Nonverbal Communication

I. **What is nonverbal communication?**
   1. Those messages expressed by other than linguistic means

II. Primarily used for relational functions:
   1. Identity
   2. Relationship
   3. Emotions regarding a situation

III. Differences between verbal and nonverbal behavior:
   1. Channels
   2. Discrete
   3. Ambiguous
   4. Impact
   5. Deliberate

IV. Elevator

V. **Oculesics:**
   1. Civil inattention

VI. **Proxemics:** Interpersonal space and distance
   1. Intimate distance—contact-18 inches
   2. Personal distance—18 inches-4 feet
   3. Social distance—4-12 feet
   4. Public distance—12 feet or more
      a. Personal space activity

VII. **Olfactics:** Sense of smell, scent
   1. Smell triggers memories
VIII. **Kinesics: Body movement**

1. Facial expression—usually universal across cultures

2. Six basic emotions:
   a. surprise, fear, anger, disgust, happiness and sadness.

3. Gestures
   a. Emblems
   b. Illustrators
   c. Affect displays
   d. Regulators – help control the flow of conversation – raising your hand to speak
   e. Adaptors – help to satisfy personal needs – fixing hair, scratching, adjusting clothing, etc.

IX. **Microenvironment**: smaller area that you control

X. **Macroenvironment**:

XI. **Chronemics**: Time

1. Hyper kinetic—fast-paced
2. Hypo kinetic—slow-paced
3. Monochronic – one thing at a time
4. Polychronic – multitasking

XII. **Vocalics**—paralanguage, the way we talk, sounds not words

XIII. **Haptics**—touch

XIV. **Self-presentation**
   a. “What is beautiful is good”

XV. **Everyone write down fashion rules anonymously**