

Communication is. . .

- The creation of meaning

Communication Model



Communication Model



Sender



The person who
initiates (starts) the
communication

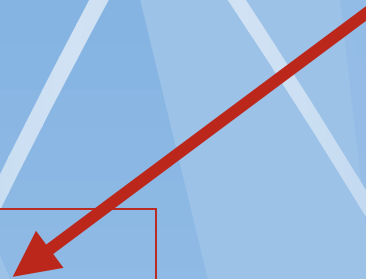
Communication Model



Receiver



The person who
receives the initial
communication



Communication Model



Sender



Message

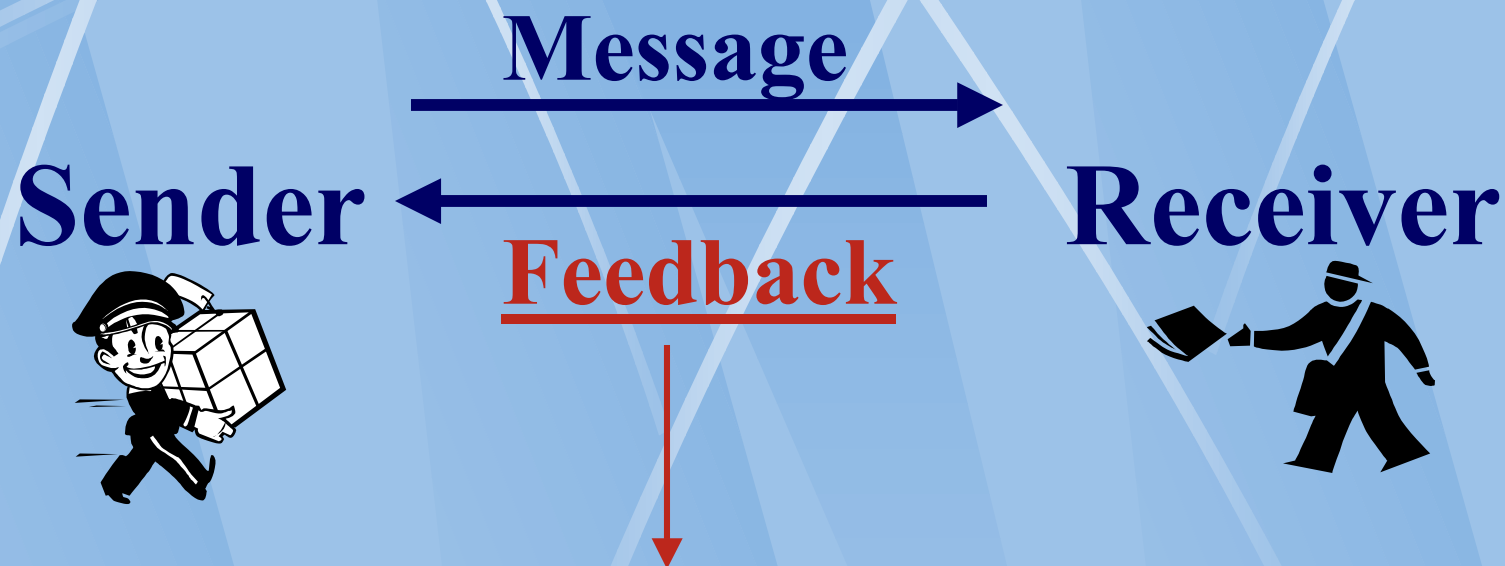


Receiver



The information
being sent

Communication Model

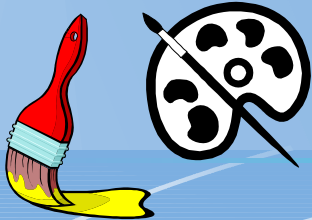


Acknowledgement of receipt of the message.
This does NOT mean you agree with the message.
This can come in the form of positive, neutral or negative feedback... generally nonverbal in nature

