CONTENTS

ACKNOWLEDGEMENT	iii
FOREWORD	iv
INTRODUCTION	
THE MYTH	1
PART I	
CHAPTER 1	
THE SOCIAL SCIENCE PERSPECTIVE	9
Definition of 'sex' and 'gender'	9
THEORETICAL CONSIDERATIONS AND RESEARCH ABOUT GENDE DIFFERENCES AND SIMILARITIES	
The Differences Approach	13
- The learning based difference approach	13
- The cognitive difference approach	
- The biological difference approach	14
Discussion of the Differences Approach	
- The 'Male' as the Human Norm	18
- How do biological differences relate to behaviour, especially to	20
communication? Moderating factors: status and power	
- Insistence on differences and its consequences	
The Similarities Approach	27
- Similarities vs Stereotypic beliefs	
- Mathematical ability	
- Verbal ability	30
- Supportive communication - More similar than different	
- More similar than different	31

CHAPTER 2

NONVERBAL COMMUNICATION	35
Introduction	34
Definition problems of nonverbal communication	
Are nonverbal aspects of communication one competence or two?	
Indicators of the importance of nonverbal aspects in daily and profession	
communication	44
- Functions of nonverbal aspects of communication	44
- The relationship between nonverbal and verbal aspects of	
communication	44
Note that the second of the se	. 121
EMPIRICAL-ANALYTICAL RESEARCH ON THE IMPORTANCE OF	
NONVERBAL ENCODING	47
	41.45
Experimental studies	
Correlational studies	47
Professional success	48
Psychosocial dimensions	48
Personality dimensions	
Research review in box format	
THE IMPORTANCE OF ACCURACY IN NONVERBAL DECODING	59
Accuracy of decoding nonverbal cues and professional success	59
Psychosocial/personality dimensions and nonverbal decoding ability	
Tested and self-rated nonverbal sensitivity	
Research review in box format	62
GENDER DIFFERENCES AND SIMILARITIES IN NONVERBAL	
COMPETENCES	. 73
사용 전문	12 (2%) 1 (2%) 1 (2%)
Encoding abilities	. 73
Decoding abilities	. 80
CHAPTER 3	
MEASURING ENCODING AND DECODING ABILITIES	. 85
The measuring of nonverbal expressiveness	85
The measuring of nonverbal percentiveness	89

PART II

CHAPTER 4

THE DOCUMENTATION OF THE SINGLE STUDIES	99
Overview	QC
Data analysis	
Subjects of the correlational studies	
Research questions	
Data collection	
Description of the tests	
SET I – STUDIES IN THE UNIVERSITY CONTEXT	111
Research questions for SET I	
Study 1.1	
Study 1.2	
Study 1.3	
Study 1.4	
Study 1.5	
Study 1.6	
Study 1.7	
Study 1.8	
Study 1.9	
Study 1.10	
Study 1.11	
THE GEGOVE GET OF CHILDIES (GET II)	205
THE SECOND SET OF STUDIES (SET II)	
Research questions for SET II	
Data collection	
Study 2.1	
Study 2.2	
Study 2.3	
Study 2.4	
Study 2.5	
Study 2.6	
Study 2.7	392
SET III – STUDIES OUTSIDE THE UNIVERSITY CONTEXT	399
Research questions for SET III	399
Data collection	400
Subjects of the correlational studies outside the university context	401
Study 3.1	402
Study 3.2	
Study 3.3	
Study 3.4	
Study 3.5	

CHAPTER 5

POOLED RESULTS AND CONCLUSIONS	449
Research questions	450
Pooled results	
1. Gender differences/similarities in nonverbal competences	
2. Gender differences/similarities in other psychological domains	.460
3. Correlations between personality/psycho-social dimensions and nonverbal competences compared to correlations between gender and the same nonverbal competences	.463
4. Demographic variables	. 474
5. Relationships between nonverbal expressiveness/nonverbal sensitivity and demographic variables (age, semesters completed) compared to relationships between gender and the same nonverbal	
competences	.476
SUMMARY AND CONCLUSION	. 479
CIENTIFIC/SCHOLARLY SIGNIFICANCE OF THE STUDIES	. 483
EFERENCES	.485