

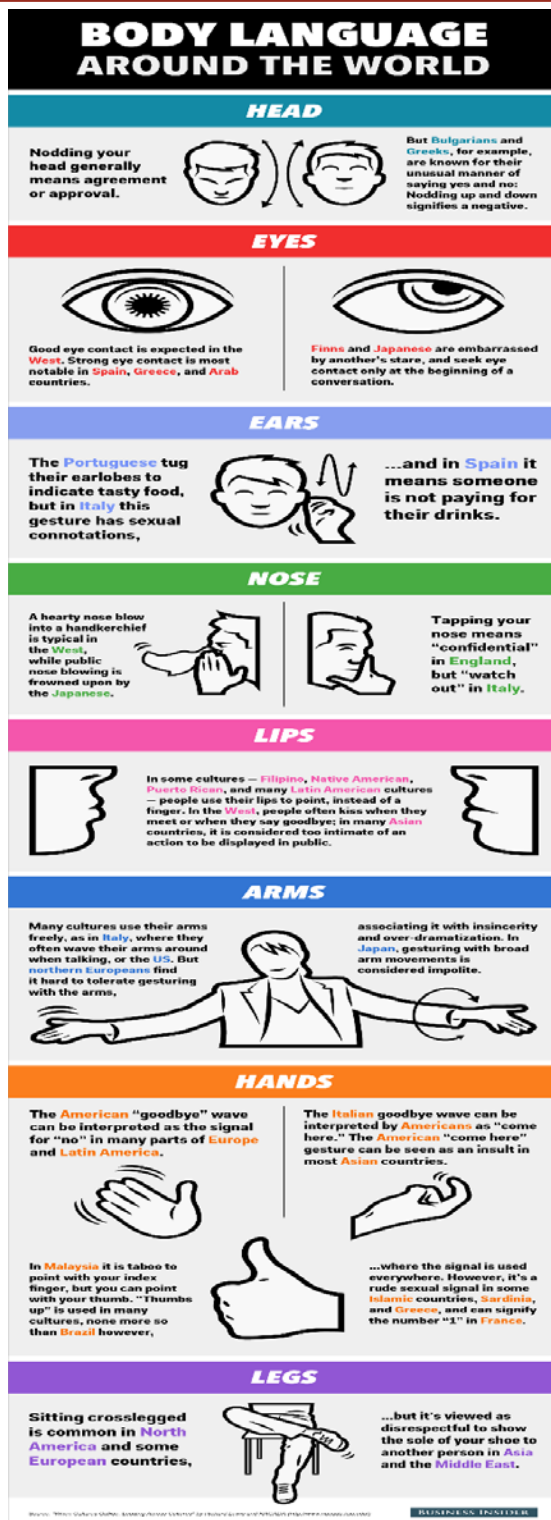
Behavior Dynamics Journal

A bi-monthly publication focusing on the Operational Application of Behavior

Cultural

Misunderstandings and nonverbal cues

People from different cultures have different sets of expectations about how to behave in an interaction. Ordinarily these expectations simplify the complex task of interaction by making it possible to anticipate aspects of an interviewee's behavior. However, these expectations can interfere with an objective viewing of behavior during cross-cultural interactions. The expectations of the interviewer and interviewee are often different, and this leads them to interpret the same situation, or the same behavior, in different ways. When people do not behave as anticipated, it is easy to conclude that they are attempting to hide something. People are generally poor at detecting deception in the behavior of people from a cultural group other than their own. This type of confusion is apparent with cues to deception. Research has shown that some cues are consistently associated with deception across all cultural



groups (or at least those included in available research). Other cues are often associated with deception in some cultures but not in others.

The shocking differences in basic body language around the world

The body speaks volumes. But what it says depends on the culture you're in. Facial expressions, gestures, mannerisms and degree of eye contact vary greatly across countries. For example, "arms, which are used little by Nordics during conversation, are an indispensable element in one's communicative weaponry in Italy, Spain and South America," writes Richard Lewis in [When Cultures Collide: Leading Across Cultures](#). The cultural differences in body language are vast — there are entire books dedicated exclusively to hand gestures — but we've selected a few to create a simple, body-language etiquette guide that highlights some surprising differences. A special thanks to information from Lewis' book and the [National Academic Advising Association](#)

Deception of the month: <https://www.youtube.com/watch?v=wKV-D895t4>