

Unit 3 Communication and Socialization

Text A

Preparatory Work

(1)

Research interests: anthropology, cross-cultural studies, esp. proxemics (a concept and term created by him)

Main publications: *The Silent Language* (1959), *The Hidden Dimension* (1966), *Beyond Culture* (1976)

(2)

Posture: In humans, posture can provide a significant amount of important information on nonverbal communication and emotional cues. Psychological studies have shown the effects of body posture on emotions. Currently, many studies have shown that certain patterns of body movements are indicative of specific emotions. Researchers studied sign language and found that even non-sign language users can determine emotions from only hand movements.

Gesture: Gesture is a form of non-verbal communication or non-vocal communication in which visible bodily actions communicate particular messages, either in place of, or in conjunction with, speech. Gestures include movement of the hands, face, or other parts of the body. Gestures allow individuals to communicate a variety of feelings and thoughts, from contempt and hostility to approval and affection, often together with body language in addition to words when they speak.

Facial expression: A facial expression is one or more motions or positions of the muscles beneath the skin of the face. Facial expressions are a form of nonverbal communication. They are a primary means of conveying social information between humans. The eyes are often viewed as important features of facial expressions. Aspects such as blinking rate can be used to indicate whether or not a person is nervous or whether or not he or she is lying. Also, eye contact is considered an important aspect of interpersonal communication.

Eye contact: Eye contact occurs when two people look at each other's eyes at the same time. In human beings, eye contact is a form of nonverbal communication and is thought to have a large influence on social behavior. Coined in the early to mid-1960s, the term came from the West to often define the act as a meaningful and important sign of confidence, respect, and social communication. The customs and significance of eye contact vary between societies, with religious and social differences often altering its meaning greatly.

Spatial bubble: It refers to personal boundaries. They are guidelines, rules or limits that a person creates to identify for themselves what are reasonable, safe and permissible ways for other people to behave

towards him or her and how they will respond when someone steps past those limits. According to some in the counseling profession, personal boundaries help to define an individual by outlining likes and dislikes, and setting the distances one allows others to approach.

(3)

Paul Ekman (born February 15, 1934) is an American psychologist who is a pioneer in the study of emotions and their relation to facial expressions. He has created an “atlas of emotions” with more than ten thousand facial expressions, and has gained a reputation as “the best human lie detector in the world”. It is related to microexpression – a brief, involuntary facial expression shown on the face of humans according to emotions experienced. They usually occur in high-stakes situations, where people have something to lose or gain. Microexpressions occur when a person is consciously trying to conceal all signs of how they are feeling, or when a person does not consciously know how they are feeling. Microexpressions cannot be controlled as they happen in a fraction of a second, but it’s possible to capture someone’s expressions with a high speed camera and replay them at much slower speeds. Some of Ekman’s important works include *Telling Lies: Clues to Deceit in the Marketplace, Politics, and Marriage* (W. W. Norton & Company, 1985) and *Emotions Revealed: Recognizing Faces and Feelings to Improve Communication and Emotional Life* (Times Books, 2003).

Critical Reading

I. Understanding the text

1.

Part	Section	Para(s).	Main idea
I	Introduction	1-5	Examples to show the power of non-verbal communication
II	Talk and listen	6-8	Talking and listening are intertwined and there are hidden rules governing them
	Eye contact	9-15	Eye contact in communication is both subtle and complex
	Personal bubbles	16-21	Everyone has an invisible bubble of space that contracts and expands

			depending on several factors
	Dating and courtship	22-24	How a person handles space in dating others is an obvious and sensitive indicator of how he or she feels about the other person
III	The pick-up of non-verbal communication	25	Non-verbal communication/body language is learned from observing and imitating people around us when we grow up
IV	The significance and functions of non-verbal communication	26	Your non-verbal communication behavior is part of your cultural identity

2.

Case	Summary
Bob	Body language can send signals of liking or disliking through "nods" and "scowls".
Henry	Punctuality is an important issue in non-verbal communication. (Henry was late for half an hour to meet Arthur)
George	Physical proximity and lingering eye contact indicate interest between the two communicators (George's interest in Charley's wife)
José Ybarra and Sir Edmund Jones	The difference between Latin and English cultures in terms of personal bubbles.

3.

- (1) Indication of listening: looking at the speaker's face/eyes, nodding head
- (2) Agreeing with what's said: giving a vigorous nod, smiling
- (3) Having reservation about what's said: raising an eyebrow or pulling down the corners of the mouth

(4) Intention to terminate the conversation: shifting body position, stretching legs, bobbing foot, or diverting gaze from the speaker

4.

Those who tend to avoid body contact	English, Swedish, Danish, German
Those who don't mind or even like body contact	Iraqi, Italian, French, Spanish, Egyptian, Brazilian, Mexican, Syrian

5.

(1) People don't like to spell out certain kinds of messages. We prefer to find other ways of showing our feelings, esp. in relationships as sensitive as courtship.

