

- 1 **Unit 5**
Nonverbal Communication
- 2 **Non-verbal and Verbal Communication**
 - All animals communicate non-verbally
 - Sight
 - Sound
 - Smell
 - Touch
 - Theory that human language evolved from non-verbal communication
 - Baby sign language
- 3 **Non-verbal vs. Verbal Communication**
 - Babies able to learn non-verbal communication before being able to speak
 - Seems to validate theory that language came after gestural communication
 - What happens when verbal language not available?
 - Encounter with “Beami” tribe of Papua-New Guinea
- 4 **Non-verbal vs. Verbal Communication**
- 5 **Non-verbal vs. Verbal Communication**
 - From BBC series “Life on Earth” (1978)
 - The same tribe were the subject of controversial TV special in 2011, “Eating with Cannibals” (Piers Gibbon)
 - No common language
 - Common non-verbals: pointing, nodding, smiling, frowning
 - Able to communicate request non-verbally
 - Different: counting system
- 6 **Non-verbal vs. Verbal Communication**
 - Clip: Desmond Morris on importance of non-verbal

7 **Non-verbal vs. Verbal Communication**

- In extreme situations: we resort to gestures
- Also when strong emotions are involved
- Gestures can be vital part of message sent
- However, context is important
- Is non-verbal always more important than verbal?

8 **Emblems & Illustrators**

- *Emblems* are primarily hand gestures that have a direct literal verbal translation
- *Illustrators* are typically hand and arm movements that accompany speech or function to accent or complement what is being said

9 **What does it mean?**

10 **What does it mean?**

11 **What does it mean?**

12 **Gesture Example: Insults**

13 **Illustrator Example: Insults**

- Sample insult gestures:
 - Arm thrust
 - “Hook-em” horns
 - Finger
 - Greek “moutza”
 - “V” with two fingers
 - Lots of others: to be used with extreme caution

14 **Affect Displays: Kate Fox**

15 **Affect Displays: Facial Expressions**

- Facial expressions for fear, anger, disgust go back to

“caveman days”

- Cross-culturally the same
- Women better at reading expression than men
 - Men have difficulty distinguishing anger and fear
- How much is expressed can vary considerably
 - Contrast between English and Middle-eastern expressiveness
- Facial expressions sometimes involuntary, sometimes not

16 **Paralanguage: Voice Qualities & Vocalizations**

- Voice intonation
 - Vital in understanding real message in verbal communication...
 - High pitch or loudness can indicate alarm, warning
 - Question or statement
 - Literal meaning or sarcasm
- Vocal attractiveness
 - Stereotypes towards those with perceived unattractive voices/vocalizing
 - Can be important in interpersonal relations

17 **Personal space: The “close talker”**

18 **Seinfeld: The “close talker”**

- What’s going on here?
 - Aaron should be using personal or social space
 - Instead he uses intimate space
 - Not a written or official rule, or even conscious, but we all recognize when it’s violated
 - Effect here humorous: Aaron is just weird (a “close talker”)
 - However, action could be seen as offensive, aggressive
 - Example of “nonverbal expectancy violation”

19 **Cultural differences in touch**

20 **Islamic Countries**

- Women's clothing
 - Hijab
 - Burqua
 - Abaya and niqab
- Origins and effect
 - Koran: "O Prophet, tell your wives and daughters, and the believing women, to cover themselves with a loose garment. They will thus be recognised and no harm will come to them" [33:59](#)
 - Climate, male-female relations
 - How sometimes seen in the West
 - How Islamic women view their dress

21 **Dress and stereotypes**