

Opinions can be a kind of self-disclosure since they often reveal more about a person than facts alone do. Every time you offer a personal opinion, you are giving others valuable information about yourself.

The fourth level of self-disclosure—and usually the most revealing one—involves the expression of *feelings*. At first glance, feelings might appear to be the same as opinions, but there's a big difference. "I don't think you're telling me about what's on your mind" is an opinion. Notice how much more we learn about the speaker by looking at three different feelings that could accompany this statement: "I don't think you're telling me what's on your mind . . .

and I'm suspicious."

and I'm angry."

and I'm hurt."

Awareness of Self-Disclosure: The Johari Window Model Another way to illustrate how self-disclosure operates in communication is to look at a model called the **Johari Window**, developed by Joseph Luft and Harry Ingham (Janas, 2001; Luft, 1969).

Imagine a frame that contains everything there is to know about you: your likes and dislikes, your goals, your secrets, your needs—everything. This frame could be divided into information you know about yourself and things you don't know. It could also be split into things others know about you and things they don't know. Figure 3.4 reflects these divisions.

Part 1 represents the information of which both you and the other person are aware. This part is your *open area*. Part 2 represents the *blind area*: information of which you are unaware but that the other person knows. You learn about information in the blind area primarily through feedback from others. Part 3 of the Johari Window represents your *hidden area*:

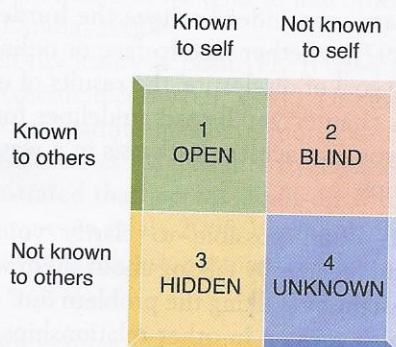


FIGURE 3.4 Johari Window

Luft, J. *Group process: An introduction to group dynamics*. © 1963, 1970 by Joseph Luft. Used with permission of Mayfield Publishing Company.