

Decision Processes Colloquia

Monday, December 12, 2022

Where: JMHH 355

When: 12:00 – 1:00 pm

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Impression (Mis)Management

ABSTRACT:

Making a good impression is a vital skill in life. When the stakes are high, effective impression management can help us get the job, ink the deal, or embark on a new relationship. Yet, while we all think we know how to make a good impression, we often miss the mark. My research on Impression (Mis)Management identifies the common mistakes we make when we interact with others—what we say is not always what others hear. I identify these mistakes and investigate why they backfire. While I will give an overview of Impression (Mis)Management, in this seminar, I will primarily focus on hiding success and why it backfires.

