# CONTENTS

## PREFACE vii

# Chapter One COMMUNICATION AND NONVERBAL BEHAVIOR 1

٠

Nonverbal vs. Verbal Messages 2 Intentionality and Nonverbal Behavior 4 Culture and Nonverbal Communication 6 Functions of Nonverbal Messages 7 Categories of Nonverbal Messages 10

Chapter Two PHYSICAL APPEARANCE 13

> Attractiveness 14 Dress and Artifacts 31

Chapter Three GESTURE AND MOVEMENT 44

> A Theoretical Look at Gesture and Movement 47 Types of Gesture and Movement 50 Posture 55

#### iv CONTENTS

Movement and Communicator Style 58 Effects of Movement and Gesture 62

## Chapter Four FACE AND EYE BEHAVIOR 65

Perspectives on Acquisition and Development 67 Expression of Emotion and Facial Management 69 The Importance of Eye Behavior 75 Eye Behavior and Individual Differences 82

## Chapter Five VOCAL BEHAVIOR 85

Categories of Vocal Behavior 88 Vocal Behavior and Interaction Management 93 Effects of Vocal Behavior 98

Chapter Six SPACE 106

> Territoriality 107 Personal Space 118 Crowding and Density 123

Chapter Seven TOUCH 127

> Functions of Touch 128 Touch Norms 131 What Does Touch Communicate? 139 Effects of Touch Deprivation 141

Chapter Eight ENVIRONMENT 143

> Perceptual Characteristics of Environment 145 Architecture and Environment 149 Spatial Arrangement 151 The Impact of Other Environment Factors 157

Chapter Nine SCENT AND SMELL 162

> Importance of Scents 163 Effects of Scent and Smell 168

Chapter Ten TIME 171

> Importance of Time 172 Time Orientations 173 Effects of the Use of Time 183

#### Chapter Eleven IMMEDIACY 185

Verbal Immediacy 187 Appearance and Immediacy 187 Gesture and Body Movement 190 Face, Eye Behavior, and Immediacy 193 Vocal Behavior and Immediacy 193 Space and Immediacy 194 Touch and Immediacy 196 Environment and Immediacy 196 Scent and Immediacy 198 Time and Immediacy 199 Relational Outcomes of Immediacy 199 Drawbacks of Immediacy 203

#### Chapter Twelve FEMALE/MALE RELATIONSHIPS 205

Development of Nonverbal Behaviors in Males and Females 205 Distinctive Characteristics 207 Liking and Courtship of the American Male and Female 216 Advantages of Immediacy 218 Disadvantages of Immediacy 219

# Chapter Thirteen SUPERIOR AND SUBORDINATE RELATIONSHIPS 221

Distinctive Characteristics 222 Role of Nonverbal Messages 223 Conclusions about Superior/Subordinate Relationships 236

#### vi CONTENTS

# Chapter Fourteen TEACHER/STUDENT RELATIONSHIPS 240

Distinctive Characteristics 240 Role of Nonverbal Communication 241 Advantages of Immediacy 259 Disadvantages of Immediacy 260

# Chapter Fifteen INTERCULTURAL RELATIONSHIPS 261

Definitions and Variations of Intercultural Communication 262 Nonverbal Behavior 263 Goals to Seek 277

**REFERENCES 279** 

INDEX 305