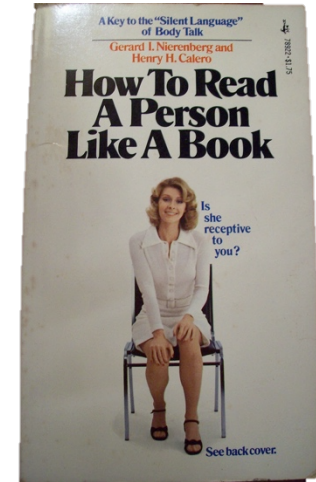


A Perfectly Good Hour

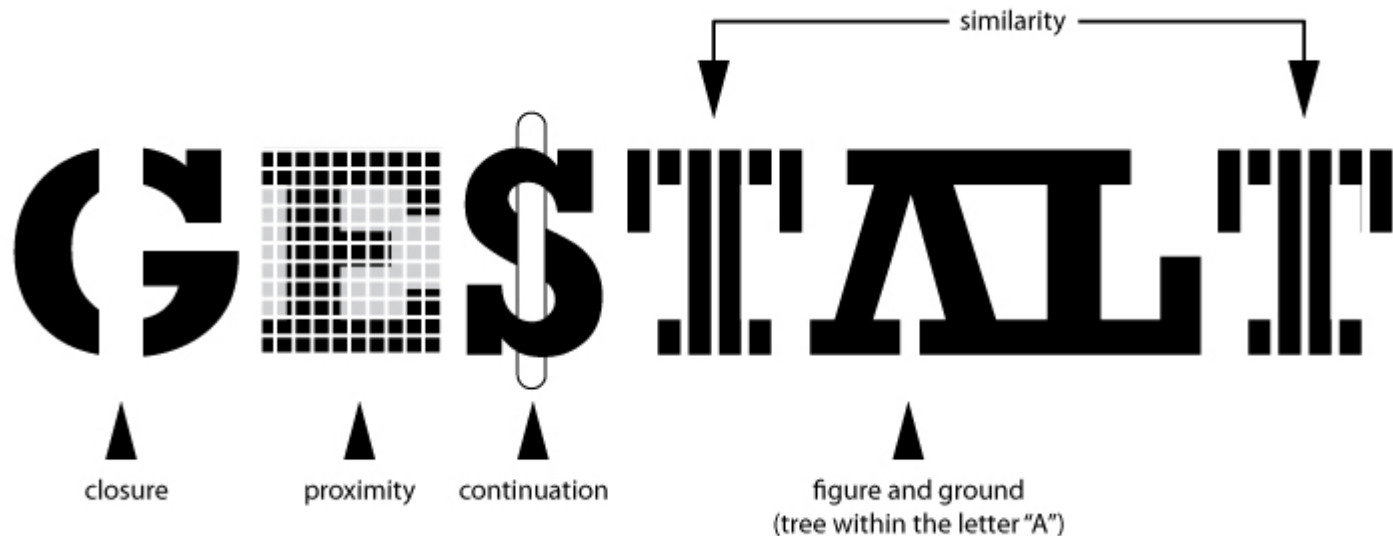
1. Social Capital
2. Social Intelligence
3. Listening
4. Identity
5. Language, Cursing
- 6. Nonverbal Communication**
7. Satisfying Relationships
8. Consummate Love
9. Conflict Management
10. Styles of Parenting/Leading



Gestalt

The eye creates a whole from parts.

Take the whole package into consideration when assigning meaning



Differences Between Verbal & **Nonverbal**

- Perceived as more believable
- Multi-channelled
- Continuous



FONTS MATTER

You'll always
be mine...♥

YOU'LL ALWAYS
BE MINE...

ROBERT REDFORD
ALL IS LOST



Maria Falconetti, *The Passion Of Joan Of Arc* (1928) Carl Theodor Dreyer



Charlie Chaplin in the 1931 silent film *City Lights*, released after the first talkies.
Photograph: Charles Chaplin Productions/
Sportsphoto Ltd/Allstar

93% of Communication is Nonverbal

Albert Mehrabian (1967)

“My findings are often misquoted . . . Clearly, it is absurd to imply or suggest that the verbal portion of all communication constitutes only 7% of the message. Suppose I want to tell you that the eraser you are looking for is in the second right-hand drawer of my desk in my third floor office. How could anyone contend that the verbal part of this message is only 7% of the message?”



Lapakko, D. (1997). Three cheers for language: A closer examination of a widely cited study of nonverbal communication. *Communication Education*, 46, 63-67.

Mehrabian, A., & Weiner, M. (1967). Decoding of inconsistent communications. *Journal of Personality and Social Psychology*, 6, 109-114.


Meanings of Messages

Instrumental/Content

- Denotative
- Connotative
- Literal

Relational/Social

What the message implies about our relationship

- 
- Immediacy
 - Responsiveness
 - Closeness
 - Power/control

- 
- Vocalics
 - Silence
 - Kinesics
 - Haptics
 - Physical appearance
 - Artifacts
 - Proxemics
 - Environmental features
 - Color
 - Chronemics

Vocalics

- 
- Volume
 - Pitch (rise/fall)
 - Tone
 - Cadence
 - Pace/rate
 - Vocal quality
 - Verbal fillers
(paralanguage)
 - Intonation
 - Rhythm
 - Stress
 - Accent
 - Emotion
 - Resonance/Timbre
 - Pause
 - Quality

**It's not WHAT you say...
It's HOW you say it.**

e.g., Sarcasm

Vocalics (Vocal Fillers)

Filled pauses

- *Um*
- *Uh*
- *Ah*

Discourse Markers

- *Like*
- *You know*
- *I mean*
- *So,*
- *Right?*
- *Well...*
- *Actually*
- *Basically*
- *Okay*

PSYCHOMETRIC PROPERTIES OF FILLER WORDS

More discourse markers

- Younger people
- Women (until 23)
- Conscientious people are generally more thoughtful and aware of themselves and their surroundings.

Um...Who Like Says You Know: Filler Words Use as a Function of Age, Gender, and Personality. C.M. Laserna, Y.T. Seih, J.W. Pennebaker (2014) *Journal of Language and Social Psychology*

THE SOUND OF SILENCE

Larghissimo

J. S. Zamecnik



J.S. Zamecnik

Silence

Golden

Sometimes the best thing to say is nothing.

Silence is true wisdom's best reply.

- Euripides

Talk less; say more

- Swedish proverb

Hurtful

Spiteful words can hurt your feelings but silence breaks your heart.

- Mother Teresa

Being ignored causes the same chemical reaction in the brain as being physically hurt.

In the end, we will remember not the words of our enemies, but the silence of our friends.

