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A conceptual framework of impression management: new insights from psychology, sociology and critical perspectives

Doris M. Merkl-Davies & Niamh M. Brennan

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Notes

The dichotomy between cognitive and emotional factors can be traced back to the Cartesian model of the mind. Descartes regarded rationality and emotions to be distinct spheres (Lakoff and Johnson [1999](#)). However, emotions, which are associated with the realm of the body, can influence the mind.

The predominant economics-based perspective on impression management is based on a closed-system concept of the organisation as 'separate from its environment and encompassing a set of stable and easily identifiable participants' (Scott and Davis [2007](#), p. 31). By contrast, the alternative perspectives (particularly the sociological and

critical perspectives) introduced in this paper challenge the conventional concept of the organisation as a closed system (Scott and Davis 2007).

Another perspective on impression management, the stakeholder theory, is ignored by investors and analysts.

The research is based on a managerial hub-and-spoke model.



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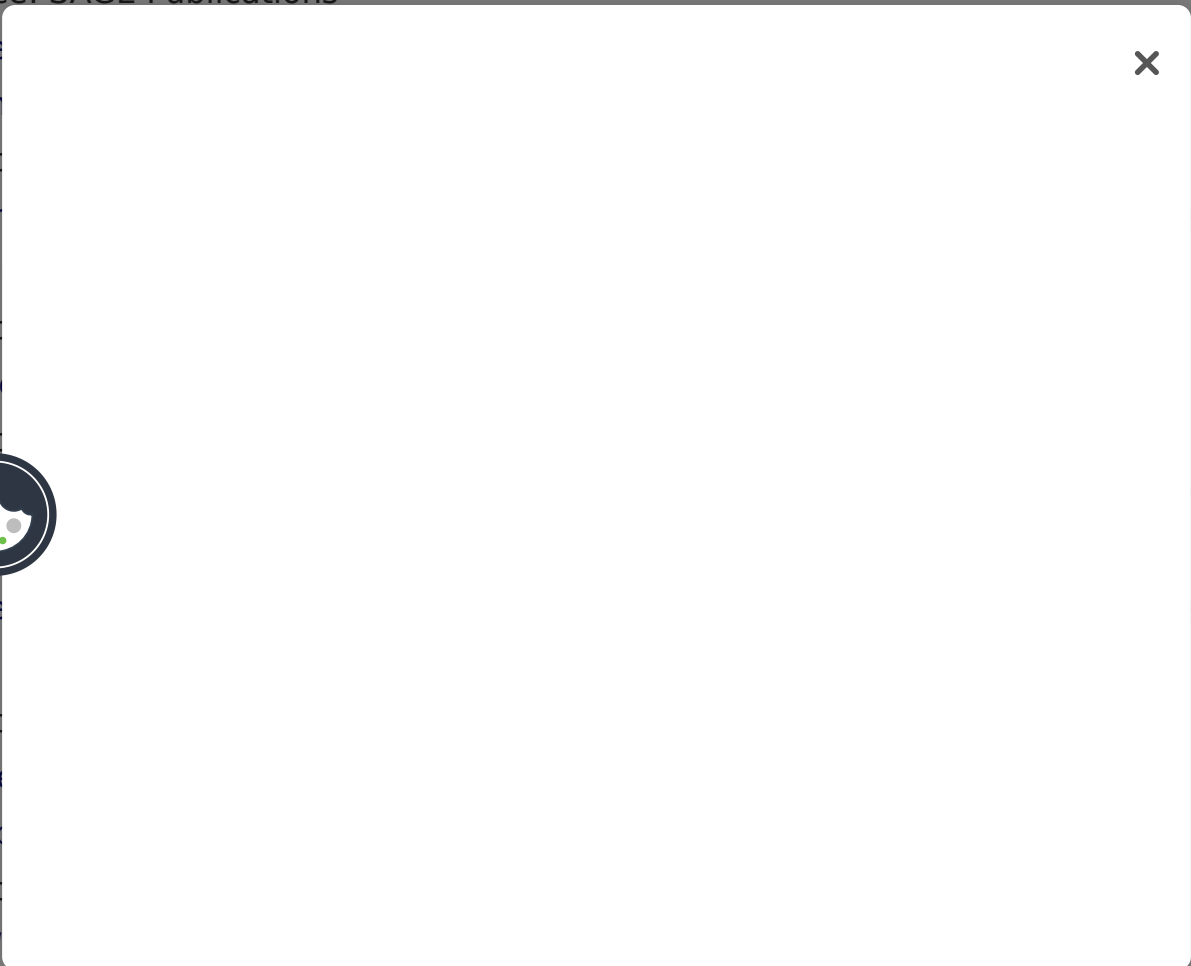
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