

IMPRESSION MANAGEMENT

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[Impression Management in Sociology: Theory, Definition ...](#)

Impression management is the effort to control or influence other people's perceptions. This could be their perception of a certain person (including you), a material possession or an event. The

[What is Impression Management? \(with pictures\)](#)

Impression management is the way people influence how others think about something else, usually themselves.

People usually do this either to get something they want from others or to establish an independent identity. There are several different means of doing this, which include things like

[Impression management - Wikipedia](#)

Impression management is a conscious or subconscious process in which people attempt to influence the perceptions of other people about a person, object or event. They do so by regulating and controlling information in social interaction. [1]

[What is Impression Management - sciencestruck.com](#)

Impression management is a sociology theory which states that an individual or an organization should cast an impression on others which is exactly how they want to be thought and perceived about.

[Impression Management \(SOCIAL PSYCHOLOGY\) - IResearchNet](#)

Impression management can also be used prosocially to benefit friends. People commonly describe their friends in ways that help to support their friends desired images.

Thus, impression management can be undertaken in the service of self-serving or more other-oriented goals and represents a central component of everyday social life.

[The Dangerous Art of Impression Management | Psychology Today](#)

We all try to manage the impression we make on others. To look confident and competent; to appear interesting, witty, and attractive in order to get others to like us. However, we also don't

[Impression Management: Considering Cultural, Social, and ...](#)

According to Sinha (2009), "Impression management is an active self-presentation of a person aiming to enhance his image in the eyes of others" (p.104). A symbolic interaction theorist, Erving Goffman, coined the term impression management in 1959 and from then on, sociologists and theorists have

[What is impression management? definition and meaning ...](#)

In a typical impression management process within a business, a manager might attempt to regulate and control information in their interactions with staff or the general public to give them the most favorable impression about their company and its objectives.

Impression Management: A Literature Review and Two ...

Impression Management: A Literature Review and Two-Component Model Mark R. Leary and Robin M. Kowalski Wake Forest University Impression management, the process by which people control the impressions others form of them, plays an important role in interpersonal behavior. This article presents a 2-component model within which the literature regarding impression management is reviewed. This