MUMMENSCHANZ



THE MUSICIANS OF SILENCE

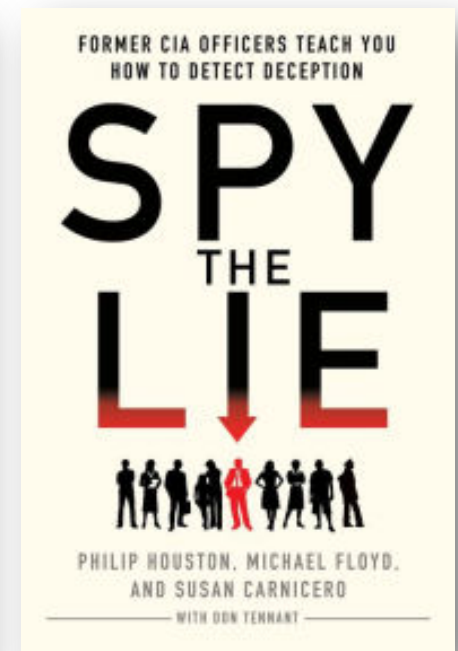
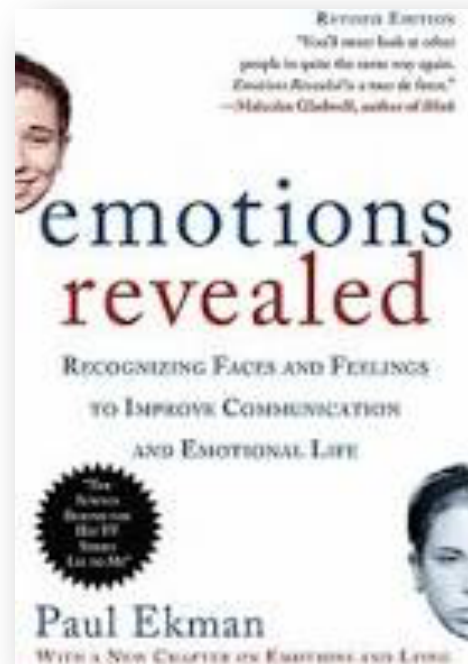
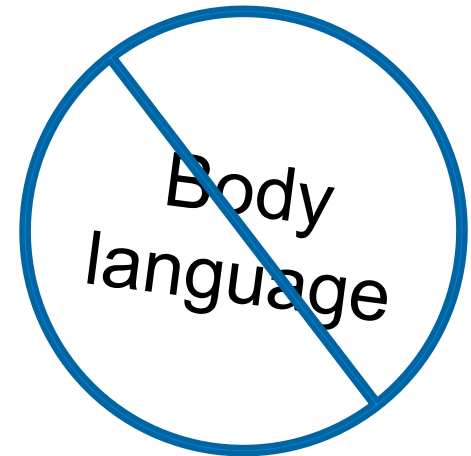


„the show is particularly vital to young audiences who've been raised on beeping gadgets and headphones, and rarely experienced the extraordinary power of silence“

- NEW YORK TIMES

Kinesics

- Movement
- Facial Expressions
- Oculesics
- Gestures
- Gait
- Posture

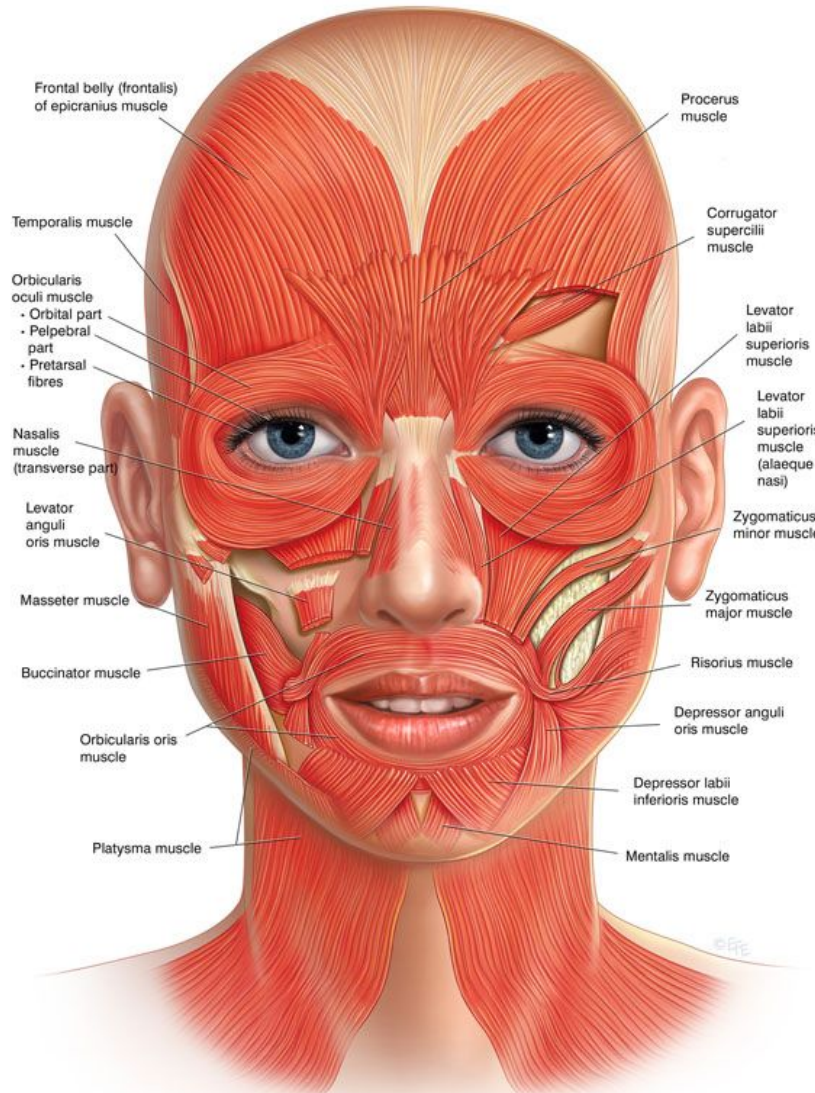


How has
your
interaction
with others
changed
with masks?



Mask-Communication
Christian Joy Trinidad

There are 42 individual facial muscles in the face.



Alex Martinez, a cognitive scientist, electrical and computer engineering, Ohio State University, asserts that we have facial expressions to express 21 distinct emotions.

Building computer algorithms that analyze facial expressions.

[Compound facial expressions of emotion](#)

S Du, Y Tao, AM Martinez - Proceedings of the National Academy of Sciences, 2014

To learn more about facial expressions, go to <https://www.scienceofpeople.com/microexpressions/>

Oculesics

- “Windows to the soul”
- Contact is invitation to communicate
- Increased contact is sign of intimacy and attraction
- Contact is sign of attentiveness and involvement
- Pupils dilate in response to stimuli we find interesting or attractive
- We are attracted to individuals with dilated pupils

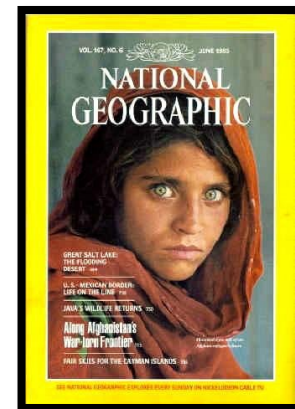


<http://ngm.nationalgeographic.com/2002/04/afghan-girl/index-text>

Sharbat Gula is an Afghan woman who was the subject of journalist Steve McCurry's "**Afghan Girl.**" The photograph was taken in December 1984.

