

Impression management Research paper

Name:

Course:

Professor:

Date:

www.primeassignments.com

Introduction

Effective communication skills not only enhance better interpersonal skills, but also facilitate success in our lives (Adair, 2011). Many aspects of life rely on good communication skills and people who possess them generally enjoy a better life as they make an instant good impression to their listeners and the first impression is the key to determine the nature of the relationship that you will enjoy with this new person. Improving an individual's communication skills is crucial in making a good first impression as the first impression is formed within the first glance and the first few words are enough to make an individual evaluate and form a lasting impression about you (Garcia, 2012). The first impression is a critical as it very hard to reverse and forms a basis of the future engagements and thus it is important to make an instant impression to impress your audience. Therefore, it is important to manage our interactions with other people in order to add more warmth in our communication and achieve competence in social situations in order to get other people see us the way we want them to see us and establish a relationship based on that perception (Adair, 2011).

Personally, I believe there are specific changes that I should make so as to make a good first impression and improve my interpersonal communication techniques so as to create a good impression about myself and as such, make people believe I have the traits I want them to see in me.

Changes Necessary to Ensure that New People Believe I Have the Traits

Effective communication is crucial in interpersonal skills and such, it is important to improve communication techniques to enhance the quality of the relationship. Effective communication techniques involves improving how we relay and receive messages as communication is a two way process.

- **Becoming assertive in my expressions**

And as such, people will take to me be assertive. An assertive and direct expression expresses an individual's thoughts, needs, and feelings in an open manner and an honest way with respect to other people's opinions (Angelo, 2014). An assertive communicator always seeks to understand the views and opinions of others and does not force down his own views on other with the view of winning the argument. He values the opinion of others and values himself and his own options and knows how to convey his thoughts and opinions without infringing the right of the others or hurting others with a show of disrespect or disregard for the opinion of others. It is important that I take I take an assertive approach to how I communicate to effectively improve my communication techniques and boost my interpersonal skills.

- **Improving my listening skills to become an engaged listener**

It is critical to improve the listening skills and seek to be an engaged listener for effective communication to occur. An engaged listener does not simply hear what is said, he or she is connected to what is communicated and will definitely understand the message and the feelings and the emotions of the speaker better (Garcia, 2012). An engaged listener also makes the speaker feel understood and heard and this assists in creating a deeper and a stronger bond of connection between the listener and the speaker and this is a major force in creating successful interpersonal relationships. An engaged speaker focuses fully on the speaker and avoids interrupting the conversation with unnecessary concerns. He/ she also shows a lot of interest in what is being said and avoids being judgmental in their conversation in order to achieve effective communication.

- **Checking my emotions and stress check**

When completely oblivious of the prevailing emotions and the baggage of stress you are carrying, you cannot effectively communicate as you are likely to fall into unnecessary knee-jerk arrays of behavior, convey confusing nonverbal signs and misread messages conveyed by other people (Garcia, 2012). Stress and emotions when under pressure hinders interpersonal relations and can be detrimental to social and work related relationships as many are when you make a spontaneous reaction that is regretted later. Stress checks are vital as it effectively hinders communication and thus it is crucial to learn how to manage stress.

- **Effective use of nonverbal and verbal communication**

Nonverbal signs are commonly used in our day to day communication as they assist in driving a point home. Nonverbal communication involves the use of body movement and gestures, the tone of the voice, facial expressions, eye contact, muscle tension, posture and breathing all of which are very important as they exposes more about how you are feeling more than even words alone can express (Adair, 2011). Nonverbal signs deliver or distort a message depending on how they are conveyed and interpreted and such it is important to be keen when using nonverbal signs in communication. Nonverbal signs enhance and improve effective communication by emphasizing the verbal message for example, a pat in the back while congratulating a friend for a particular success shows how much you are happy with him for that particular achievement. Understanding of verbal signs is also important and learning the culture of the person using them is also important because different people from different cultures

use nonverbal signs differently. For example, an American teenager, an African businessman and a grieving person will use nonverbal communication differently.

Conclusion

Effective communication is paramount when establishing a good relationship and is crucial when making the first impression as this is the lasting perception that a new person will make of you and is very hard to undo. Thus, it is important that I improve on the areas discussed above to effectively dictate how new persons will perceive my persona (Adair, 2011).

www.primeassignments.com

References

Adair, J. (2011). *Effective Communication (Revised Edition): The most important management skill of all*. London: Pan Macmillan.

Angelo, G. (2014). *The 7 Effective Communication Skills: How to be a Better Communicator NOW*. New York: Seisnama,.

Garcia, H. (2012). *Power of Communication, The: Skills to Build Trust, Inspire Loyalty, and Lead Effectively*. New York: FT Press.

www.primeassignments.com