

Open Area – Known to self

- Energetic
- Positive
- Productive

Blind Spot – Not known to self

- Overly ambitious
- Too much initiative
- Way too fast of a speaker, little processing.

Hidden Area – Not known to others

- Insecurity
- Fear
- Past failure

Unknown – Nobody knows

- What can the future hold that could disrupt?
- Pandemics
- Job changes
- New management

The Johari Window, named after the first names of its inventors, Joseph Luft and Harry Ingham, is one of the most useful models describing the creation of trust in human interaction. Luft describes the model in *Of Human Interaction: A four paned "window,"* as illustrated above, divides personal awareness into four types: open, hidden, blind, and unknown. The lines dividing the four panes are like window shades, which can move as an interaction progresses. We build trust by opening the shades upon ourselves to others and allowing them to open windows into us. (177)