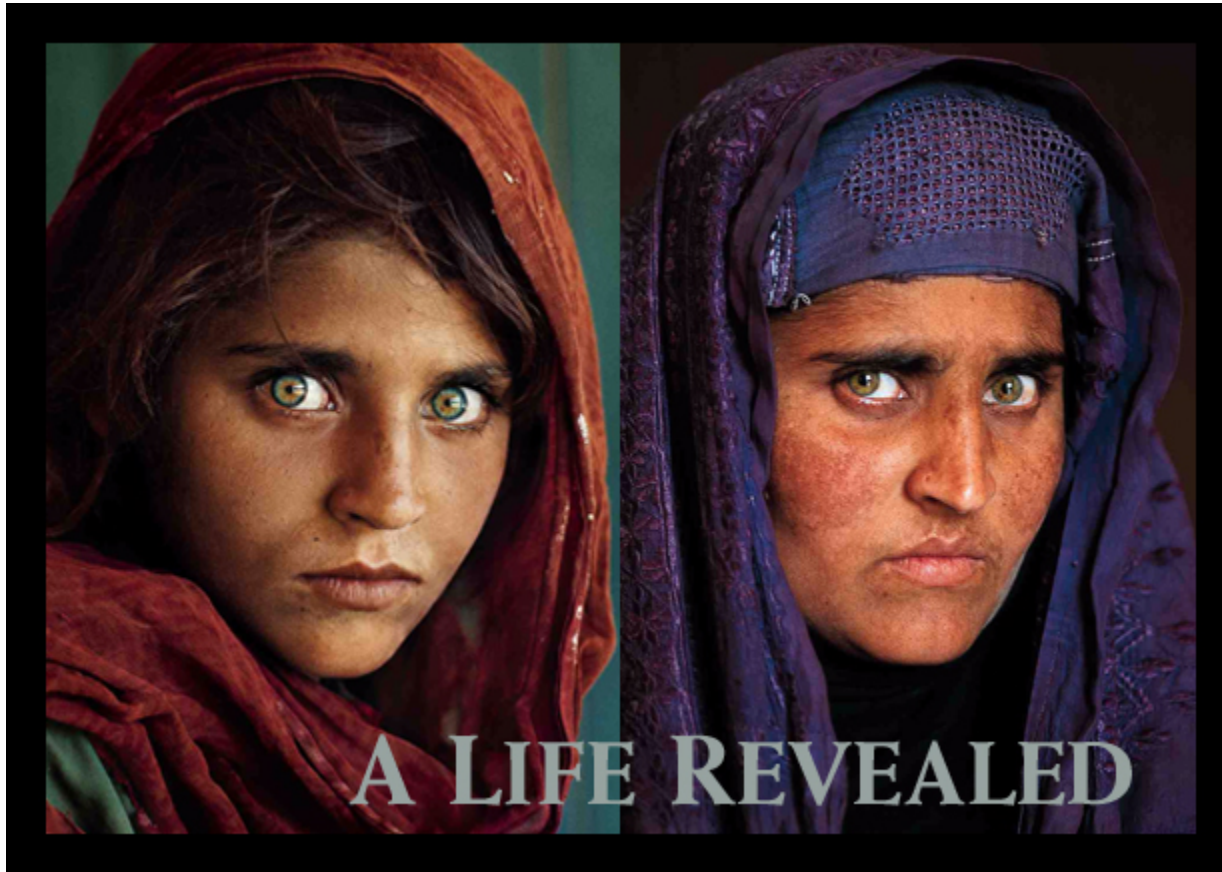
Sharbat, age 12, was living as a refugee in Pakistan during the time of the Soviet occupation of Afghanistan when she was photographed.

This image was featured on the cover of the June 1985 of *National Geographic Magazine*.



http://ecx.images-amazon.com/images/I/413LuYG8UtL._SL500_.jpg

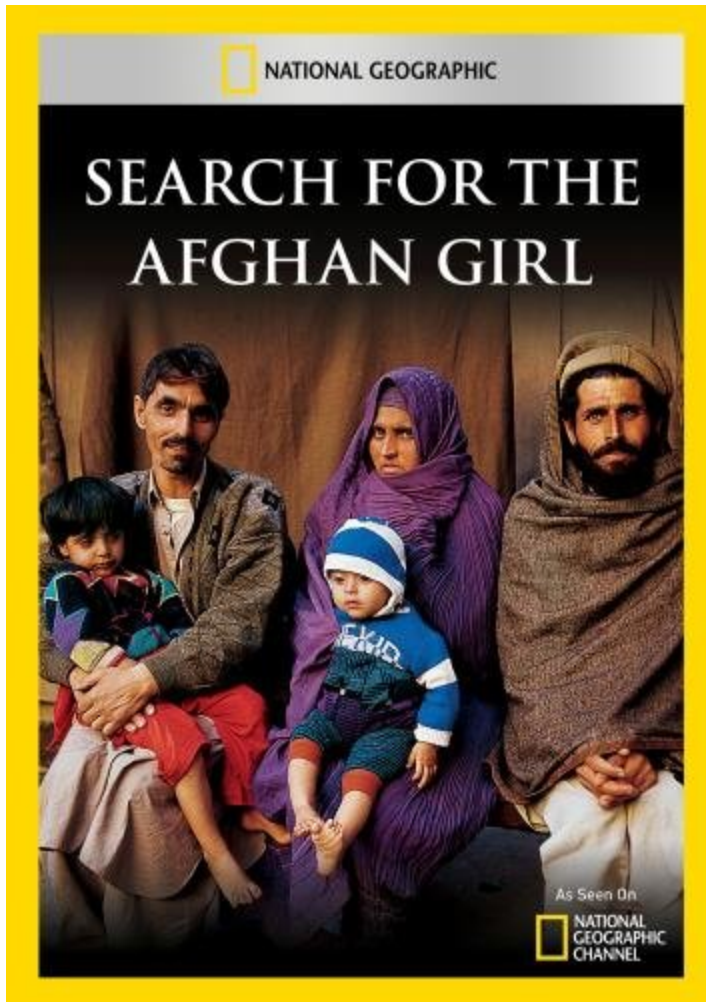
Mona Lisa of the 20th Century



Age 12

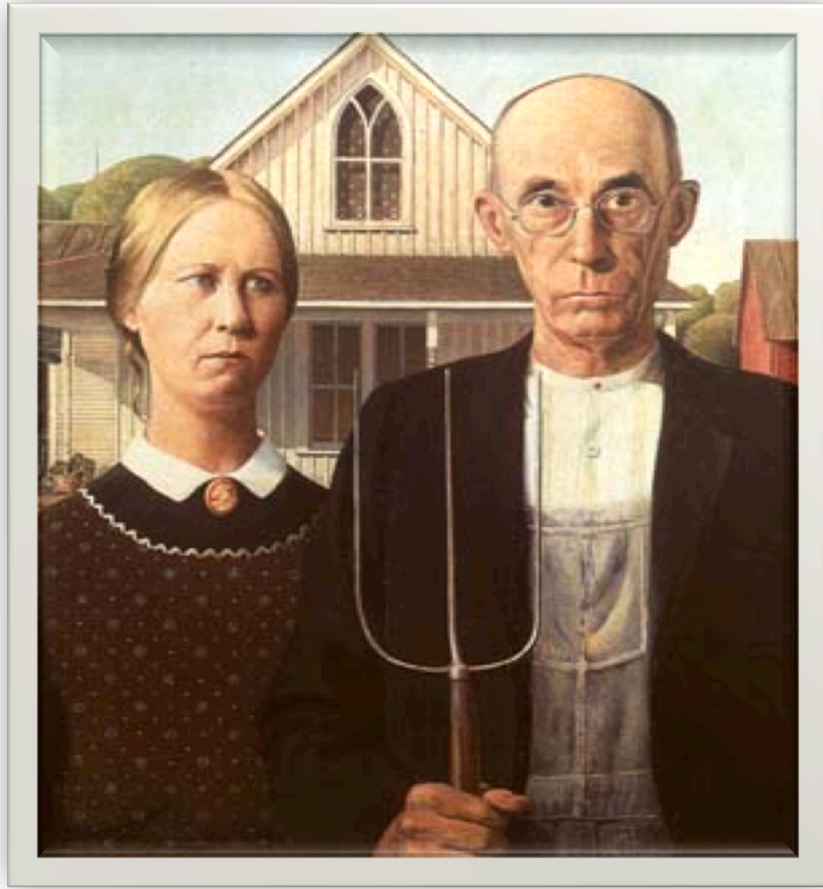
17 years later

<http://ngm.nationalgeographic.com/2002/04/afghan-girl/index-text>



National Geographic set up the Afghan Children's Fund. http://news.nationalgeographic.com/news/2002/09/0909_afghanfund.html

