

1  **CHAPTER 8**

The Nonverbal Code

Part 2: Body language - Emblems & Illustrators

2  **Kinesics**

- Body movement, including gestures, hand/arm movement, leg movement, facial expressions, eye gaze, and stance/posture
- Categories....
  - Emblems—direct literal verbal translation
  - Illustrators—accent/complement what is being said
    - Meta-communicative
  - Affect displays—facial expressions of emotion
    - Considered universal
  - Regulators—behaviors/actions that govern, direct, or manage conversation
  - Adaptors—actions that satisfy physiological or psychological needs

3  **Emblems & Illustrators**

- *Emblems* are primarily hand gestures that have a direct literal verbal translation
- *Illustrators* are typically hand and arm movements that accompany speech or function to accent or complement what is being said

4  **What does it mean?**5  **What does it mean?**6  **What does it mean?**7  **Functions of emblems & illustrators**

- Main uses:
  1. Greetings & departures

- 2. To insult or to utter obscenities to others
- 3. To indicate fight or flight
- 4. To designate friendly or romantic relationships
  - Also common: signs for homosexuals
- Gestures culturally bound
  - Sometimes gestures can be regional in nature

8  **Emblem gestures: Yes and no**

9  **Emblem gestures: Yes and no**

- Regional gestures
  - “Gesture frontiers” amazingly resilient, resistant to national boundaries
  - Historical origins
  - Head toss: originally Greek, used in southern Italy

10  **Illustrator Example: Greetings**

11  **Illustrator Example: Greetings**

- Handshake: far from universal
  - “Limp fish” universally disdained?
  - Mali? Morocco?
  - Turkey?
  - Always an egalitarian act?
    - Who has the “upper hand”?
- Greetings rituals important in many cultures
  - Japan
  - Dap greeting and pound hug
    - Can be in-group signal
    - Can also be misunderstood

12  **Illustrator Example: Insults**

13  **Illustrator Example: Insults**

- Sample insult gestures:
  - Arm thrust

- “Hook-em” horns
- Finger
- Greek “moutza”
- “V” with two fingers
- Lots of others: to be used with extreme caution

14  **Non-verbal accents**

- Just as with verbal accents, individual variations in body language
  - Greeting, saluting
  - Laughing
  - Body movements
  - Sitting
  - Walking

15  **Non-verbal accents: Walk**

16  **Non-verbal accents**

- Body language can have power implications
  - Hand-shaking
  - Walking
  - Apparent politeness gestures