



IIT ROORKEE



NPTEL ONLINE  
CERTIFICATION COURSE

## Soft Skills

### Lecture 11

### Proxemics

**Dr. Binod Mishra**  
Department of HSS, IIT Roorkee



# What is Proxemics?

## Spatial relationship

- Study of physical space
- Related to behavioural norm
- Culture variations

# Space Zones

- Intimate: Physical touch to 18 inches
- Personal: 18 inches to 4 feet
- Social: 4 feet to 12 feet
- Public: 12 feet to 30 feet or more

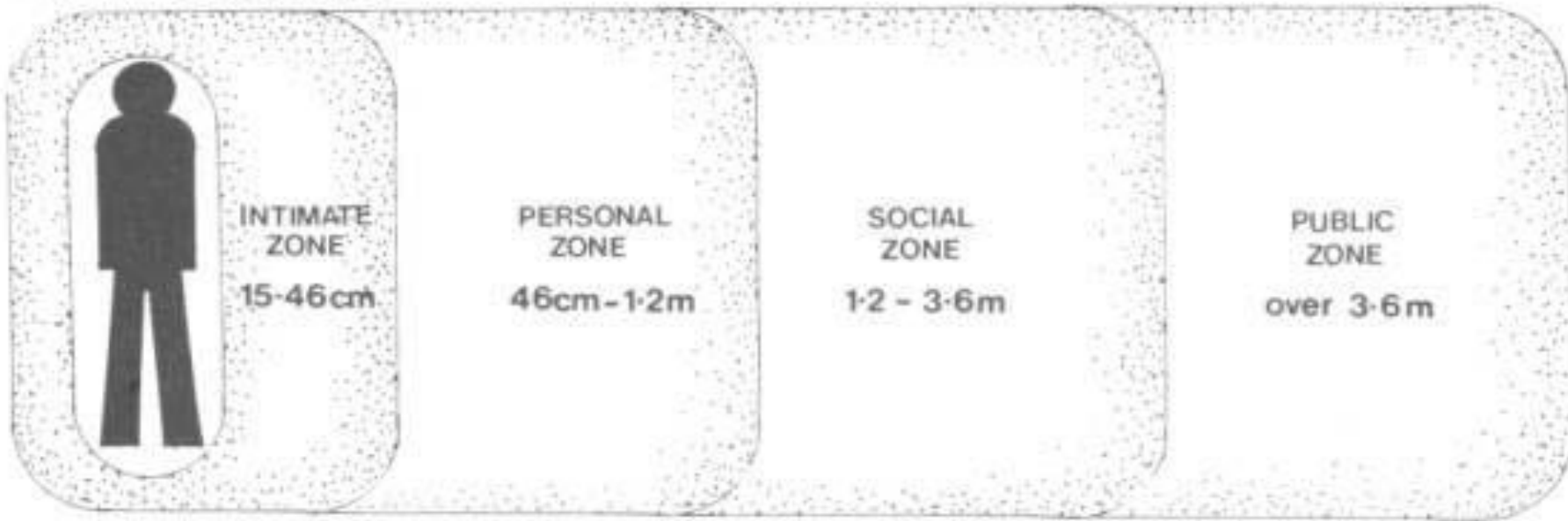
# Making relationships clear

Mehrabian says:

- “Status manifests itself by relaxed posture and way of interacting”.
- Most non verbal communication at work in U.S. reinforces power.
  - *You and I are close friends.*

# Four Space Zones

Figure 9 *Zone distances*



# Zones and Members

- ❖ Intimate: Family members and close relatives.
- ❖ Personal: Friends, colleagues and peers.
- ❖ Social: Strangers, occasional visitors.
- ❖ Public: Public speakers and leaders.

# Culture contexts & Space meanings

- ❑ Low context cultures: North America, Germany, England, French, Italy, Scandinavia.
- ❑ High Context cultures: Japan, china, Arab, Greece, Mexico, Spain.
- ❑ Arabs of the same sex stand much closer than North Americans.
- ❑ People in U.S require more room.

# Culture affects zone distances

- Europeans often maintain intimate distance of only 23-25 centimeters.
- Confusion arises while adjusting to culturally comfortable distances.
- Lack of awareness leads to misconception.



# Chronemics

## Study of time

- ❑ A commodity in professional world.
- ❑ Reveals your personality.
- ❑ Varies from culture to culture.

# Use of Time

- ✓ Helps in planning.
- ✓ Reflects professionalism & courtesy.
- ✓ Careful use of time during communication leads to success.



“Time talks and space speaks.”  
- Edward T Hall