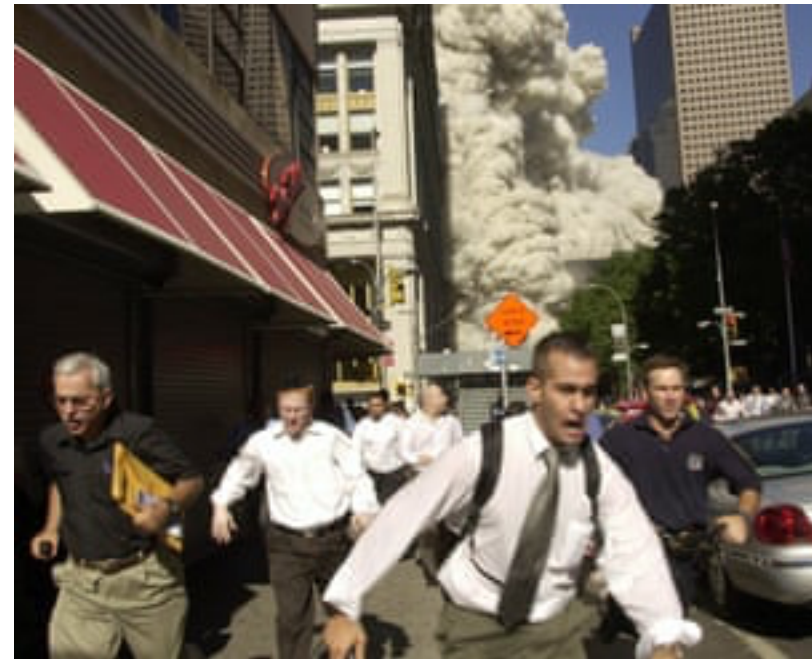
Synchronization



American Gothic
Grant Wood, 1930
Art Institute of Chicago



You Tube



Amid the horror of 9/11
The Guardian

J Nat Sci Biol Med. 2012 Jul-Dec; 3(2): 118–124.

doi: [10.4103/0976-9668.101878](https://doi.org/10.4103/0976-9668.101878)

PMCID: PMC3510904

PMID: [23225972](https://pubmed.ncbi.nlm.nih.gov/23225972/)

Mirror neurons: Enigma of the metaphysical modular brain

Sourya Acharya and Samarth Shukla¹

► [Author information](#) ► [Copyright and License information](#) [Disclaimer](#)

This article has been [cited by](#) other articles in PMC.

Abstract

Go to:

Mirror neurons are one of the most important discoveries in the last decade of neuroscience. These are a variety of visuospatial neurons which indicate fundamentally about human social interaction. Essentially, mirror neurons respond to actions that we observe in others. The interesting part is that mirror neurons fire in the same way when we actually recreate that action ourselves. Apart from imitation, they are responsible for myriad of other sophisticated human behavior and thought processes. Defects in the mirror neuron system are being linked to disorders like autism. This review is a brief introduction to the neurons that shaped our civilization.

Keywords: Autism, neurons, visuospatial

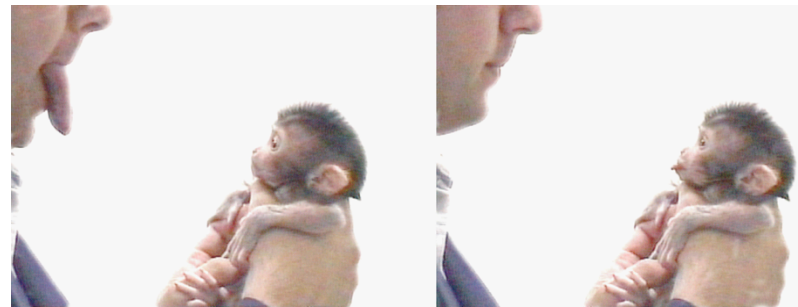
INTRODUCTION

Go to:

Mirror neurons represent a distinctive class of neurons that discharge both when an individual executes a motor act and when he observes another individual performing the same or a similar motor act. These neurons were first discovered in monkey's brain. In humans, brain activity consistent with that of mirror neurons has been found in the premotor cortex, the supplementary motor area, the primary somatosensory cortex, and the inferior parietal cortex [[Figure 1](#)].



We are a mimetic imitative coordinated species



Know Your Brain: Mirror Neurons
Neuroscientifically Challenged

THE COURTSHIP DANCE: PATTERNS OF NONVERBAL SYNCHRONIZATION IN OPPOSITE-SEX ENCOUNTERS

Karl Grammer, Kirsten B. Kruck, and Magnus S. Magnusson

ABSTRACT: This study examines the existence of behavioral correlates of synchronization on different levels of analysis and methods. We were unable to demonstrate a relation between synchronization defined in terms of movement echo or position mirroring and subjective experience of pleasure and interest in opposite-sex encounters. Significant results were found for a phenomenon we describe as hierarchically patterned synchronization. These patterns were identified with the help of a newly developed search algorithm. If a female is interested in a male, highly complex patterns of behavior with a constant time structure emerge. The patterns are pair-specific and independent from behavioral content. This rhythmic structure of interactions is discussed in functional terms of human courtship.

Behavioral synchronization is a form of coordinative interaction which is thought to be present in almost all aspects of our social lives, helping us to negotiate our daily face-to-face interactions (Kendon, Harris, & Key, 1975). This "synchronic hypothesis" states that people do not interact randomly or independently, but coordinate and synchronize their behaviors with each other. The phenomenon of "synchronization" may be defined as the precise timing and coordination of movements to coincide the timing or rhythm with the movements of another (Bernieri & Rosenthal, 1991).

Two main categories of studies describe different types of behavioral coordination: movement synchrony and behavior matching or mirroring (Bernieri, 1988). In addition, there is a third and more complex type of potential synchronization; it has not been described yet and might be ter-



Karl Grammer, Kirsten Kruck, Magnus Magnusson
Journal of Nonverbal Behavior 22(1), Spring 1998



serenawilliams 
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You Give Me the Chills

Embodied Reactions to Inappropriate Amounts of Behavioral Mimicry

N. Pontus Leander¹,

Tanya L. Chartrand^{2,3} and

John A. Bargh⁴

+ Author Affiliations

N. Pontus Leander, Department of Psychology, University of Groningen, 2/1 Grote Kruisstraat, 9712 TS Groningen, The Netherlands E-mail: n.p.leander@rug.nl

Abstract

In the research reported here, we investigated how suspicious nonverbal cues from other people can trigger feelings of physical coldness. There exist implicit standards for how much nonverbal behavioral mimicry is appropriate in various types of social interactions, and individuals may react negatively when interaction partners violate these standards. One such reaction may be feelings of physical coldness. Participants in three studies either were or were not mimicked by an experimenter in various social contexts. In Study 1, participants who interacted with an affiliative experimenter reported feeling colder if they were not mimicked than if they were, and participants who interacted with a task-oriented experimenter reported feeling colder if they were mimicked than if they were not. Studies 2 and 3 demonstrated that it was not the amount of mimicry per se that moderated felt coldness; rather, felt coldness was moderated by the inappropriateness of the mimicry given implicit standards set by individual differences (Study 2) and racial differences (Study 3). Implications for everyday subjective experience are discussed.

