



CHAPTER SIX



**Nonverbal
Communication
is defined as
messages
expressed by
nonlinguistic
means.**



Nonverbal communication can be used as a tool to enhance the success of deceptive verbal messages.



A collection of military medals and a compass are arranged on a wooden surface. The medals include a red ribbon with a circular emblem, a blue ribbon with a circular emblem, and two silver Maltese crosses with central medallions. A pair of gold-rimmed glasses and a silver compass are also visible. The text is overlaid on the right side of the image.

**Nonverbal
Communication
is primarily
relational and is
highly influenced
by culture.**

A collection of symbolic objects is arranged on a light-colored surface. On the left, a portion of a chessboard with a checkered pattern and several chess pieces is visible. Below the chessboard, there are two ornate medals: one with a red ribbon and a white star, and another with a blue ribbon and a white star. A pair of gold-rimmed glasses lies horizontally across the middle. In the bottom left corner, a circular compass with a white face and black markings is partially visible. The text is positioned on the right side of the image, overlaid on the background.

Culture plays a significant role in determining the rules and meaning for each of these factors.

A wooden board with a blue border and a checkerboard pattern is shown. On the board are several military medals and a red ribbon. One medal is a white Maltese cross with a central emblem. Another is a blue ribbon with a circular emblem. A pair of gold-rimmed glasses lies on the board. In the bottom left corner, a circular compass is visible.

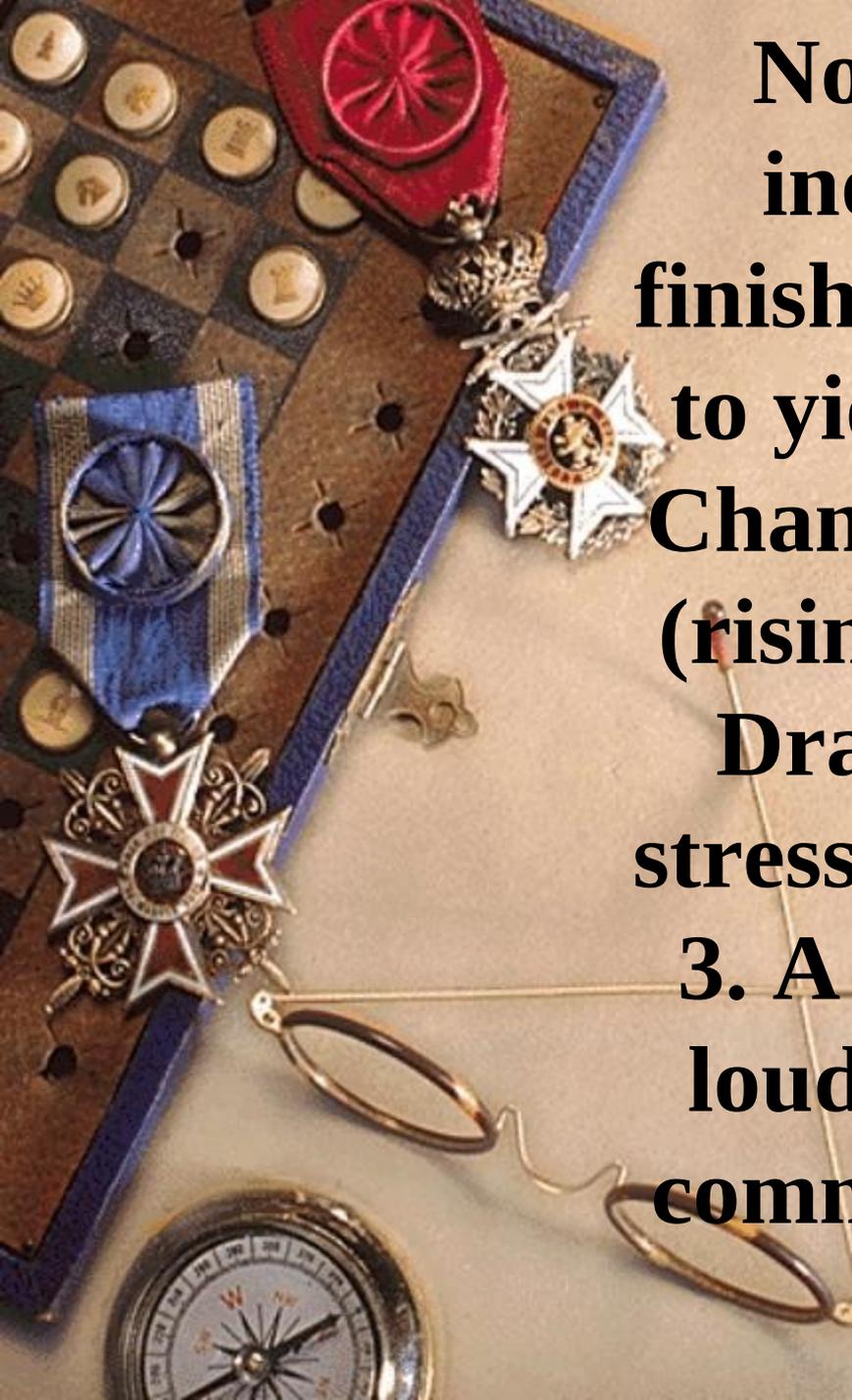
Nonverbal messages convey emotions that we may be unwilling or unable to express, or ones that we may not even be aware of.