Communication Model

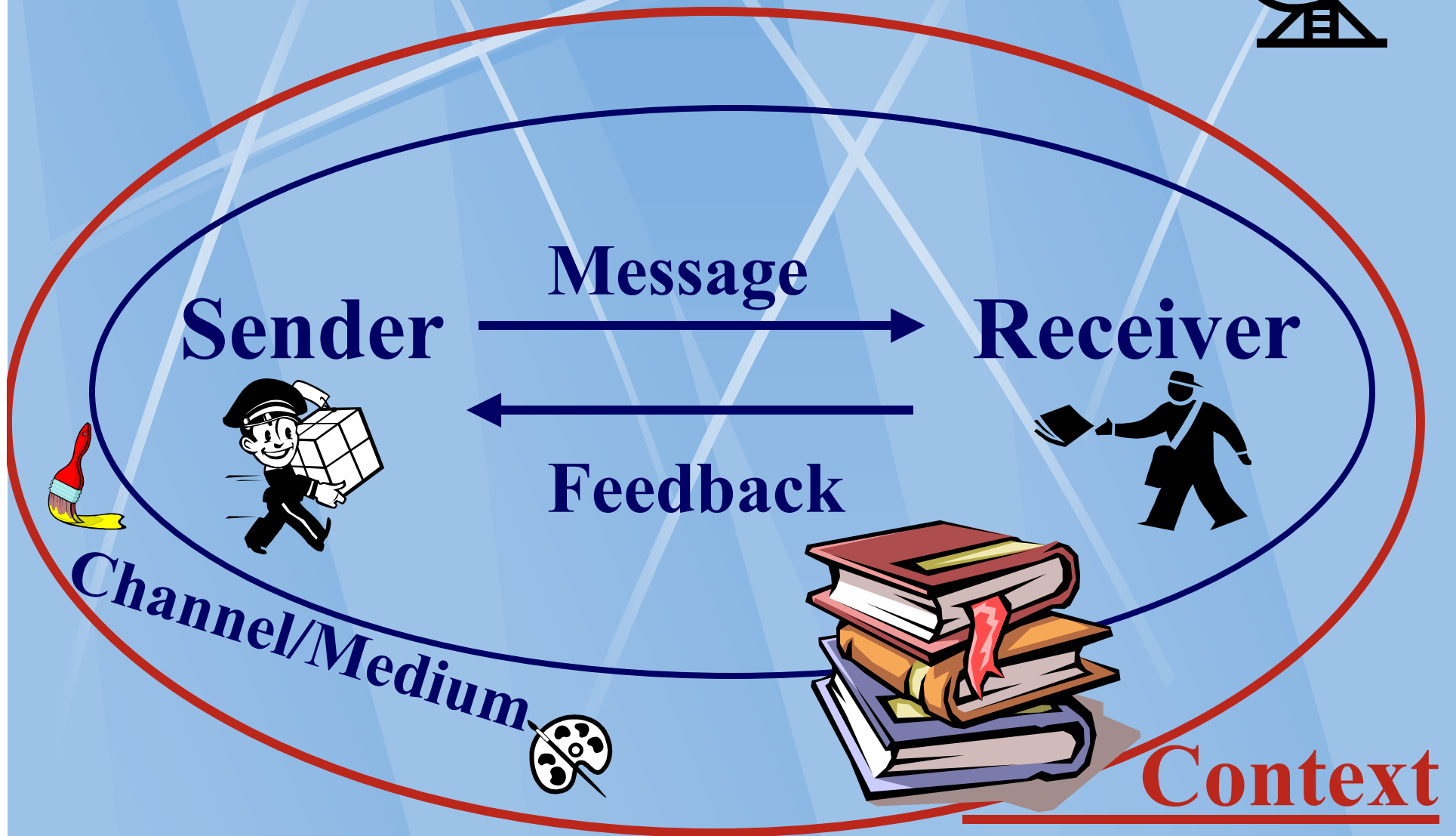


Channel/Medium



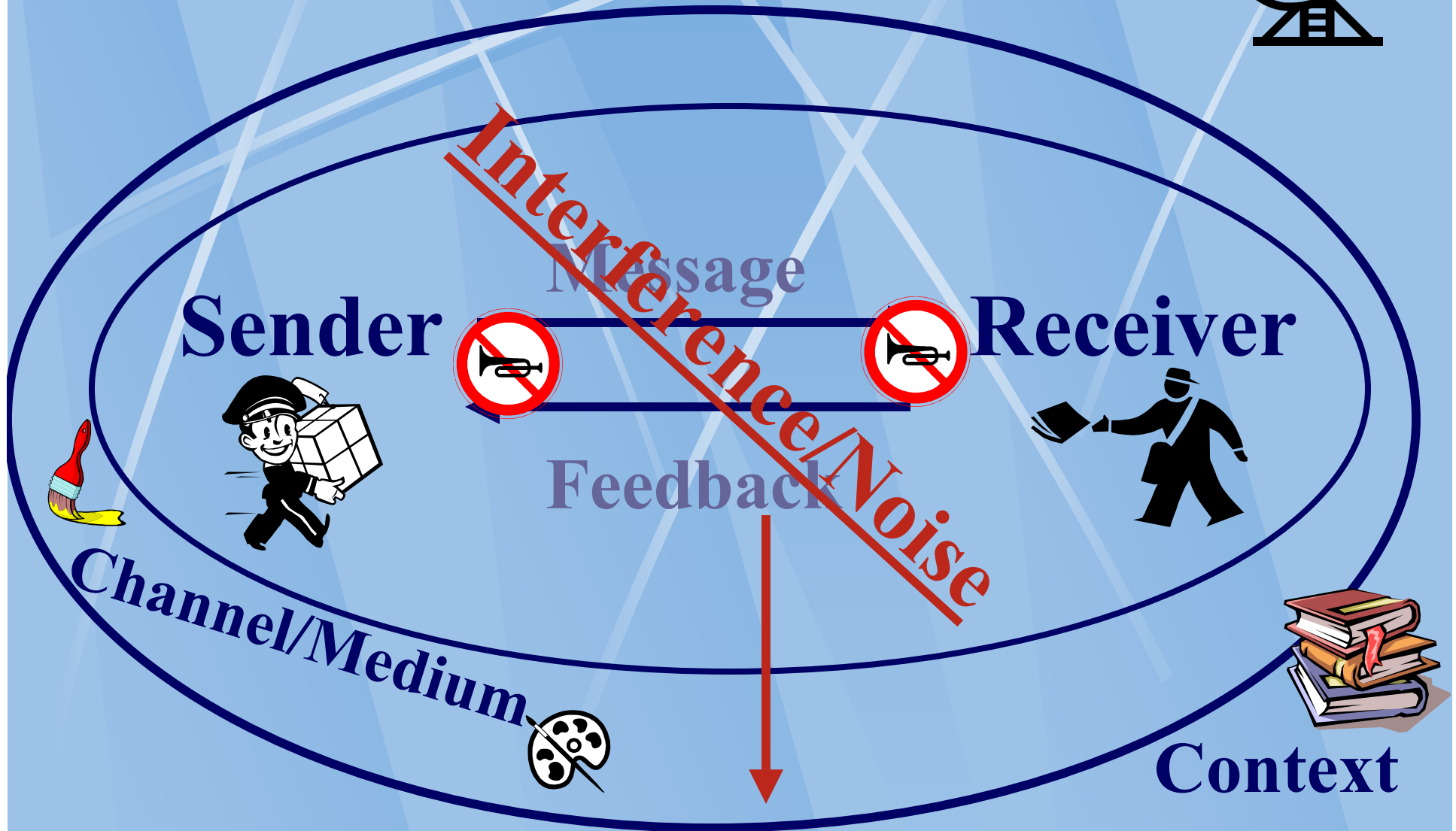
The method of
communication

Communication Model



Overall environment-time, place, purpose, reason...

Communication Model



Disrupting original message from getting to the receiver

Communication Model



Interference/Noise



Sender



Message



Receiver



Feedback



Channel/Medium



Context

Group Activity

- Get art supplies
- Create a working metaphor of the communication model (refer to example on the board)
- Label ALL possible parts and include a written paragraph for the context
- This should NOT be 2 people talking to each other... make it a METAPHOR!

What do all of these have in common?

- Traffic light
- Movie Lord of the Rings
- News Paper Headline
- Paperback book
- TV game show
- Lecture in math class
- Telephone ringing
- Rock song
- Waving goodbye
- A wink
- Flipping the bird
- A masked man in a bank
- Running from the cops
- A clock
- A kiss
- A tear drop
- A tattoo

Nonverbal Communication

How To Be "Ic"ky in Class



What is Nonverbal Communication?