Psychological Science
July 2012 vol 23 no 7 pp 772-779

<http://pss.sagepub.com/content/23/7/772>

Inappropriate mimicry



BluePepsiCola

Gait



- 5 years
- 15 years
- 35 years
- 55 years
- 85 years

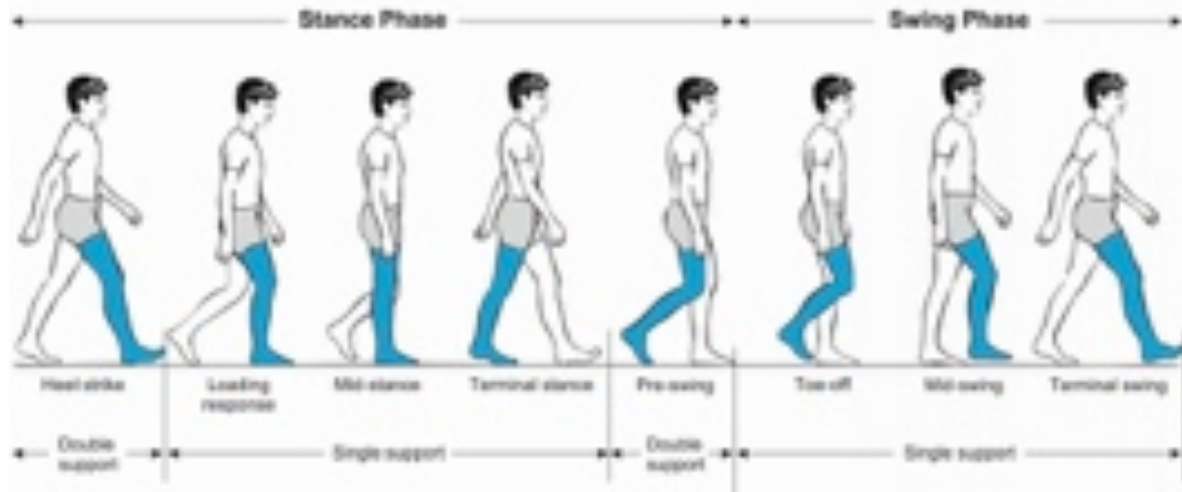


People who imitate a happy style of walking, even without realizing it, find themselves feeling happier ([Michalak et al., 2015](#)).

Kinesics: Gait



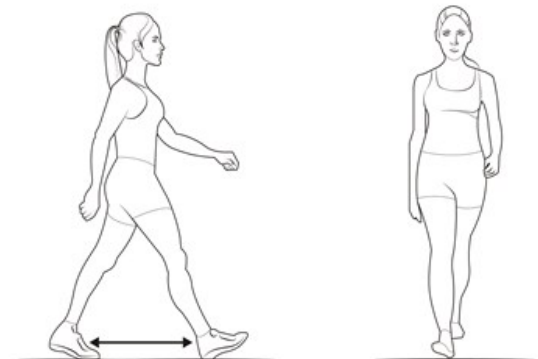
The Beatles' Abbey Road Album Cover



Normal Gait (ncbi.nlm.nih.gov)

Criminals select victims, in part, based on how they walk. Walking intentionally and with internal synchrony.

Use split second glance, “I see you.”



Ritchie, Mary B., Julie Blais, and Adelle E. Forth. 2019. “‘Evil’ Intentions: Examining the Relationship between the Dark Tetrad and Victim Selection Based on Nonverbal Gait Cues.” *Personality and Individual Differences*

Physical Characteristics

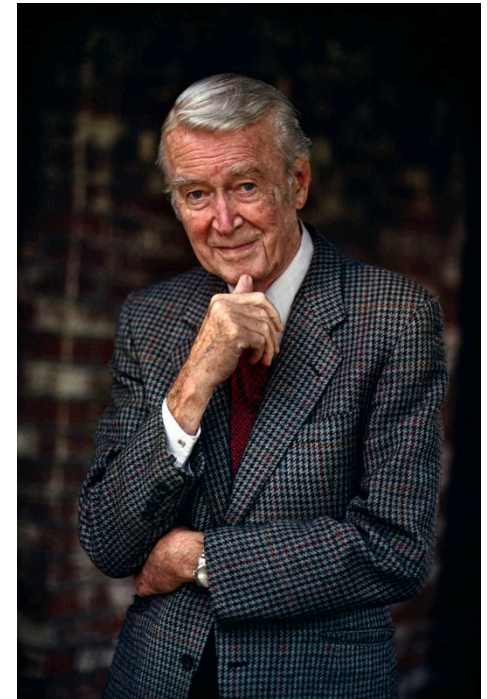
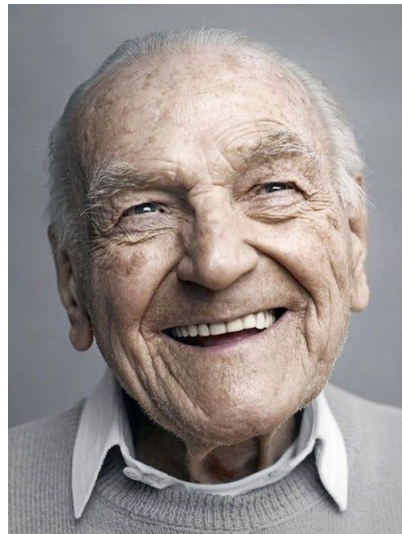
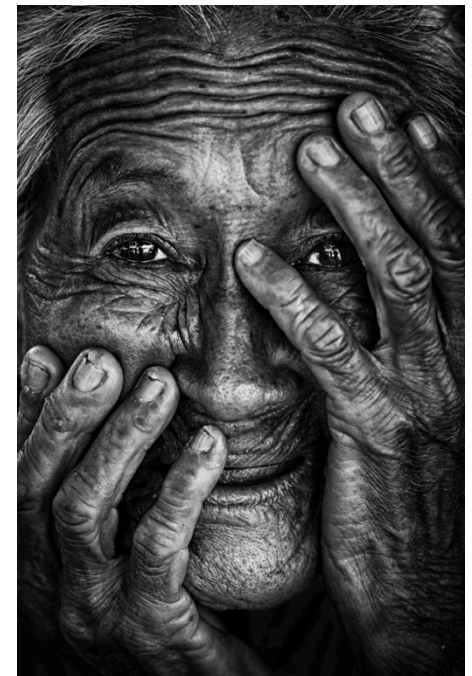


Malala Yousafzai

- Body type
- Attractiveness
- Height and weight
- Hair color
- Skin tone



When grace is joined with wrinkles, it is adorable. There is an unspeakable dawn in happy old age.





After the Storm
Kadir Nelson

Haptics Categories

Richard Heslin (1974)

1. Functional/professional
2. Social/polite
3. Friendship/warmth
4. Love/intimacy
5. Sexual/arousal

Heslin, R. (1974, May) Steps toward a taxonomy of touching. Paper presented to the annual meeting of the Midwestern Psychological Association, Chicago, IL.

“You can really see in the brain that areas that are involved in processing rewards are activated when people are shaking hands.”

Even watching people shake hands is enough to increase activation in the brain’s reward centers.



