

# NON VERBAL COMMUNICATION

Day 2  
13th of April 2021

Co-funded by the  
Erasmus+ Programme  
of the European Union



Project number: 2019-1-IT02-KA204-062395



# Non Verbal communication

***Nonverbal communication*** has been defined as communication without words. It includes apparent behaviors such as facial expressions, eyes, touching, and tone of voice, as well as less obvious messages such as dress, posture and spatial distance between two or more people.





# Non Verbal communication

## Functions of nonverbal communication:

- Express emotions
- Express interpersonal attitudes
- To accompany speech in managing the cues of interaction between speakers and listeners
- Self-presentation of one's personality
- Rituals (greetings)





## Why do we use non verbal communication



### Humans use nonverbal communication because:

- **Words have limitations:** There are numerous areas where nonverbal communication is more effective than verbal (when explain the shape, directions, personalities are expressed nonverbally)
- Nonverbal signal are **powerful:** Nonverbal cues primary express inner feelings (verbal messages deal basically with outside world).
- **Nonverbal message** are likely to be **more genuine:** because nonverbal behaviors cannot be controlled as easily as spoken words.
- Nonverbal signals can **express feelings** inappropriate to state: Social etiquette limits what can be said, but nonverbal cues can communicate thoughts.
- A separate communication channel is necessary to help send complex messages: A speaker can add enormously to the complexity of the verbal message through simple nonverbal signals.



# Principles

## 4 Principles of Nonverbal Communication

- supplements or replaces verbal communication
- regulates interaction
- establishes relationship-level meanings (responsiveness, liking, power)
- reflects & expresses cultural value

[https://www.youtube.com/watch?v=tf8ly\\_XfAlA&t=95s&ab\\_channel=madmarvin99](https://www.youtube.com/watch?v=tf8ly_XfAlA&t=95s&ab_channel=madmarvin99)





Lie To Me SUPERB  
BODY LANGUAGE  
ANALYSIS  
BY TIM ROTH





## Elements of non verbal communication

### 7 Elements of Non-Verbal Communication

The old saying “It’s not what you say, it’s how you say it” is given new meaning when you think about it in terms of body language. In addition to words spoken, you need to be aware of seven key things that convey messages.





# Elements of Non Verbal Communication



## Varieties of expressions

### Facial Expressions.

Facial expressions are universal across all cultures and nationalities. They express emotions: happiness, sadness, anger, surprise, fear, and disgust to name a few. You do not have to understand the verbal language to understand the non-verbal expressions.







# Elements of NonVerbal Communication



*We have 80 muscles in our face that can create more than 7,000 facial expressions. There are six main types of facial expressions found in all cultures are:*

- *Happiness (round eyes, smiles, raised cheeks )*
- *Fear (around eyes, open mouth )*
- *Angry (lower eyebrow and stare intensely )*
- *Disgusting (wrinkled nose, lowered eyelids and eyebrow, raised upper lip)*
- *Surprise (raised eyebrow, wide open eyes, open mouth )*
- *Sadness (Area around mouth and eyes)*



# Elements of NonVerbal Communication

Co-funded by the  
Erasmus+ Programme  
of the European Union



## Body Movements and Posture.

Your stance, posture, the way you walk, even subtleties such as the way you hold your head all convey an unspoken message.





# Elements of NonVerbal Communication

Co-funded by the  
Erasmus+ Programme  
of the European Union



## Gestures.

We wave, point, beckon, and use our hands when we are arguing or speaking animatedly, we express ourselves with gestures often without thinking. However, the meaning of gestures can be very different across cultures and regions, so it is important to be careful to avoid misinterpretation.





# Elements of NonVerbal Communication

## Eye Contact.

Eye contact is an important form of nonverbal communication. The way you look at someone communicates interest, affection, hostility, or attraction. Eye contact is also important in maintaining the flow of conversation and for gauging the other person's response.





# Elements of NonVerbal Communication

## Touch.

Touch is another important part of nonverbal communication. Think about what the following conveys: a firm handshake, a timid tap on the shoulder, a warm bear hug, a reassuring pat on the back, a patronizing pat on the head, or a controlling grip on your arm.

### **5 categories of Touching:**

*Functional / Professional*

*Social / Polite*

*Friendship / Warmth*

*Love / Intimacy*

*Sexual Arousal*





# Elements of NonVerbal Communication

## Space.

We all have a need for physical space, although that need differs depending on the culture, the situation, and the closeness of the relationship. You can use physical space to communicate many different nonverbal messages, including signals of intimacy, aggression, dominance, or affection.





# Elements of NonVerbal Communication

## Voice.

Nonverbal speech such as tone, pitch, volume, inflection, rhythm, and rate are important communication elements. When we speak, other people “read” our voices in addition to listening to our words. These nonverbal speech sounds provide subtle but powerful clues into our true feelings and what we really mean. Think about how tone of voice, for example, can indicate sarcasm, anger, affection, or confidence.





