



Introductions

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First impressions

Quick to make an opinion about someone

Trustworthiness

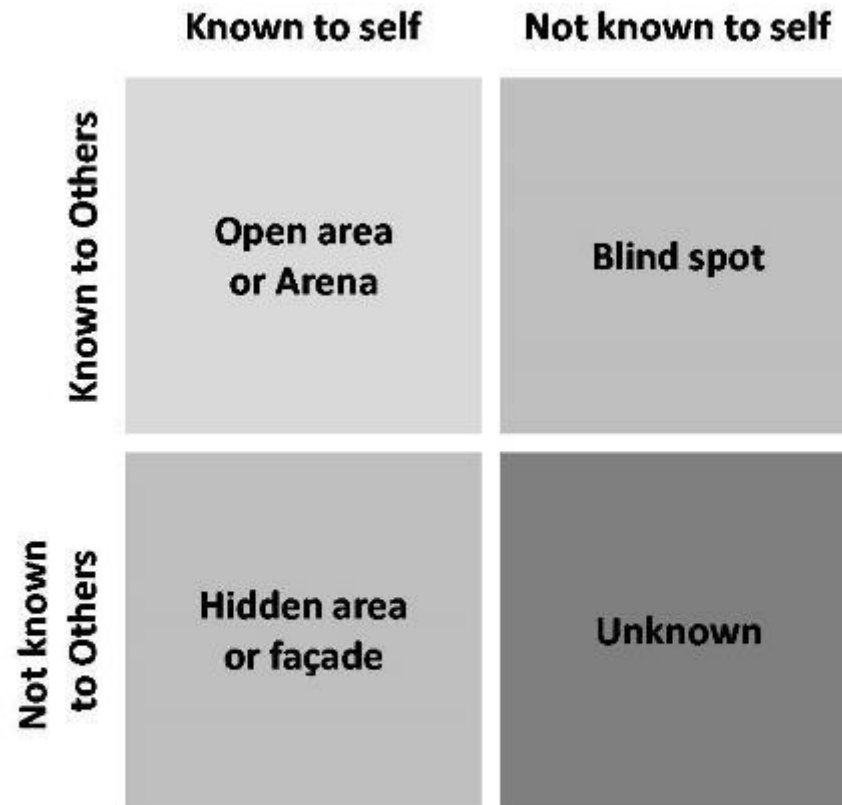
Importance of non-verbal behaviour

Danger

Accurate ?

Stable - difficult to change

Johari - Joseph Luft and Harrington Ingham (1955)



The Johari Window Model

Johari – Dynamic view