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8 1/2 x 11, illustrated
Founded: 1989
2019 Impact Factor: 3.105
2019 Google Scholar h5-index: 48
ISSN: 0898-929X
E-ISSN: 1530-8898

[More About JoCN](#) ▼

The Power of a Handshake: Neural Correlates of Evaluative Judgments in Observed Social Interactions

[Sanda Dolcos](#), [Keen Sung](#), [Jennifer J. Argo](#), [Sophie Flor-Henry](#) and [Florin Dolcos](#)

Posted Online October 30, 2012
https://doi.org/10.1162/jocn_a_00295

© 2012 Massachusetts Institute of Technology

Journal of Cognitive Neuroscience
Volume 24 | Issue 12 | December 2012
p.2292-2305

https://doi.org/10.1162/jocn_a_00295

Touch Phobic?

Social hugging
was largely
sidelined by the
Me Too
movement

Handshakes are a
phenomenal vector
for disease.

I don't think we should ever shake
hands ever again, to be honest with
you," said Dr. Anthony Fauci, April
2020 *Wall Street Journal* podcast.

Black Panther King T'Challa's Greeting



Wakanda Forever Salute (Egyptian and ASL origins)

<https://www.inverse.com>



Haptics

Whom do you touch, and how?
(These are called display rules.)

Not liking touch is sometimes reported by people on the neurodiverse spectrum, those who identify as asexual, or those with fibromyalgia and tactile alloydia



Touch starvation increases stress, depression and anxiety, triggering a cascade of negative physiological effects. The body releases the hormone cortisol as a response to stress, activating the body’s “flight-or-fight” response. This can increase heart rate, blood pressure, respiration and muscle tension, and can suppress the digestive system and immune system—increasing the risk of infection.



Asim Shah, M.D.
Baylor College of Medicine

Instrumental ancillary touch





Pope Francis kisses and blesses Michael Keating, 10, of Elverson, Pa., after arriving in Philadelphia and exiting his car when he saw the boy Sept. 26, 2015, at Philadelphia International Airport in this photo provided by World Meeting of Families.

Joseph Gidjunis/World Meeting of Families via AP

Touch triggers release of oxytocin, a hormone that decreases responses to stress.

- Reduces stress levels (cortisol)
- Reduces social exclusion, reduces loneliness
- Regulates digestion and sleep and boosts immune systems

2018 study
Medical College of
Wisconsin,
Milwaukee

Video chatting is about 80% as effective as in-person contact.

Online yoga and workout **classes**, singing and dancing increase the release of oxytocin in the brain.

Pets are also proven to be therapeutic during stressful times.

Asim Shah
Psychiatry
Baylor College of Medicine



Proxemics

How much space do you require?



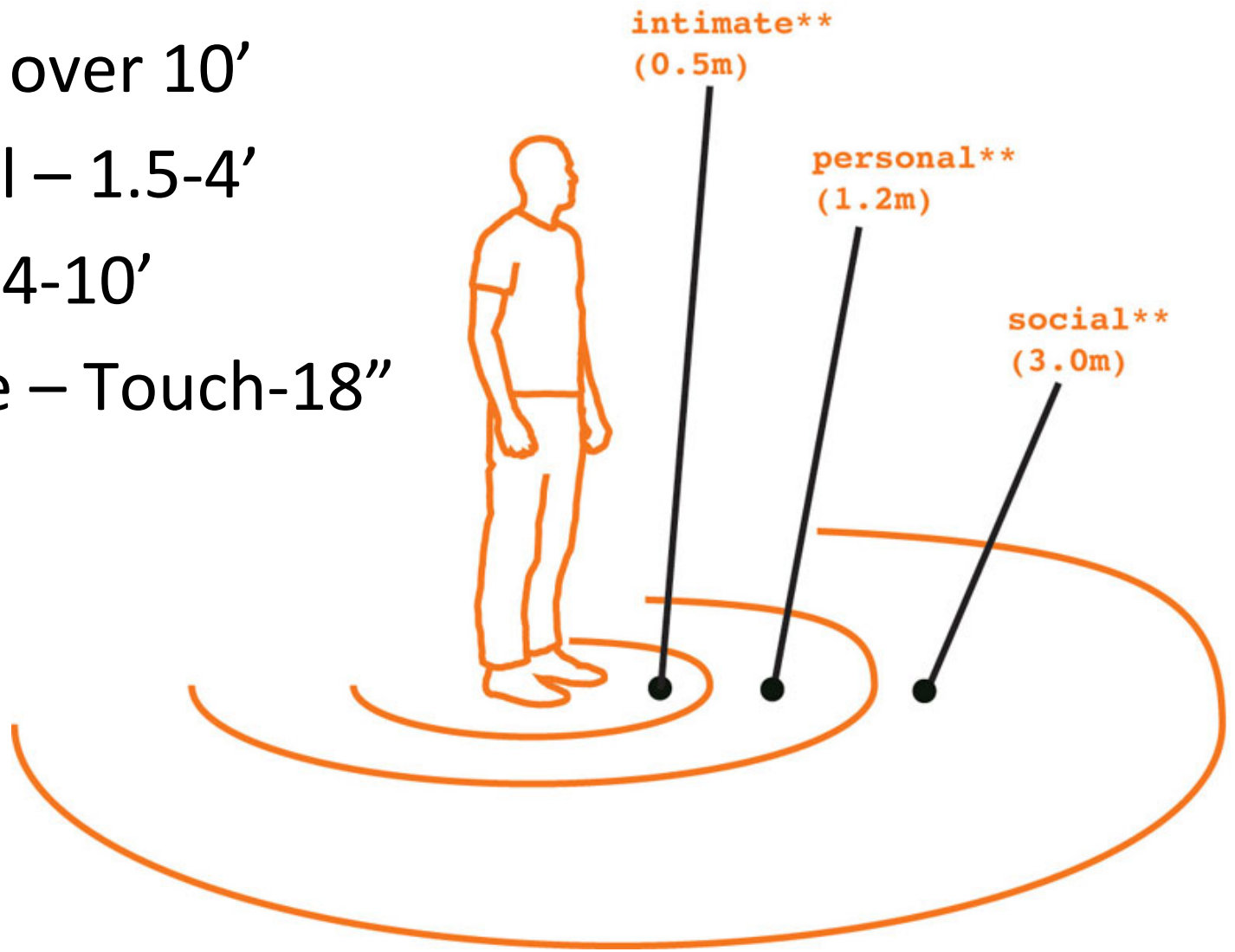
Graphic from sacramentolimosineservice.net



Image from houston.culturemap.com

Edward T Hall's Space Study

- Public – over 10'
- Personal – 1.5-4'
- Social – 4-10'
- Intimate – Touch-18"