**Write your own definition and
provide an example.**

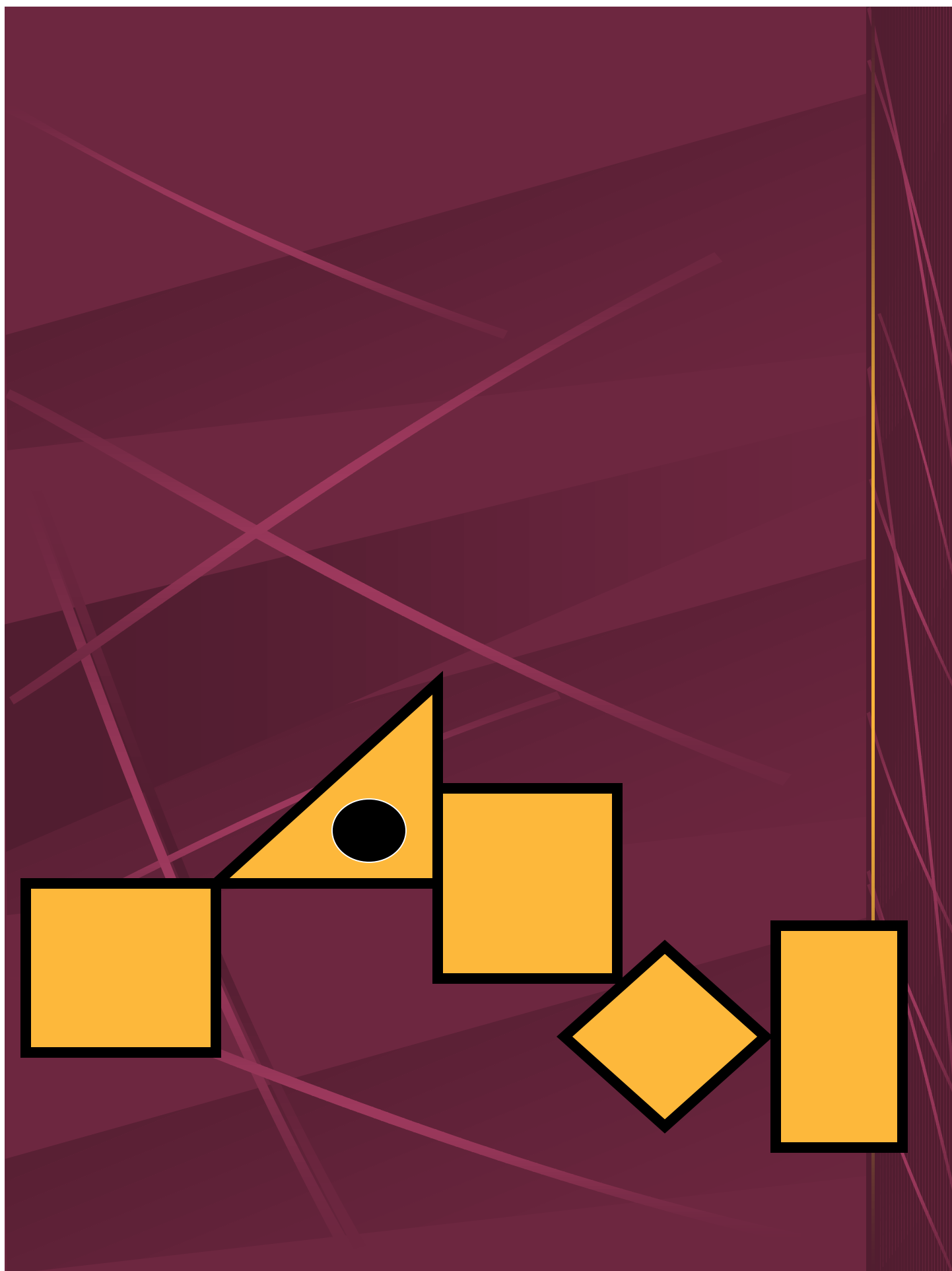
Definition of NVC

Communication that occurs as a result of appearance, posture, gesture, eye contact, facial expressions, and other nonlinguistic factors

