**Nonverbal Communication: Messages Without Words**

**Key Terms:**

**Accenting body orientation complementing contradicting deception cues disfluencies double messages emblems gestures illustrators**

**intimate distance kinesics leakage manipulators microexpression nonverbal communication paralanguage**

**personal distance posture proxemics public distance regulating repeating social distance substituting territory**

**Characteristics of Nonverbal Communication**

**1. Read *Observing What You See* pg. 224.**

**2. Lyrics to *More Than Words*** <https://www.youtube.com/watch?v=UrIiLvg58SY>

Just for fun (Jack Black and Jimmy Fallon): <https://www.youtube.com/watch?v=1ISYT6EeUM0>

See last page for lyrics to the song; print out for the students.

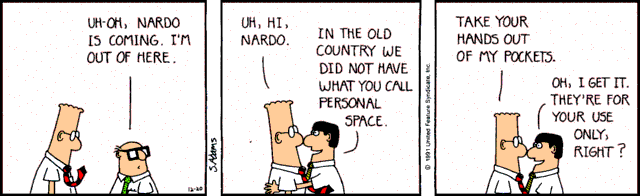
**3.** Have you ever had the experience where someone has told you something, and you have sensed something is not quite right? It wasn't anything that was said or done; you just sensed something. Chances are, you were observing your partner and picking up on their nonverbal communication. **Nonverbal communication** is "those messages expressed other than by linguistic means;" not spoken, written, or sign language.

**4. Class excercise**: *Invitation to insight*, page 227.

1. **Nonverbal communication exists.** You can recognise and interpret messages other people send nonverbally.
2. **All nonverbal communication has communicative value.** Have you ever tried *not communicating?* It still communicated! Infuriating! Studies show that even when participants are asked not to communicate, the receivers interpret their behaviour as dull, withdrawn, uneasy, aloof, and deceptive.

If someone were observing you right now, what nonverbal messages would they recieve about how you are feeling? Are you sitting forward or reclining back? Is your posture tense or relaxed? Are your eyes wide open, or do they keep closing? What does your facial expression communicate? Not matter what we do, it is impossible not to give off information about ourselves.

**C.** **Nonverbal communication is culture bound.**

* Video recordings showing the same person speaking different languages display different nonverbal behaviour depending on which language they are speaking. Ie. French/Canadian, Italian/English, etc.
* Subtle differences can damage relationships without the parties ever recognising what has gone wrong. ie. personal space is very different around the word.
* 
* Patterns of eye contact vary around the world.

**D. Nonverbal communication is primarily relational.** Remember relational and content messages? The same concepts can be applied to nonverbal communication. Sometimes we communicate nonverbally for purely utilitarian purposes; others, we are building our identity as well as relationships. Ie. At a party where you are meeting a lot of people for the first time, it would be awkward and probably not go over well if you walked around stating: "Hi! I'm attractive, friendly, and outgoing." But we do the equivalent nonverbally. Nonverbal communication also allows us to define the kinds of relationships we would like to have with others; greeting someone changes depending on situation and relationship: wave, shake hands, smile, hug, pound, or avoid all contact!

**E. Nonverbal communication serves many functions.**

1. **Repeating**: We use **emblems:** deliberate noverbal behaviours that have a precise meaning, known to virtually everyone within a cultural group: nods, points, head shakes, waves, "I can't hear you...".
2. **Substituting**: Nonverbal communication can substitute for verbal, but can be more ambiguous and less intentional. Ie. eye rolling, yawning. This is especially true when deciding on who to date: psychologists have shown that women most commonly make the initial decision about whether to encourage contact by signally nonverbally to the man. See table 6-2 for flirting behaviours: compare to your own list. <https://www.youtube.com/watch?v=nWdHTCfVhdQ>
3. **Complementing:** nonverbal behaviours that signal the attitudes the interactants have for one another. Consists of **illustrators:** nonverbal gestures that accompany and support verbal messages.
4. **Accenting:** We add nonverbal emphasis to what we are saying with actions but also with the tone or volume of our voice.
5. **Regulating:** ie. taking turns, opening the door, when to speak, when it's someone's turn to stop speaking, etc.
6. **Contradicting:** People often simultaneously express different messages in their nonverbal and verbal behaviours. Ie. **double messages:** "Angry? I'm NOT ANGRY!!!" Are often subtle, but can have a lasting impact. As we grow older, we get better at interpreting. Children between the ages of 6-12 rely more heavily on the actual words. **Deception:** Signals of deception can often be observed, often called **leakage. Lying:** Facial expressions are less revealing than body clues; voice offers a wide range of leakage clues. In one experiment, subjects who were encouraged to be deceitful made more speech errors, spoke for shorter periods of time, and at a lower rate of speech than those encouraged to be honest. Also, deceivers delivering a prepared lie responded more quickly than truth tellers, because less thinking was required. Nonverbal evidence of lying is more likely to occur when decievers haven't had a chance to rehearse.  **Deception cues: read out loud. Page 237.**

**Listen to the expert:** [**https://www.youtube.com/watch?v=E3PAW7zjgPw**](https://www.youtube.com/watch?v=E3PAW7zjgPw)

**Lie to Me:** [**https://www.youtube.com/watch?v=jXytQOkNaq4**](https://www.youtube.com/watch?v=jXytQOkNaq4)

**If first dates were honest:** [**https://www.youtube.com/watch?v=aQtoM-QRUaM**](https://www.youtube.com/watch?v=aQtoM-QRUaM)

**Read: A Christmas Without Patches. Group activity: When is it ok to lie?**

**F. Nonverbal communication is ambiguous.** If we think verbal messages are often misunderstood, imagine how easy it is to misread nonverbals, considering things like relational messages, self concept, deception, needs, etc.! Interesting fact: women are better at decoding nonverbal messages than men: why do you think this is so?