

Komunikasi Non Verbal

NVC can take the following forms

- *Haptics*—communication through physical touch.
- *Kinesics*—communication through body movement (e.g. gestures, head nods, posture, eye-contact, facial expression).
- *Proxemics*—messages conveyed through the perception and use of personal and social space (e.g. interpersonal distance, territoriality).
- *Physical characteristics*—information revealed through body shape, size and adornments.
- *Environmental factors*—messages carried by features of the social surroundings such as furniture, décor and lighting.
- *Vocalics*—communication by means of the nonverbal elements of speech (e.g. voice pitch, resonance, and so on)

- There are many different channels with which we can communicate nonverbally: (1) body communication, (2) facial communication, (3) eye communication, (4) touch communication, (5) paralanguage and silence, (6) spatial messages, (7) artifactual communication, and (8) temporal communication.

Body communication covers body gestures, appearance, and kinesics.

There are five types of kinesics. They are:

--*Emblems*: These are substitutes for words such as nodding your head for yes. Emblems are NOT all universal, and you run a risk of sending the wrong message if you treat them as such.

--*Illustrators*: These help maintain your listener's attention and increase your ability to remember. Illustrators are also more universal than emblems, so most people will understand. Examples include circular hand movements to demonstrate a circle, or using your hands to demonstrate big or small.

--*Affect Displays*: These are movements of the face that convey some sort of emotional meaning.

--*Regulators*: These monitor, maintain, or control the speaking of another person. For example, making hand gestures to have someone speak up or slow down.

--*Adaptors*: These satisfy some need, usually without you being aware of them. There are three different adaptors. The first are *self-adaptors*, which usually satisfy a physical need to make you more comfortable (scratching your head, licking your lips, or moving your hair out of your face). The second are *alter-adaptors*, and these are the body movements you make in response to the communication (crossing your arms when you're uncomfortable). The third are object-adaptors, and these are movements that involve your manipulation of an object. This would be like chewing on the end of a pen or pencil.

You also communicate through your build, eye and hair color, physical attractiveness, and skin tone.

Facial

- There are eight universal emotions:
Happiness, surprise, fear, anger, sadness,
disgust, contempt and interest.

- To be able to achieve what you want, you use facial management techniques:
 - Intensify: to exaggerate a feeling.
 - Deintensify: to underplay a feeling.
 - Neutralize: to hide a feeling.
 - Mask: to replace or substitute for an expression.
 - Simulate: when you express an emotion you don't feel.

Eye

- Messages communicated through the eyes vary in duration, direction, and quality of the eye behavior. There are a variety of functions for eye contact:
 1. To monitor feedback.
 2. To secure attention.
 3. To regulate or control the conversation.
 4. To signal the nature of the relationship (romantic, respect, etc.).
 5. To signal status.To compensate for physical distance.

Touch

- Touch varies by the relationship stage. At the beginning stages of a relationship you are less likely to touch often, but as you continue, you are more likely going to use touch communication more frequently. There are five major meanings to touch communication:
 1. Positive emotions.
 2. Playfulness.
 3. Control.
 4. Ritualistic.
 5. Task-related.

We also tend to avoid touch from certain people or circumstances. Touch avoidance is related to communication apprehension and to those who disclose little about themselves.

Paralanguage/silence

- Paralanguage is the vocal, but nonverbal dimension of speech that includes stress, rate, volume, vocalizations, and pitch. Look at the variance in paralanguage when a word is stressed:
 1. *That* class was boring.
 2. That *class* was boring.
 3. That class *was* boring.
 4. That class was *boring*.

People perception: when listening to people's paralanguage, we make evaluations of what kind of people they are from their physical appearance, personality, evaluative impressions, and socioeconomic status.

Spatial

- Proxemics is the study of space. There are four proxemic distances:
 - Public distance (12 to 25+ feet).
- Social distance (4 to 12 feet).
- Personal distance (1 1/2 to 4 feet).
- Intimate distance (0 to 18 inches).
- There are also three types of territoriality:
 - Primary: Your territory alone such as your room.
- Secondary: Territory associated with you, such as your neighborhood.
- Public: Territory belonging to all people like a city park.

- We designate our space with what are called markers. There are central markers, which are items reserving a place for you; there are boundary markers, which create a fence between you and the other person; and finally ear markers, which are identifying marks indicating your possession of a territory or object.

Home field advantage: People take on leadership roles in their own territory.

Territorial encroachment: Unwritten law granting the right of invasion by higher status individuals, but not the other way around.



Artifactual

- This type of communication consists of conveying messages made by human hands such as clothing, color, jewelry, hairstyles, scents, etc.

Colors have a lot of symbolism in cultures. Colors also affect us physiologically. For example, respiratory movements increase in red lights and decrease in blue lights. Eye blinking also increases in frequency with red lights and decreases in blue lights.

Clothing demonstrates protection, modesty, culture, and behavior.

Temporal

Functions of nonverbal communication

- Forming and managing impressions--This is largely through nonverbal communications of others that you form impressions of them. You also manage the impressions other people form of you as you're communicating. You can manage 7 things: (1) to be liked, (2) to be believed, (3) to excuse failure, (4) to secure help, (5) to hide faults, (6) to be followed, and (7) to confirm self-image
- Forming and defining relationships--This is using nonverbal signals to communicate the nature of your relationship by using what are called "tie signs." These "tie signs" indicate the ways in which you're tied to the other person in the relationship. An example of a "tie sign" would be holding hands.
- Structuring conversation and social interactions--As stated before, we switch back and forth from the role of speaker to listener. In this function, you use turn-taking cues. These turn taking cues would be signals that show you're ready to give up the speaker position to the other person, and that you're ready to listen. (For example: making eye contact).
- Influencing and deceiving--It's difficult to tell if a person is lying or not, but you can influence others through your nonverbals as well.
- Expressing emotions--Through this nonverbal function, you reveal emotions through facial expressions, posture, and eye contact. You can also hide your emotions.