Put simply, NVC = anything but the spoken word

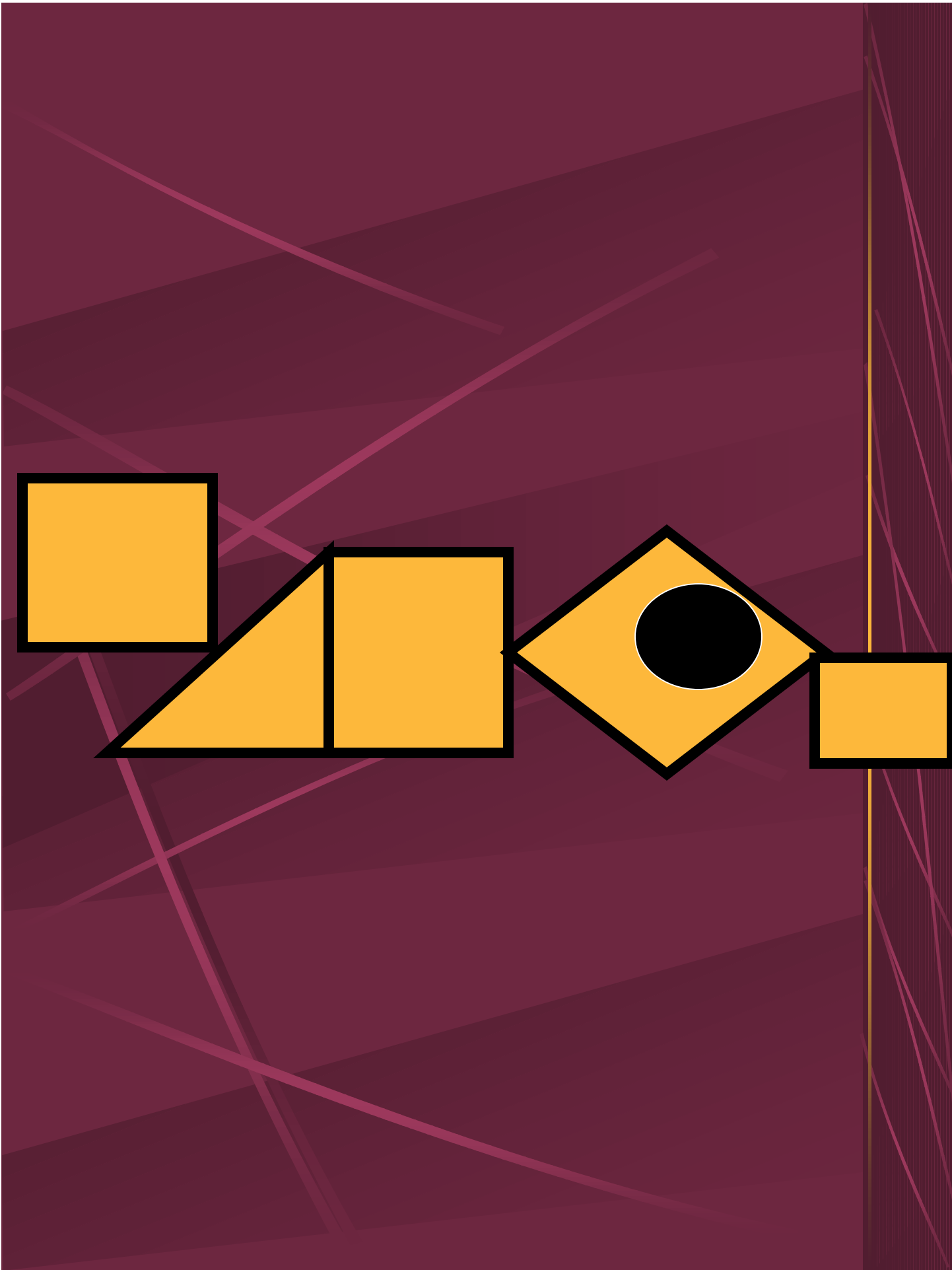
Activity

- Get in groups of 2
- One person needs to move their desk so they can't see the screen AT ALL!
 - This person needs a piece of scratch paper and something to write with
- The other person needs to sit with their backs to their partner and face the screen
 - This person needs to sit on their hands ~ **I am not kidding**
- Using only words, describe the picture on the next slide so your partner can correctly draw it
- **YOU WILL HAVE 5 TIMED MINUTES**



SWITCH POSITIONS





Preview

Importance of NVC

Functions

The 6 'Ics'

Importance of NVC

**NVC = anything but
the spoken word.**

- 1. We cannot not
communicate**
- 2. NVC = 80 – 90% of
our communication**



3. **Omnipresent**
4. **Multifunctional** - part of all comm. -
clarify meaning of verbals, emotional state
5. **Universal Language System** - smile, cry,
point - basic understanding
6. **Misunderstanding** - make sense of world,
or cause problems

7. **Phylogenetic Primacy** ~ NVC predates language

ex. Cavemen ~ cave drawings, grunts. . .

8. **Ontogenetic Primacy** ~ interaction with your caretaker and the environment (babies)

ex. How does a baby signal they need food, or to get out of a poopy diaper?

9. **Interaction Primacy** ~ 1st form of communication ~ before we speak, we give visual cues. . .

