

Non Verbal Communication

KOPPACT

K—Kinesics: Body language, Expressions

O—Oculesics: Eye movement

P—Proxemics: Spatial requirements

P—Para-language: Pitch, Volume, Tone

A—Artifacts: Clothing, Jewellery, Objects

C—Chronemics: Role of time

T—Tactilics: Language of touch

Kinesics is the interpretation of body motion communication such as facial expressions and gestures — that is, nonverbal behavior related to movement of any part of the body or the body as a whole. The equivalent popular culture term is body language.

Kinesic behaviors are an important part of nonverbal communication. Personal appearance, Posture, Gesture, Facial expression, Eye contact, etc constitute Kinesics. Body movements convey information, though interpretations vary by culture. As many movements are carried out at a subconscious or at least a low-awareness level, kinesic movements carry a significant risk of being misinterpreted in an intercultural communication situation.

Kinesics was first used (in 1952) by Ray Birdwhistell, an anthropologist who wished to study how people communicate through posture, gesture, stance, and movement. His ideas over several decades were synthesized and resulted in the book, *Kinesics and Context*. Drawing heavily on descriptive linguistics, Birdwhistell argued that all movements of the body have meaning (i.e. are not accidental), and that non-verbal behavior has a grammar that can be analyzed in similar terms to spoken language. Thus, a "kineme" is "similar to a phoneme because it consists of a group of movements which are not identical, but which may be used interchangeably without affecting social meaning".

Birdwhistell estimated that no more than 30 to 35 percent of the social meaning of a conversation or an interaction is carried by the words. He also concluded that there were no universals in these kinesic displays.

Modern applications

In a current application, kinesic behaviors are sometimes used as signs of deception by interviewers looking for clusters of movements to determine the veracity of the statement being uttered.

Relevant concepts include:

- **Emblems** - Substitute for words and phrases
- **Illustrators** - Accompany or reinforce verbal messages
- **Affect Displays** - Show emotion
- **Regulators** - Control the flow and pace of communication
- **Adaptors** - Release physical or emotional tension

Oculesics, a subcategory of kinesics, is the study of eye movement, eye behavior, gaze, and eye-related nonverbal communication, which is the transmission and reception of meaning between communicators without the use of words. It can include the environment around the communicators, the physical attributes or characteristics of the communicators, and the behavior of the communicators.

The specific definition varies depending on whether it applies to the fields of medicine or social science. As a social or behavioral science, oculesics is a form of nonverbal communication focusing on deriving meaning from eye behavior. It can also deal with the medical care of eyes, such as optometry and ophthalmology. The term "oculist" usually applies to a doctor of one of these medical specialties.

Dimensions of Oculesics

Eye contact is one aspect of oculesics. The others are pupil dilation, eye movement including blinking, and gaze direction.

Dimension 1: Eye Contact

There are two levels of eye contact: Direct eye contact & Indirect eye contact

Dimension 2: Eye Movement

Eye Movement occurs voluntarily or involuntarily. It can include changing eye direction, changing focus, or following objects with the eyes.

Dimension 3: Pupil Dilation

Pupillary response is change in the size of the pupil, voluntarily or involuntarily. This change happens at the appearance of real or perceived new objects of focus, and even at the real or perceived indication of such appearances.

Dimension 4: Gaze Direction

Gazing deals with communicating and feeling intense desire with the eye, voluntarily or involuntarily.

Proxemics the study of the spatial requirements of humans in interpersonal relations, and the effects of population density on behavior, communication, and social interaction. Proxemics is one of several subcategories of the study of [nonverbal communication](#).

Proxemics can be defined as "the interrelated observations and theories of man's use of space as a specialized elaboration of culture". [Edward T. Hall](#), the cultural anthropologist who coined the term in 1963, emphasized the impact of proxemic behavior (the use of space) on interpersonal communication. Hall believed that the value in studying proxemics comes from its applicability in evaluating not only the way people interact with others in daily life, but also "the organization of space in [their] houses and buildings, and ultimately the layout of [their] towns". In his work on proxemics, Hall separated his theory into two overarching categories: [personal space](#) and [territory](#). Personal space describes the immediate space surrounding a person, while territory refers to the area which a person may "lay claim to" and defend against others.

Hall divides the space into four distinct zones:

1. **The Intimate Zone:** This zone starts with personal touch and extends just up to one and a half feet. Members of family and relatives fall under this zone. The best relationship that describes it is the mother-child relationship. This zone does not need active conversation. One can whisper or make unintelligible sounds but still be able to communicate.
2. **The Personal Zone:** This zone stretches from one and half feet to 4 feet. Friends, colleagues, peers, etc. fall in this zone. This zone is quite relaxed and a casual place and one can have a normal spontaneous conversation or unplanned communication.
3. **The Social Zone:** Social events take place in the radius of 4 ft to 12 ft. In this zone, relationships are more formal and official and people are more cautious in their movements. These situations involve less emotion and more planning.
4. **The Public Zone:** This zone starts from 12 ft and may extend to 25 ft or to the range of eyesight and hearing. Events that take place in this zone are formal. Here the audience views what is happening as an impartial observer. The degree of detachment is very high. The audience is free to do whatever it feels like.