KEEP YOUR DISTANCE



\$23M in 2016
\$12M renovation

27,000 sqft in Kalorama
25 bathrooms
11 BR



Former Textile Museum now D.C. home of Jeff Bezos
Harris Jacobs/Business Insider

Tiny Houses

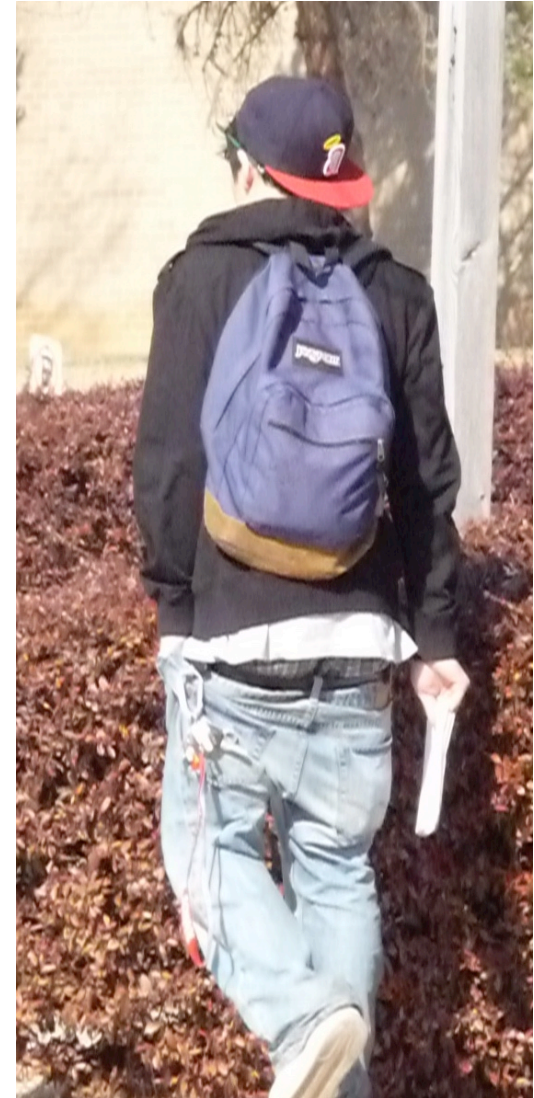
20 x 30 ft building kit



<https://www.ebay.com/p/5027567527>

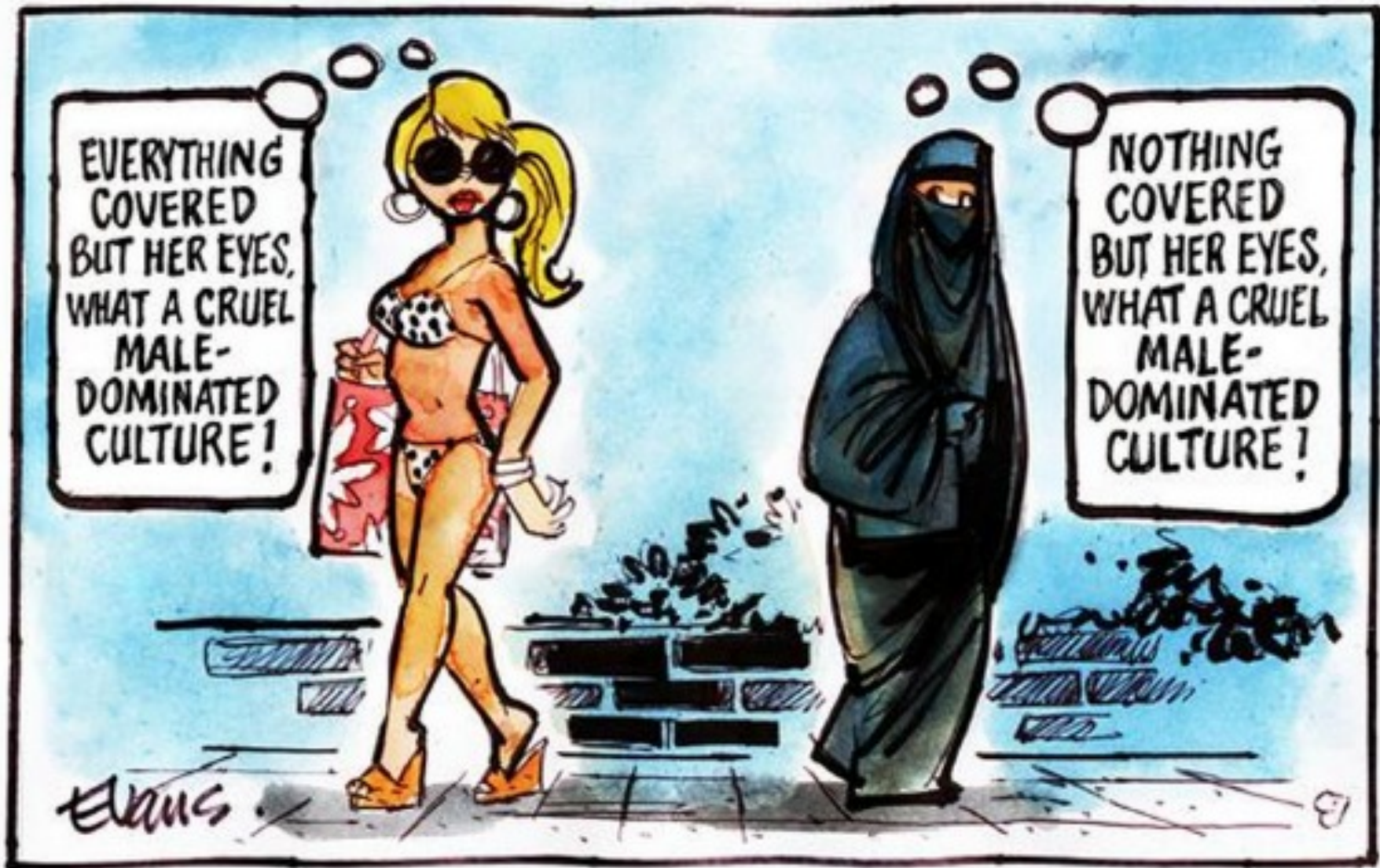
Physical Appearance and Dress

In most cultures, people consciously manipulate their physical appearance to communicate their identity





Remember when we were young
And you saw that old man and said,
"If I ever try to leave the house
Dressed that way, shoot me?"



THE MASKS SPEAK...



BEN
GARRISON
©GRRRRRAINCS.COM

Kippah

Bindi

Hijab

Gator

PPE

airpods

Fit Bit

Be Strong

Bulletproof backpack

World Series ring

Tattoo

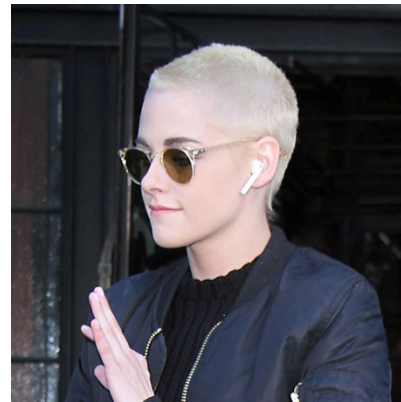
Spanx

Skorts

LED Sneakers

Chuck Taylors

Artifacts



Environment

- Furniture
- Architectural design
- Lighting conditions
- Temperature
- Olfactics/smell
- Colors
- Sounds
- Fire Alarms





Picture from freshome.com

Olfactics

Cinnabon ovens are always positioned in the front of the store so that the scent carries, and employees bake buns every 30 minutes to keep customers coming. Oh, and the stores also heat sheets of brown sugar and cinnamon in the meantime!



<http://mentalfloss.com/article/71475/9-things-you-might-not-know-about-cinnabon>

Lighting



Blue light affect:

- Faster auditory reaction times
- Better attention
- More alert
- Throws biological clock out of whack (suppresses melatonin)

Red light affect:

- Circadian rhythm
- Melatonin

Rahman SA; Flynn-Evans EE; Aeschbach D; Brainard GC; Czeisler CA; Lockley SW. Diurnal spectral sensitivity of the acute alerting effects of light. *SLEEP* 2014;37(2):271-281.

According to an American Academy of Ophthalmology report, “it's not necessary to spend money on special **[eyewear]** for computer use.” “There's **really** no evidence that **[blue light glasses]** help.”