Ex. physical appearance, eye contact, smells, colors you wear. . .

10. Express what verbal communication can't or shouldn't

ex. Getting your groove on at a dance. . .

Look longingly at a hottie, they look at you weird = you don't have to go over and embarrass yourself

11. NVC is trusted

Why?

**With partners, come
up with your own
specific examples for
EACH of the 11 items**

1. **We cannot not communicate**
2. **NVC = 80 – 90% of our communication**
3. **Omnipresent**
4. **Multifunctional** - part of all comm. - clarify meaning of verbals, emotional state
5. **Universal Language System** - smile, cry, point - basic understanding
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7. **Phylogenetic Primacy** ~ NVC predates language
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10. **Express what verbal communication can't or shouldn't**
11. **NVC is trusted**

Functions of NVC

- 1) **Send Uncomfortable Messages**
- 2) **Form Impressions which Guide Comm.**
- 3) **Make Relationships Clear**

4) Regulate Interaction

5) Influence People

6) Reinforce & Modify VC

How is
this
NVC?

WE'RE COMING.....



Write
some of
the
meanings
you can
get from
this
picture

The 6 'Ics'

The 'ics' help to
categorize the 6
different types of
Nonverbal
Communication



OCULESICS:

Gaze & Eye Contact

- **Gaze:** looking at a person
- **Eye-contact:** mutual gaze, where the two look at each other at the same time



- **Maintaining** eye contact signals genuineness and adds credibility
- **Avoiding** it signals shiftiness, nervousness, and not being prepared

OCULESICS:

- **Culturally different**
 - **Very Direct eye contact:** Middle Easterners, Some Latin Americans, French
 - **Moderate eye contact:** Americans, Northern European, British
 - **Minimal eye contact:** East Asians, Southeast Asians, East Indians, Native Americans

Haptics

The use of touch as
communication

ex. A hug, kiss, clutching
hands, a slap, shove



HAPTICS:

Contact vs. Non Contact

Use of physical contact when communicating

Contact:

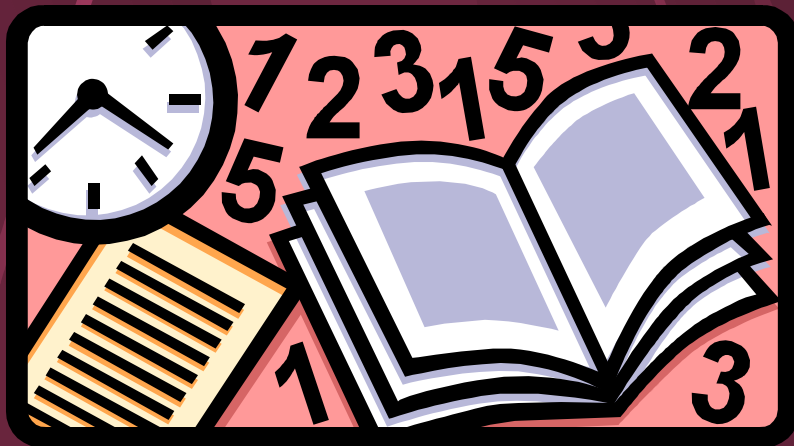
- **Arabs:** Iraq, Kuwait, Saudi Arabia, Syria, United Arab Republic
- **Latin Americans:** Bolivia, Cuba, Equator, El Salvador, Mexico, Paraguay, Peru, Puerto Rico, Venezuela;
- **Southern Europeans:** French, Italian, Turkish

Non Contact:

- **Asian:** China, Indonesia, Japan, Philippines, Thailand; Indians and Pakistanis
- **Northern Europeans:** Australia, England, Germany, Netherlands, Norway, Scotland;
- **Americans**

Chronemics

How humans perceive, structure, and use time as communication



ex. Females being late for dates

You herding to the door when there are 5 minutes left

Vocalics (paralanguage)



Vocal auditory
behavior

Δ Not the actual
words

ex. Rate, pitch,
volume,
enunciation. . .

- Volume ~ loudness of voice
- Pitch ~ placement of voice on a scale (high low)
- Rate ~ speed
- Pauses ~ brief silence or spacing of words/sound
- Articulation ~ precision and clarity
- Enunciation ~ precision and distinctness in sounding words
- Rhythm ~ sense of mvmt or pacing

Kinesics

Body Movement

Excludes physical
contact with
another's body



Ex. ???

