look at me.
- A person's fashion sense is important to me.
- I pay attention to people's manners.
- I really dislike sarcasm.
- I'm interested in the subjects people talk about.
- A kind face is appealing to me.



4 DISCUSSION

Good first impressions

A Pair work Read these tips on making a good first impression. Choose the tip you think is the most useful. Then explain your choice to a partner.

QUICK TIPS for Making a Lasting Impression

1 Appearance matters. Dress a little nicer than you need to when meeting new people.

3 Break the silence with small talk about a topic that you think will interest others.

5 Everyone likes compliments, so give plenty of them. Just make sure you are sincere.

2 Occasionally, use the names of the people you are talking to, for example: *Amy, have you seen that movie yet?*

4 When it's in good taste, use humor. A joke can be a nice way to break the ice, but what you should avoid is sarcasm.

6 Be yourself, and be sure to smile. A friendly smile can make other people feel at ease.

B Group work What's the best way to make a good first impression in these situations? Discuss and add some tips of your own.

- a dinner party at a new friend's home
- the first day in a fitness class
- an initial interview for a job you want
- the first time you meet new neighbors

"At a dinner party with new friends, what's really important is good table manners."

"That's true. Also, what I always do is compliment my hosts on the food."

5 VOCABULARY

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Adjectives to describe outward appearance

A Which adjectives seem to have a positive meaning, a negative meaning, or both? Write +, -, or +/-.

- | | | | |
|------------------|---------------------|-----------------|--------------------|
| ___ a. arrogant | ___ d. innocent | ___ g. sinister | ___ i. sympathetic |
| ___ b. dignified | ___ e. intense | ___ h. smug | ___ j. trustworthy |
| ___ c. eccentric | ___ f. intellectual | | |

B Now match the words with their definitions. Write the correct letter.

- | | |
|---------------------------------------|---|
| 1. rational and studious ___ | 6. proud in an unpleasant way ___ |
| 2. kind and understanding ___ | 7. self-satisfied; pleased with oneself ___ |
| 3. worthy of respect or honor ___ | 8. without blame; childlike and pure ___ |
| 4. reliable ___ | 9. strange or unusual in an amusing way ___ |
| 5. forceful; with strong opinions ___ | 10. evil or ominous ___ |

C Pair work What famous people do you think the adjectives describe?

"To me, Johnny Depp looks intellectual."

"Oh, I don't know. He looks eccentric, in my opinion."

VOCABULARY PLUS see page 131

6 DISCUSSION

Faces matter



Gisele Bündchen



John Cho

Psychologist Leslie Zebrowitz found that people are usually categorized by their faces. She gave résumés of equally qualified people to groups of business students, with photos attached. It was discovered that the students recommended baby-faced people for jobs that required more sympathetic and submissive people, while people with mature faces were seen as more dignified or intense and were recommended for high-powered jobs, like lawyers. "We found that the more baby-faced people had baby-faced jobs," Zebrowitz said. "People seemed to be chosen for jobs, or to select themselves into jobs, to match their appearance."

Source: "Judging Faces Comes Naturally," by Jules Crittenden, *Boston Herald*



Zooey Deschanel



Elijah Wood

Group work Answer these questions.

1. Which of the people above do you think have "baby faces"? What makes a baby face different from a mature face?
2. In what ways can having a baby face be useful? In what situations is it better to have a mature face?
3. In some countries, job applications sometimes require a recent photo of the candidate. Do you agree with this practice? Why or why not?

2A Review of verb patterns

Here are some verbs that are used with each pattern.

a. verb + infinitive

afford, fail, hasten, learn, prepare, proceed, seek, strive
I really **strive to wear** the latest styles and trends.

b. verb + object + infinitive

advise, allow, authorize, cause, convince, encourage, instruct, permit, persuade, urge
The salesperson **convinced me to buy** a dress I knew I didn't need.

c. verb + gerund

can't help, can't see, can't stand, enjoy, get through, keep on, (not) mind, miss, postpone, risk
I **can't see paying** high prices for clothes that will be out of style in a year.

d. verb + object + preposition + gerund/noun

blame (for), dissuade (from), forgive (for), interest (in), keep (from), suspect (of), thank (for)
Can I **interest you in going** on a shopping spree with me?

- 1 Label the words in boldface in the text below with the correct verb pattern above.

A famous saying goes, "Clothes make the man." My mother used to say that to me because I was a sloppy dresser, and she (1) b **urged me to look** my best. She'd coax me to dress better, but nothing could (2) **keep me from wearing** jeans. At my high school, students never (3) **failed to wear** jeans to school, and my mother always sighed and tried to (4) **dissuade me from leaving** the house in my old, torn jeans. On my graduation from high school, my parents gave me my first suit and (5) **advised me to "dress** for success."