Amir Mohsenin, M.D., Ph.D.,
Ruiz Dept Ophthalmology &
Visual Science
UT Health's McGovern
Medical School



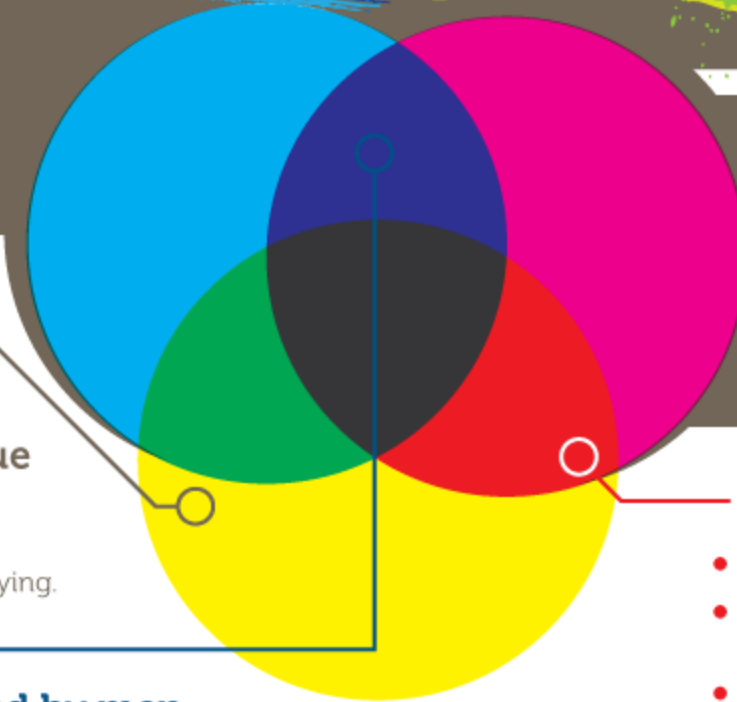
Color Psychology

YELLOW

- Cheerful or warm
- Most likely to strain eyes or cause eye fatigue
- **Makes Babies Cry**
Don't paint a baby's room yellow, because they are more prone to crying.

BLUE

- The color most preferred by men
- Calmness or serenity
- **Most used color for offices**
People are more productive in blue rooms
- **Curbs appetite**
- **Associated with water and peace**



PRIMARY COLORS:

RED

- **Evokes strong emotions**
- **Encourages appetite**
(many restaurants use red in their signage/ads)
- **Passion or intensity**
- **Red roses symbolize love**

Studies show that red can make you do poorly on exams!
"Red is hypothesized to impair performance on achievement tasks, because red is associated with the danger of failure in achievement contexts and evokes avoidance motivation."



K-Mart Blue Light Special
Babyboomerflashback.blogspot

“BLUE” IS A MONIKER FOR THE SPORT OFFICIAL.



Horseshoe Crab



Cancer Ribbon Colors



			
Prostate Cancer - White & Burgundy -	Leukemia - Orange -	Kidney Cancer - Orange -	
			
Breast Cancer - Pink -	Uterine or Endometrial Cancer - Peach -	Appendix Cancer - Amber -	Childhood Cancer - Gold -
			
Sarcoma or Bone Cancer - Yellow -	Non-Hodgkin Lymphoma - Lime Green -	Liver Cancer - Emerald Green -	Ovarian Cancer - Teal -
			
Cervical Cancer - White & Teal -	Prostate Cancer - Light Blue -	Colon Cancer - Dark Blue -	Stomach Cancer - Periwinkle Blue -
			
Testicular Cancer - Light Purple -	Pancreatic Cancer - Purple -	All Cancers - Lavender -	Hodgkin Lymphoma - Violet -
			
Skin Cancer - Black -	Carcinoid Cancer - Zebra Print -	Brain Cancer - Grey -	Lung Cancer - White or Pearl -
			
Bladder Cancer - Blue, Yellow, & Purple -	Thyroid Cancer - Blue, Pink, & Teal -		



Sarah Millican
Blue Comedy
(Ribaldry)

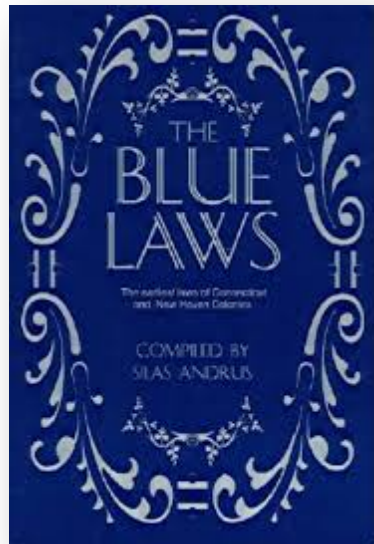


The thin blue line represents the line between life and death.

And/or represents the role of separating the good from the bad while creating order from chaos.



The color blue is a symbol of police, so every police car in the U.S. will use some blue lighting.





TIME IS

MONEY

Chronemics



Monochronic



Polychronic

Monochronic People	Polychronic People
Tend to do one thing at a time	Do several things at the same time
Are not easily distracted	Are susceptible to distractions
Commit to work	Commit to relationships
Place importance on deadlines	Place less importance on deadlines
Stick to plans	Change plans often and easily
Value and respect privacy	Value connection
Relate punctuality to reputation	Relate punctuality to the relationship
Accept short term relationships	Lean towards life time relationships

US, Canada, Northern Europe

Latin America, Arab part of Middle East, Sub-Sahara Africa

CHRONEMICS

What is “on time”?

LLI class

Wedding

Funeral

Lunch with friend

Weekend BBQ

Airport overseas trip

Own funeral



CHRONEMICS

How do you budget your time?

Make time for what matters to you.

Family

Education

Career

Spirituality

Love life

Community

Voting

Health

Recreation

Financial

Travel

Sleep

Hobbies

LLI



Everyone is given 24 hours in a day. You decide how you want to use that time.

Putin late for meetings



Vladimir Putin one hour late for meeting with Pope Francis.

Photograph: Galazka/SIPA/Rex Shutterstock



Business Insider, April 2019

HOME > MILITARY & DEFENSE

Putin broke the habit of a lifetime and didn't show up late for his first-ever meeting with Kim Jong Un

Alexandra Ma Apr 25, 2019, 5:49 AM



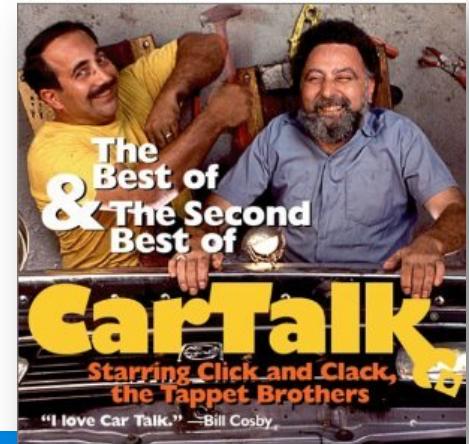
North Korean leader Kim Jong Un and Russian President Vladimir Putin meet for the first time on Thursday. They held meetings at the Far Eastern Federal University campus at Russky Island off Vladivostok, Russia. Shamil

Zhumatov/Reuters

Putin is notoriously late to meetings, and has kept people like US President Donald Trump, Pope Francis, and German Chancellor Angela Merkel waiting, sometimes for hours.

side.

LEAVE-TAKING BEHAVIOR



"Well, you've wasted another perfectly good hour listening to Car Talk."

1. Social Capital
2. Social Intelligence
3. Active Listening
4. Identity Politics
5. Language and Cursing
6. **Nonverbal Communication**
7. **Satisfying Relationships**
8. Consummate Love
9. Conflict Management
10. Styles of Parenting/Leading



Carl and Ellie
Up (2009) Disney

WE'RE
DONE.

