

But that the predominating facial expression is formed by countless fleeting and characteristic contortions is also the reason why the faces of intellectual men only become moulded gradually, and indeed only attain their sublime expression in old age; whilst portraits of them in their youth only show the first traces of it. But, on the other hand, what has just been said about the shock one receives at first sight coincides with the above remark, that it is only at first sight that a face makes its true and full impression. In order to get a purely objective and true impression of it, we must stand in no kind of relation to the person, nay, if possible, we must not even have spoken to him. Conversation makes one in some measure friendly disposed, and brings us into a certain \_rapport\_, a reciprocal \_subjective\_ relation, which immediately interferes with our taking an objective view. As everybody strives to win either respect or friendship for himself, a man who is being observed will immediately resort to every art of dissembling, and corrupt us with his airs, hypocrisies, and flatteries; so that in a short time we no longer see what the first impression had clearly shown us. It is said that "most people gain on further acquaintance" but what ought to be said is that "they delude us" on further acquaintance. But when these bad traits have an opportunity of showing themselves later on, our first impression generally receives its justification. Sometimes a further acquaintance is a hostile one, in which case it will not be found that people gain by it. Another reason for the apparent advantage of a further acquaintance is, that the man whose first appearance repels us, as soon as we converse with him no longer shows his true being and character, but his education as

well--that is to say, not only what he really is by nature, but what he has appropriated from the common wealth of mankind; three-fourths of what he says does not belong to him, but has been acquired from without; so that we are often surprised to hear such a minotaur speak so humanly. And on a still further acquaintance, the brutality of which his face gave promise, will reveal itself in all its glory. Therefore a man who is gifted with a keen sense of physiognomy should pay careful attention to those verdicts prior to a further acquaintance, and therefore genuine. For the face of a man expresses exactly what he is, and if he deceives us it is not his fault but ours. On the other hand, the words of a man merely state what he thinks, more frequently only what he has learnt, or it may be merely what he pretends to think. Moreover, when we speak to him, nay, only hear others speak to him, our attention is taken away from his real physiognomy; because it is the substance, that which is given fundamentally, and we disregard it; and we only pay attention to its pathognomy, its play of feature while speaking. This, however, is so arranged that the good side is turned upwards.