**Nonverbal behaviors
such as emblems,
are culturally
understood
substitutes for
verbal expressions.
Example - Nodding**



**Nonverbal
regulators are
cues that help
control verbal
interaction.**



A collection of military medals and a compass on a wooden surface. The medals include a red ribbon with a circular emblem, a blue ribbon with a circular emblem, and two silver Maltese crosses with circular centers. A pair of gold-rimmed glasses is also visible. In the bottom left corner, there is a circular compass with a white face and black markings.

Nonverbal signals that indicate a speaker has finished talking and is ready to yield to a listener are:

- 1. Changes in vocal intonation (rising/lowering of pitch)**
- 2. Drawl on last syllable or stressed/emphasized syllable**
- 3. A drop in vocal pitch or loudness when speaking a common expression such as “you know.”**

A collection of military medals and a compass is displayed on a wooden board with a blue border. The board has a checkerboard pattern of light and dark squares. Several medals are pinned to the board, including a red ribbon medal with a circular emblem, a blue ribbon medal with a circular emblem, and two silver star-shaped medals with intricate designs. A pair of gold-rimmed glasses is also visible, resting on the board. In the bottom left corner, a circular compass with a white face and black markings is visible.

There are several ways of managing identity nonverbally. Manner, appearance, and setting, with the face and eyes being the most noticeable parts of the body.



We also communicate nonverbally through the physical movement of our bodies: our posture, gestures, physical orientation towards others.

**Nonverbal messages
can be communicated
through the use of
face, eyes, body
movement, touch,
voice, distance,
territory, time,
physical appearance,
clothing, and
environment.**



A collection of objects is arranged on a light-colored surface. On the left, a portion of a chessboard with a blue and brown checkered pattern is visible, featuring several chess pieces. Below the chessboard, there are two ornate medals with star-shaped centers and intricate designs. A red ribbon with a circular medallion is attached to one of the medals. In the bottom left corner, a circular compass with a white face and black markings is visible. A pair of gold-rimmed glasses with thin temples is positioned diagonally across the lower half of the image. The text is overlaid on the right side of the image.

The study of how people communicate through bodily movements is referred to as kinesics.

A collection of objects is arranged on a light-colored surface. On the left, a portion of a chessboard with a checkered pattern and several chess pieces is visible. Below the chessboard, there are two medals: one with a red ribbon and a white star, and another with a blue ribbon and a white star. A pair of gold-rimmed glasses with thin temples is positioned in the center. In the bottom left corner, a circular compass with a white face and black markings is visible. The text "Haptics is the term used to distinguish the study of touching." is overlaid on the right side of the image in a bold, black, serif font.