KINESICS

- Watching people's actions can bring you a lot closer to the truth than merely listening to what they say (which might be a cover-up)
- "Science" of kinesthetics, or "body language"
- Can be very revealing
- Outward expressions of inner feelings

KINESICS

- **Openness:** Open hands, unbuttoned coat.
- **Defensiveness:** Arms crossed, sideways glance, touching-rubbing nose, rubbing eyes, buttoned coat, drawing away.
- **Insecurity:** Pinching flesh, chewing pen, thumb over thumb, biting fingernail.
- **Cooperation:** Upper body in sprinter's position, open hands, sitting on edge of chair, hand to face gestures, unbuttoning coat.

GESTURES – O.K.

Gesture

- Americans, forming a circle with thumb and forefinger to signal O.K.
- Culturally means:
 - "zero" or worthless in France
 - Money in Japan
 - Calling someone a very bad name in Germany

GESTURES – Nodding Yes or No

- For Americans, up and down means yes, side to side means no
- In Bulgaria, the nods are reversed in meaning.

Proxemics

How people use space to communicate.

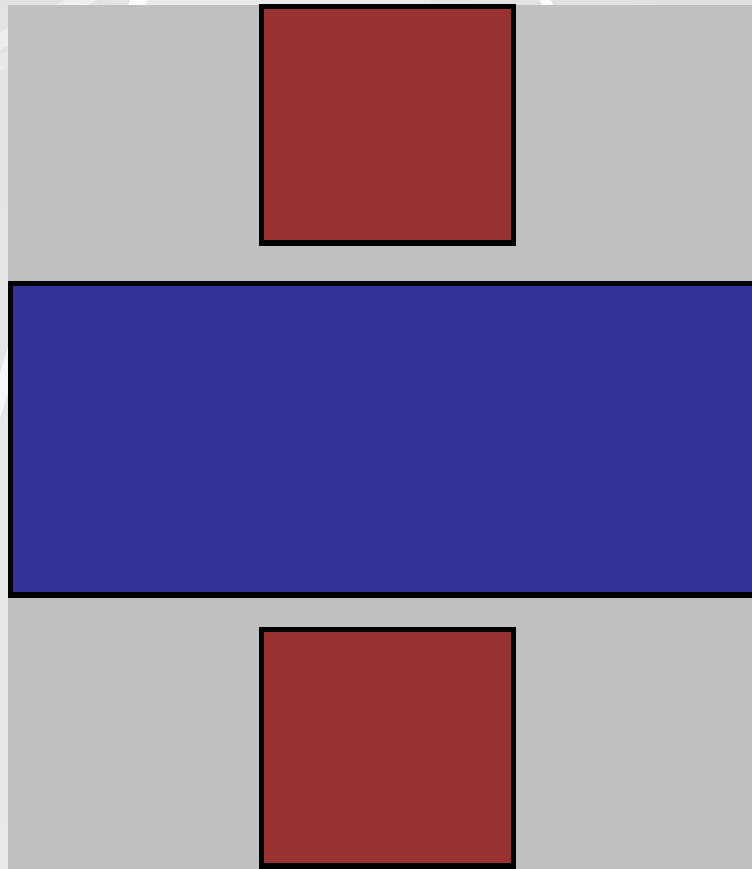
A message system used with a minimal level of awareness



Orientation

- People may present themselves in various ways:
 - face-to-face
 - side-to-side
 - back-to-back
- Cooperating people are likely to sit side-by-side
- Competitors frequently face one another

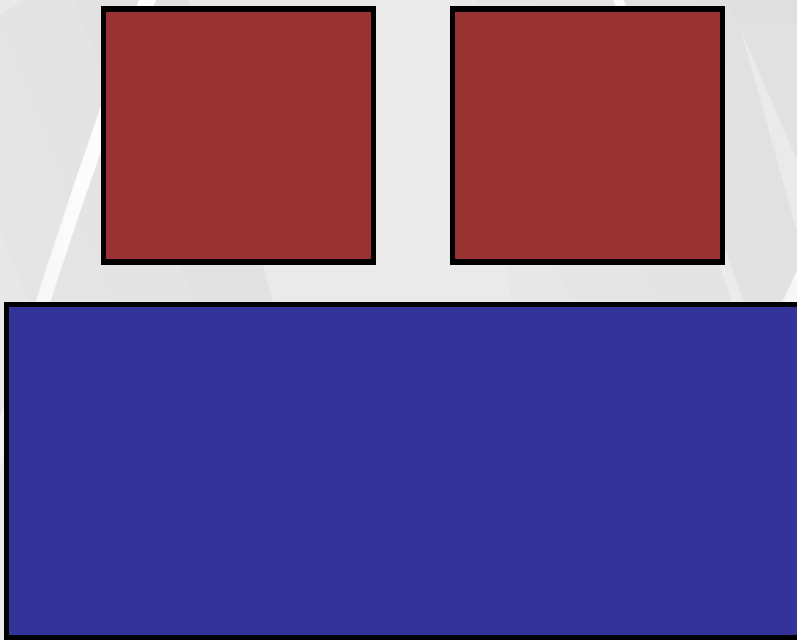
What is Position Sign of?