Since then, I've changed quite a bit. I really (6) **enjoy dressing** fashionably. I can (7) **afford to wear** stylish slacks and shirts, with well-polished shoes. It's funny, but I (8) **don't miss wearing** jeans one bit.

- 2 Complete the sentences by putting the words in parentheses in the correct order and by choosing the correct verb form. Write the letter of the pattern from the grammar box next to each sentence.

- d 1. I forgave my sister for giving away my old laptop. (my sister / forgive / give away / for)
2. I never more for quality clothes. (mind / pay)
3. Harold his jacket last week. (allow / wear / me)
4. Shirley her dry cleaning for another week. (pick up / postpone)
5. Lydia's dad him a necktie for Father's Day. (get / her / thank / for)
6. The man stole the sneakers, and then them in the mall. (wear / proceeded)

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2B Cleft sentences with *what*

To emphasize the whole sentence rather than just the part following the main verb, use a cleft sentence with *what* and a form of the verb *do*.

I try to project a positive attitude.

What I try to project is a positive attitude. (*emphasizes a positive attitude*)

What I do is try to project a positive attitude. (*emphasizes the whole sentence*)

She complained to the waiter about the quality of the food.

What she complained about to the waiter was the quality of the food.

What she did was complain to the waiter about the quality of the food.

Cleft structures can include expressions like *the reason why*, *the thing that*, *the place where*, and *the person who*. These structures are typically used with the verb *be*.

I'm wearing sunglasses to protect my eyes.

The reason why I'm wearing sunglasses **is** to protect my eyes.

I do all my shopping at the mall.

The place where I do all my shopping **is** (at) the mall.

1 Rewrite these sentences as cleft sentences with *what* to emphasize the whole sentence.

1. The candidate showed the voters he was a trustworthy man.

What the candidate did was show the voters he was a trustworthy man.

2. My mother shouldn't have made me wear my sister's old clothes.

3. I'm going to send all my shirts out to be dry-cleaned.

4. My friends call me at work all the time.

5. My father judges people too much by their appearance.

6. Employees should carry ID cards at all times.

7. Eleanor wore her mother's wedding dress at her own wedding.

8. Martin spilled spaghetti sauce on his shirt.

9. Sam bought a whole new wardrobe.

10. Mary is going to wear her diamond necklace to the party.

2 Rewrite these sentences as cleft sentences by starting them with the expressions in parentheses.

1. I'm wearing a tie to impress my boss. (the reason why)

The reason why I'm wearing a tie is to impress my boss.

2. I lost my watch in the park. (the place where)

3. The office dress code changed last Friday. (the day when)

4. My dog wears a sweater because his fur is short. (the reason why)

5. I remember the intense expression on his face. (the thing that)

6. Lori keeps her jewelry under her bed. (the place where)

2A Adjectives to describe style

Eng. 8 11

Cross out the word or phrase that does not fit the meaning of the sentence.

1. Fashion design students are up on the latest trends and always look so *chic* / *stylish* / *sloppy*.
2. The fashion photographer has a low opinion of people who always wear old jeans and T-shirts no matter the occasion. He thinks they're *frumpy* / *sloppy* / *elegant*.
3. The top women executives in that corporation favor beautifully tailored jackets and dresses. They all have a *classic* / *a quirky* / *an elegant* look.
4. On some airlines, the flight attendants wear well-designed uniforms that are functional yet *fashionable* / *retro* / *chic*.
5. The lawyers in my firm generally wear conservative suits to work, but on weekends, they often wear *functional* / *trendy* / *flashy* clothes to company parties.
6. The band members wear vintage jackets, ripped black jeans, and red sneakers. They're trying to achieve a look that's *stuffy* / *funky* / *quirky*.



2B Adjectives to describe outward appearance

Choose the correct words to complete the conversations.

1. A: I was watching that new British drama on TV last night. My favorite character is the college professor. He seems intelligent and looks dignified / *innocent* in his dark suit and neatly trimmed beard.
 B: I saw that show, too. I really like the psychologist. You can tell by his friendly, open personality that he's really *intense* / *trustworthy*.
 A: One character I dislike is the opera singer. She's always sneaking around and looks quite *sinister* / *sympathetic* in her dark sunglasses and black scarf.
2. A: Did you see the portraits at the exhibit? That general has a reputation as a great leader, but looked almost too confident in that photo. He seemed *arrogant* / *intellectual*.
 B: I agree. Did you see the photo of the fashion model? I think of her as being sophisticated, but in that photo, she looked sweet and *smug* / *innocent*.
 A: The photographer definitely has a knack for capturing personalities. I loved his shot of the artist who lives alone on a mountain. I thought she looked pretty *eccentric* / *sympathetic* hiking in that quirky hat and long dress.