**Haptics is the term
used to distinguish
the study of
touching.**

A collection of objects is arranged on a light-colored surface. On the left, a portion of a chessboard with a blue and brown checkered pattern is visible, featuring several chess pieces. Below the chessboard, there are two medals: one with a red ribbon and a white star, and another with a blue ribbon and a white star. A pair of gold-rimmed glasses with thin temples lies across the middle. In the bottom left corner, a circular compass with a white face and black markings is visible. The text is positioned on the right side of the image, overlaid on the light background.

Paralanguage is the term used to describe the way a message is spoken.

A collection of military medals and a compass are arranged on a wooden surface. The medals include a red ribbon with a circular emblem, a blue ribbon with a circular emblem, and two silver Maltese crosses with central medallions. A pair of gold-rimmed glasses lies across the scene. In the bottom left corner, a circular compass with a white face and black markings is visible. The background is a light-colored, textured surface.

Proxemics is the study of how communication is affected by the use, organization, and perception of space and distance.

A collection of objects is arranged on a light-colored surface. On the left, there is a portion of a chessboard with a blue and brown checkered pattern and several chess pieces. Below the chessboard are two medals: one with a red ribbon and a white star, and another with a blue ribbon and a white star. In the bottom left corner, there is a round compass with a white face and a black needle. A pair of gold-rimmed glasses is positioned in the center, with its frame extending across the text.

Concepts of distance include – personal space, intimate distance, personal distance, social distance, public distance, and the extension of our physical being known as territory.

A collection of objects is arranged on a light-colored surface. On the left, a portion of a chessboard with a blue and brown checkered pattern is visible, featuring several chess pieces. Below the chessboard are two medals: one with a red ribbon and a white star, and another with a blue ribbon and a white star. A silver compass is located at the bottom left. A pair of gold-rimmed glasses with thin temples is positioned in the center. The text is overlaid on the right side of the image.

**Messages that
communicated
nonverbally are
usually more
ambiguous than
verbal
communication.**

Body Language Quiz

1. Lee turns his face away
2. Connie raises on eyebrow
3. Chester rubs his nose
4. Billy shrugs his shoulders
5. Georgia winks her eye
6. Leslie slaps her forehead
7. 8. Bridget bites her fingernails
8. Ralph taps his fingers
9. Sue twirls her hair
10. Wendy blows a kiss
11. Sophie scratches her temple
12. Chuck cracks his knuckles
13. Peggy sticks her thumbs up

- a. Anxiety b. Affection c. Puzzlement d. Back off
e. Forgetfulness f. Skepticism g. Nervousness
h. Indifference j. Impatience k. Agreement

In-Class Exercise #1

Each group will create and depict a scene in which at **LEAST *five*** examples of nonverbal communication means (ie. Haptics, proxemics, etc.) are depicted in a manner evident for the audience's detection.





purpose of the exercise, each dyad **MUST** take opposite sides on the issue. Before the class, depict this scene in which the audience will determine if signs of aggression, hostility, empathy, frustration, etc. are depicted.

POINTS TO BE DEMONSTRATED:

- 1. Effective listening is challenging, difficult, and tiring.**
- 2. We often fail to listen effectively because we are preparing retorts in advance.**



1. Sophie stands rigidly.
2. Joanna raises her eyebrows.
3. Sylvia rubs her nose.
4. Marcia crosses her arms.
5. Maria shrugs her shoulders.
6. Donovan winks his eye.
7. Chester slaps his forehead.
8. Steven taps his fingers.
9. Connie twirls her hair.
10. David bites his fingernails.
11. George cracks his knuckles.
12. Barbara scratches her temple.
13. Michael tugs at his earlobe.
14. Leslie turns her head away.
15. Debbie pops her gum.
16. Ryan clears his throat.
17. Bradley grinds his teeth.
18. Sue blows a kiss.
19. Mona wrinkles her brow.
20. Joseph whistles loudly.
21. Brandon steps away.
22. Adam rolls his eyes.
23. Marcus claps his hands.
24. Kendall keeps his eyes closed.
25. Margie sighs loudly.

- a. Stressfulness b. intimacy c. puzzlement
d. Stand-offish e. forgetfulness f. untrusting
g. isolation h. nervousness i. excited
k. indifference l. impatience m. fear
n. merriment