(2) She may smile, glance shyly at the man, give him a real come-on look and move in very close, touch his arm and ask for a light, brush him lightly, touch the back of her hair, thrust her breasts forward, tilt her hips as she stands, even expose one thigh or put a hand on her thigh and stroke it.

(3) People learn body language in their culture in the same way of learning the spoken language – by observing and imitating around them as they're growing up.

II. Evaluation and exploration

1.

(1) This definition is too general and abstract.

(2) This definition is equally abstract and also sexist.

(3) This definition is more specific but not very clear, for example, the material culture (architecture) is not included.

(4) This one is more logical and complete (including spiritual component such as values, system component such as customs, and material component such as artifact, as well as the nature of learning and passing down).

(5) This definition is more complete but a bit redundant (too many details).

2.

Generalization	Situation in Chinese culture
French and Italian men look at women openly and directly—their eyes, hair, nose, lips, breasts, hips, legs, thighs, knees, ankles, feet, clothes, hairdo,	(Open for discussion. No definite answers.)

even their walk.	
Americans show their interest in the speaker (and his/her topic) by smiling, looking at his eyes, and nodding.	(Open for discussion. No definite answers.)
People of northern European heritage — English, Scandinavian, Swiss, and German —tend to avoid body contact in communication.	(Open for discussion. No definite answers.)
In white middle-class American culture, it's permissible to look at people if they're beyond recognition distance, but once inside this sacred zone, you can only steal at strangers.	(Open for discussion. No definite answers.)

3.

The differences in communication style between people of different classes, genders, ethnic groups, and regions (even within big country such as China) can be discussed in the following issues:

- (1) High contextual or low-contextual (indirect or direct in expressing ideas or feelings)
- (2) Formal or informal (depends on classes and familiarity)
- (3) Personal bubbles (small or big)
- (4) Sense of time (punctuality, attitude to past/history, present and future)
- (5) Dominant or passive

Language Enhancement

I. Words and phrases

1.

- (1) E&F (2) C&D (3) B&C (4) D&E (5) D&F
 (6) A&C (7) A&E (8) D&E (9) C&D

2.

- (1) of (2) on (3) through (4) in (5) with (6) of (7) in
 (8) by (9) as (10) between (11) towards (12) for (13) at (14) in

3.

- (1) push (2) overflowed (3) pulled in (4) deal with (5) caused
 (6) part...from (7) indicated (8) terminate (9) complained (10) turn down

4.

- (1) put...off (2) work out (3) spell out (4) longed for (5) turned up
(6) enveloped in (7) feels about (8) slipped into (9) divert...from
(10) subject to

II. Sentences and discourse

1.

- (1) Everyone communicates verbally and non-verbally at the same time, but they are only conscious of the former and unaware of the latter.
- (2) Most Americans feel nervous when meeting with someone who is using his eyes in an unfamiliar way, and they usually avoid eye contact with him/her.
- (3) Since these women have become used to being looked at (by men in France), they often feel strongly about being neglected (by men in America) upon returning to the United States.
- (4) Urban whites avoid eye contact with each other (as strangers) once they are within definite recognition distance. The exception is when they want a pickup, give a handout, or ask for information.
- (5) It's not impolite to look at people when they are out of recognition distance, but once you enter the personal space of recognition distance, you can only have a quick glance at them and then look away.

2.

- (1) If you want to know the taste of the pear, you have to savor it.
- (2) All the passengers in the car glared at the young man who had refused to give his seat to the old man/lady.
- (3) In spite of his careful design, the plan fell through.
- (4) Since being abandoned by her husband, she has been very sensitive to topics on deserted wives and divorce.
- (5) The majority of the public is skeptical about the statistical data published by the government.
- (6) With slowing down growth intertwined with inflation, we can't be optimistic about this year's economic situation.
- (7) Many stars appear better looking in pictures than themselves because they were retouched before printing.
- (8) Because of the high debt rate and economic depression in the recent years, Greece has to resort to the European Central Bank and the International Monetary Fund for help.
- (9) Her care for him is meticulous, but he feels smothered and lost his privacy and freedom.
- (10) In the talk, she was blunt and sharp, which embarrassed her unprepared opponent.

3.

一个人如何处理约会时的距离明显反映出男人或女人对约会对象的感受指标。初次约会时,如果女方坐的或站的离男方太近以至于男方强烈地感受到她的实体存在——在亲密距离以内——男方通常会将此理解为女方在鼓励他接近。但在男方对女方采取下一步行动之前,他应该确定女方发出的实际信息;否则,他会冒着自尊心受伤的风险。北欧背景的人感到过近的交际距离对于意大利背景的人来说只能算是中等的或较远的距离。还有,女性有时会利用空间距离来误导男人。没有比女人交际时发出的矛盾信息更能阻止男人的事了。例如,女人圈缩着让男人靠近,随后的行为却像是受到了男人的侮辱。

4. (1) (4) (3) (2)