# Impression Management Workshop

Introduction and Ice Breaker – (20 min.) Debbie (slides 1-8)

Define and Show Need for Impression Management (30 min.) Dr. Phillips (slides 9-16)

Disability Salience

Stereotype research – Fiske & Cuddy - The structure of competence

What is the goal for IM (5 min.)

BREAK (5 minutes) (1:00)

What are the IM Techniques?

IM Techniques Activity (60 min.)

Lunch (2:00)

When is IM most needed? (Controllability, threat, spread) (30 min.)

Activity – Application on different phases of employment (30 min)

BREAK (10 minutes) (3:10)

Significance of the resume and cover letter in impression management (15 min.)

Significance of the interview in impression management (15 min.)

Disclosing a disability + ADA requirements + Considerations for Older Consumers (30 min.)

BREAK (5 min.) (4:15)

Practice and Application

Video – 30 min.

Limits and Cautions in Applying IM & Wrap up slides/Questions? (15 minutes) (5:00)