# NonVerbal Communication

Successful nonverbal communication depends on self-awareness and an understanding of the cues you are sending, as well as reading the cues others are sending you.

If you are planning what you are going to say next, daydreaming, or thinking about something else, you are almost certain to miss nonverbal cues and other subtleties in the conversation. You need to stay focused on the moment to fully understand what is going on.







# The Importance of Nonverbal Cues as told by "Friends"





## NonVerbal Communication: Advantages

1. You can communicate with someone who is hard of hearing or deaf.
2. You can communicate at place where you are supposed to maintain silence.
3. You can communicate something which you don't want others to hear or listen to.
4. You can communicate if you are far away from a person. The person can see but not hear you.
5. Non-verbal communication makes conversation short and brief.





## NonVerbal Communication: Disadvantages

1. You can not have long conversation.
2. It varies culture to culture.
3. Can not discuss the particulars of your message.
4. Difficult to understand and requires a lot of repetitions.
5. Can not be used as a public tool for communication.
6. Less influential and can not be used everywhere.





# Gestures around the world





# Cultural difference in Non- verbal communication



- In Poland means “ I don’t believe you”.
- But in Somalia means “ I see you” or “ look”.





## Cultural difference in Non-verbal communication

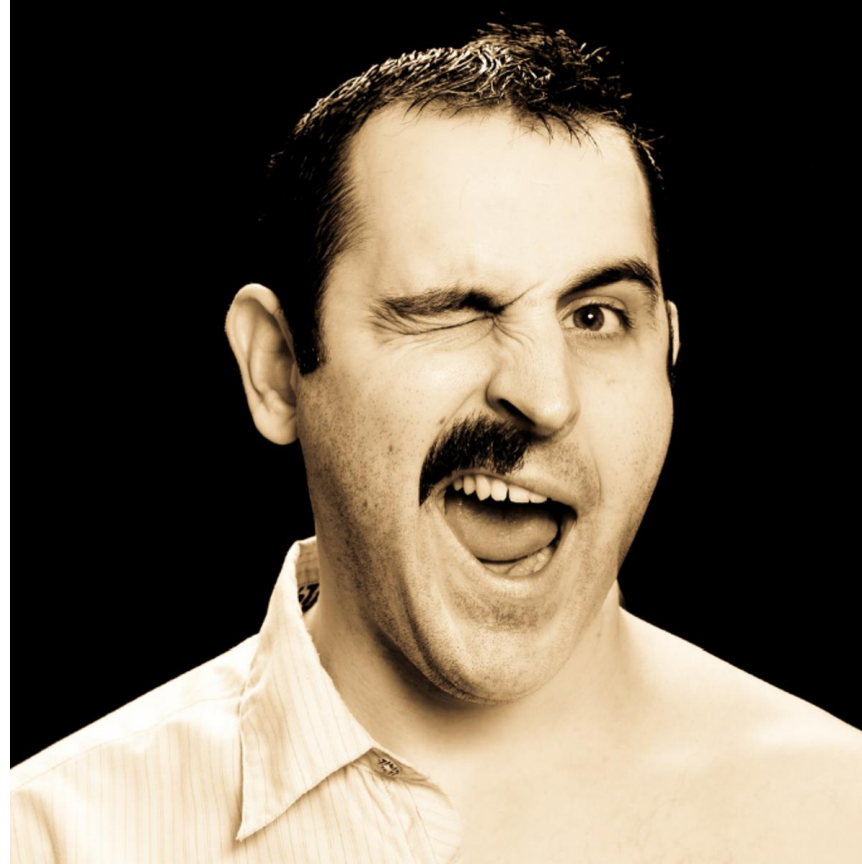


- Most of the world means "O.K"
- In Iran means "extremely obscene" OR rude.
- In Nigeria "Good luck".
- In Japan means "five".
- In Turkey means "political rightist party"





# Cultural difference in Non-verbal communication



- In Somalia means “rude or dishonest sign”.
- In some parts of Europe means “private signal to show that something is joke”.





# Cultural difference in Non- verbal communication



- commonly means “everything is all right or perfect”.
- In France means “worthless”.
- Japan means “ money”.
- In German means “ rude”.







# Cultural difference in Non- verbal communication



- In Brazil means "Good luck".
- Russia means "you get nothing from me".
- Yugoslavia means "you can't have it".
- Turkey, Tunisia & Holland means "obscene".





# Cultural difference in Non- verbal communication

- Are there any guesters in your country?





# Cultural difference in Non- verbal communication

**Exercise 1 "Helicopter"**

**Exercise 2 "Figures"**

**Exercise 3 "Mirror of the soul"**





# Cultural difference in Non-verbal communication