Para-language is a component of meta-communication that may modify or nuance meaning, or convey emotion, such as prosody, pitch, volume, intonation etc. It is sometimes defined as relating to nonphonemic properties only. Paralanguage may be expressed consciously or unconsciously. The study of paralanguage is known as **paralinguistics**, and was invented by George L. Trager in the 1950s, while he was working at the Foreign Service Institute of the Department of State.

There are four aspects in the context of paralanguage:

Perspectival aspects

Speech signals arrive at a listener's ears with acoustic properties that may allow listeners to identify location of the speaker (sensing distance and direction, for example). Sound localization functions in a similar way also for non-speech sounds. The perspectival aspects of lip reading are more obvious and have more drastic effects when head turning is involved.

Organic aspects

The speech organs of different speakers differ in size. As children grow up, their organs of speech become larger and there are differences between male and female adults. The differences concern not only size, but also proportions. They affect the pitch of the voice and to a substantial extent also the formant frequencies, which characterize the different speech sounds.

Expressive aspects

Paralinguistic cues such as loudness, rate, pitch, pitch contour, and to some extent formant frequencies of an utterance, contribute to the emotive or attitudinal quality of an utterance. Typically, attitudes are expressed intentionally and emotions without intention, but attempts to fake or to hide emotions are not unusual.

Linguistic aspects

Ordinary phonetic transcriptions of utterances reflect only the linguistically informative quality. The problem of how listeners factor out the linguistically informative quality from speech signals is a topic of current research. Some of the linguistic features of speech, in particular of its prosody, are paralinguistic or pre-linguistic in origin.

Artifacts are physical objects, such as clothing, homes, and cars, which indicate to others a person's personal and social beliefs and habits. Messages are thus conveyed in a nonverbal manner.

Clothing

One of the first judgments people make when they see an individual, whether it be stranger or friend, is based on that person's clothing. Accurate or not, these inferences affect how people view and react to others. Clothing can communicate many ideas, including social class, attitudes (conservative, liberal, moderate), style and creativity, and age.

Jewelry

Jewelry as well communicates certain messages. Political buttons inform others of your views and activity concerning society while college rings or religious adornments reveal personal values and beliefs. Engagement and wedding rings indicate matrimony and the union of two people in love, though the type of rings can further indicate wealth and thus social class.

Body Piercings and Tattoos

Piercings and tattoos often facilitate complex messages, especially in terms of presentation and perception. Often, when people get a piercing in their nose, eyebrow, or tongue, they communicate a message that is different than how others perceive it. This can be a result of a culture or generation gap, for younger people are more comfortable with such expressions than are their parents and grandparents. Many people tend to overlook the actual meaning of such an adornment and instead perceive it in within a broad message.

Space Decoration

The way in which private spaces are decorated indicate messages about a particular person or group of people. For example, a boss' office is usually arranged with nice furniture in a private room, unlike a worker's lowly cubicle. Thus, objects and adornments can highlight wealth and status. Despite this, they also contribute to information about a person's interests and lifestyles. Magazines, books, and dvds each communicate a different message about the tastes of a person and what they consider to be important.

Chronemics is the study of the role of time in communication. It is one of several subcategories of the study of nonverbal communication. Chronemics can be defined as "the interrelated observations and theories of man's use of time as a specialized elaboration of culture, the way in which one perceives and values time, structures time, and reacts to time frames communication. Across cultures, time perception plays a large role in the nonverbal communication process. Time perceptions include punctuality, willingness to wait, and interactions. The use of time can affect lifestyle, daily agendas, speed of speech, movements, and how long people are willing to listen. Cultures are sometimes considered **monochronic** or **polychronic**.

A monochronic time system means that things are done one at a time and time is segmented into precise, small units. Under this system time is scheduled, arranged and managed. The United States is considered a monochronic society. This perception of time is learned and rooted in the Industrial Revolution, where "factory life required the labor force to be on hand and in place at an appointed hour"

A polychronic time system is a system where several things can be done at once, and a more fluid approach is taken to scheduling time. Examples of polychronic behaviors include: cooking food while watching television or browsing the internet while sitting in meetings. Polychronicity is in contrast to those who prefer monochronicity (doing one thing at a time). Unlike most Western and East Asian cultures, Latin American, African, South Asian, and Arab cultures use polychronic systems of time.

Tactilics

Humans do not only communicate through words and eyes, but also through the language of touch, something that they have learnt from the world of animals. Tactilics is the science of touch language. It includes touching self, others, and objects.

Research shows two kinds of touch language: Bodily contact and Touching with hands. Bodily contact refers to touches that are accidental and unconscious and any part of the body may be involved in it. In overcrowded buses and trains, like in India, back-pushes or elbow rubbings, stepping on someone else's feet, are so common. Touching implies that the actions are deliberate, conscious, and made primarily by hands. As Wainright says, touching has the "connotation of a more active involvement of the person doing the touching."

The language of touch can have great therapeutic value. A mother's touch on the shoulders of her worried child can be a source of solace. A worried friend can find assurance when patted on the back by another friend. Researchers have stated that humans consciously or sub-consciously express through the language of touch because it fulfils physiological and sociological need. The needs can be social, sexual, or psychological.