

## Selections from Irving Goffman's *The Presentation of Self in Everyday Life*

Masks are arrested expression and admirable echoes of feeling, at once faithful, discreet and superlative. Living things in contact with the air must acquire a cuticle, and it is not urged against cuticles that they are not hearts; yet some philosophers seem to be angry with images for not being things, and with words for not being feelings. Words and images are like shells, no less integral parts of nature than are the substances they cover, but better addressed to the eye and more open to observation. I would not say that substance exists for the sake of appearance, or faces for the sake of masks, or the passions for the sake of poetry and virtue. Nothing arises in nature for the sake of anything else; all these phases and products are involved in the round of existence...

George Santayana, *Soliloquies in England and Later Soliloquies* (Preface)

When an individual enters the presence of others, they commonly seek to acquire information about him or to bring into play information about him already possessed. They will be interested in his general socio-economic status, his conception of self, his attitude towards them, his competence, his trustworthiness, etc. Although some of this information seems to be sought almost as an end in itself, there are usually quite practical reasons for acquiring it. Information about the individual helps to define the situation, enabling others to know in advance what he will expect of them and what they may expect of him. Informed in these ways, the others will know how best to act in order to call forth a desired response from him.

For those present, many sources of information become accessible and many carriers (or 'sign-vehicles') become available for conveying this information. If unacquainted with the individual, observers can glean clues from his conduct and appearance, which allow them to apply their previous experience with individuals roughly similar to the one before them or, more important, to apply untested stereotypes to him. They can also assume from past experience that only individuals of a particular kind are likely to be found in a given social setting. They can rely on what the individual says about himself or on documentary evidence he provides as to who and what he is. If they know, or know of, the individual by virtue of experience prior to the interaction, they can rely on assumptions as to the persistence and generality of psychological traits as a means of predicting present and future behavior. (p. 13)

Through social discipline, then, a mask of manner can be held in place within. But, as Simone de Beauvoir suggests, we are helped in keeping this pose by clamps that are tightened directly on the body, some hidden, some showing:

Even if each woman dresses in conformity with her status, a game is still being played: artifice, like art, belongs to the realm of the imaginary. It is not only that girdle, brassiere, hair-dye, make-up disguise body and face, but that the least sophisticated of women once she is 'dressed', does not present herself to observation; she is like the picture or the statue, or the actor on the stage, an agent through whom is suggested someone not there – that is, the character she represents, but is not. It is this identification with something unreal, fixed, perfect as the hero of a novel, as a portrait or a bust, that gratifies her. She strives to identify herself with this figure and thus to seem to herself to be stabilized, justified in her splendour.