● Competition

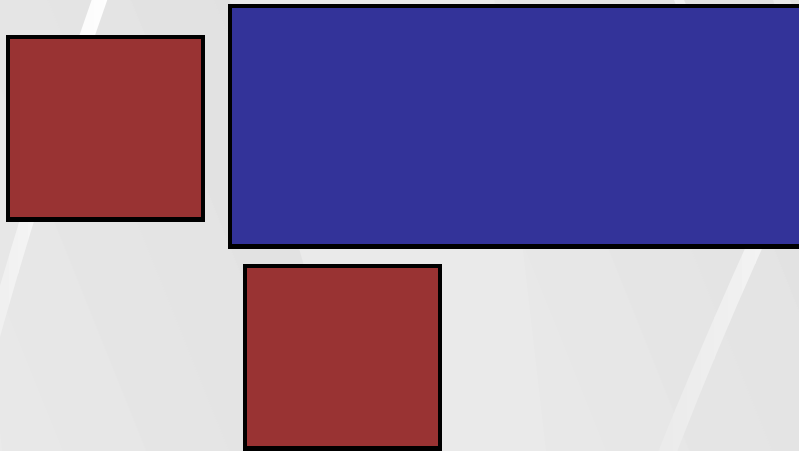
What is Position Sign of?

● Cooperation



What is Position Sign of?

● Conversation



Proxemics

Proxemics is the
6th 'ic' that we
will look at in a
little more depth
than the rest of
the 'ics'



PROXEMICS:

Interpersonal Attitude & Physical Contact

Convey Attitude:

- Hostile vs Friendly

Physical Contact:

- Shaking hands, touching, holding, embracing, pushing, or patting
- Reflect an element of intimacy or inclusiveness

Proxemics

- The distance conveys a non-verbal message.
- Culturally:
 - In some cultures it is a sign of attraction,
 - In others it may reflect status or the intensity of the exchange

2 main categories of Proxemics:



1) Territoriality

2) Personal Space
/ Zones

Territoriality

Claiming the rights to an area

Originated from observations in the animal kingdom

- Survival
- Females gravitate towards males with best territory





Humans communicate through proxemics as well

- At Home
 - *fences, shrubbery, flowers,
 - *kitchen, “Dad’s chair”
- In Public
 - *purse/coat placement
 - *reservations / tickets to a game
- Male / Female interactions
 - *toys, bling-bling, cars, cologne, perfume. . .

Personal Space

- An invisible, portable, adjustable bubble surrounding an individual.
- Actively maintained to protect the person from physical or emotional threats
- BODY BUFFER ZONE (on the test)

Personal Space // Zones

The Zones of space which surround us

4 zones that are important in proxemic communication

- 1) Intimate Space
- 2) Communal Space
- 3) Socioconsultative Zone
- 4) Public Zone

Intimate Zone

From physical contact to 18 inches

0 - 18

Usually for close relationships

Various meanings

- *Something is wrong
- *Intensity
- *Violation of space (personal bubble)



Get a partner and a ruler



**Stand 18 inches apart
facing each other**

Communal Space

Distance from 18 inches to 4 feet

18 - 4

Interpersonal communication most common at this distance

Usually friends, or acquaintances

*an established relationship



Get a partner and a ruler



**Stand 4 feet apart
facing each other**

Socioconsultative Zone

Spans a distance from 4 feet to 10 feet

4 - 10

Utilized in professional settings

*Teacher / Student

*Lawyer / Client / Jury



Get a partner and a ruler



**Stand 10 feet apart
facing each other**

Public Zone

Begins at 10 feet and extends to where one can still be seen and heard

10 - ?

This type of communication tends to be formal

- *Public speaking
- *Rallies
- *Malls (icky!)

