

Contents

Preface xi

PART I: BEGINNING PERSPECTIVES 1

- 1 Perspectives on Defining and Understanding Nonverbal Communication 3
Laura K. Guerrero, Michael L. Hecht, & Joseph A. DeVito
- 2 Perspectives on Nonverbal Communication Skills 21
Brian H. Spitzberg
- 3 Perspectives on Nonverbal Research Methods 27
Michael L. Hecht & Laura K. Guerrero

PART II: NONVERBAL CODES 45

- Section A Appearance and Adornment Cues 48*
- 4 The Effect of Television Advertising and Programming on Body Image Distortions in Young Women 50
Philip N. Myers, Jr. & Frank A. Biocca
 - 5 HurryDate: Mate Preferences in Action 59
Robert Kurzban & Jason Weeden
 - 6 Beauty and the Labor Market 69
Daniel S. Hamermesh & Jeff E. Biddle
 - 7 Women's Appearance and Clothing within Organizations 74
Susan B. Kaiser
 - 8 Black Uniforms and Aggression in Professional Sports 82
Mark G. Frank & Thomas Gilovich
 - 9 The Smell of Love 86
F. Bryant Furlow

10	The Effects of Perfume Use on Perceptions of Attractiveness and Competence <i>R. Kelly Aune & Krystyna S. Aune</i>	94
Section B Kinesic Cues: The Body, Eyes, and Face		103
11	Hand Movements <i>Paul Ekman & Wallace V. Friesen</i>	105
12	Initiating Interaction: Greetings and Beckonings across the World <i>Roger E. Axtell</i>	109
13	Eye Contact: The Core of Interpersonal Relatedness <i>Gerald W. Grumet</i>	119
14	Civil Inattention Exists—in Elevators <i>Miron Zuckerman, Marianne Miserandino, & Frank Bernieri</i>	130
15	Social and Emotional Messages of Smiling <i>Robert E. Kraut & Robert E. Johnston</i>	139
16	Nonverbal Behavior and the Outcome of Selection Interviews <i>Ray J. Forbes & Paul R. Jackson</i>	144
Section C Vocalics: Sound and Silence		151
17	Vocal Attractiveness: What Sounds Beautiful Is Good <i>Beth Semic</i>	153
18	The Sounds of Seduction and Affection <i>Lisa Farinelli</i>	160
19	Characteristics of Vocal Communication between Young Adults and their Parents and Grandparents <i>Joann M. Montepare, Jill Steinberg, & Barbara Rosenberg</i>	169
20	The Power of Silence in Communication <i>Adam Jaworski</i>	175
Section D Contact Codes: Proxemics and Haptics		182
21	Proxemics and Haptics in Managerial Communication <i>Larry Smeltzer, John Waltman, & Donald Leonard</i>	184
22	Perceived Retail Crowding and Shopping Satisfaction <i>Karen A. Machleit, Sevgin A. Eroglu, & Susan Powell Mantel</i>	191
23	The Unbearable Likeness of Being Digital: The Persistence of Nonverbal Social Norms in Online Virtual Environments <i>Nick Yee, Jeremy N. Bailenson, Mark Urbanek, Francis Chang, & Dan Merget</i>	203

24 Tie-Signs in a Public Setting:
Relationship and Sex Differences **209**
Walid A. Afifi & Michelle L. Johnson

25 Public Touch Behavior in Romantic
Relationships between Men and Women **217**
Laura K. Guerrero & Peter A. Andersen

26 The Midas Touch: The Effects of
Interpersonal Touch on Restaurant Tipping **226**
April H. Crusco & Christopher G. Wetzel

27 Relational Violence: The Darkest Side
of Haptic Communication **232**
Bree McEwan & Shannon L. Johnson

**Section E Time and Place Codes:
Chronemics and Environment 242**

28 Time in Perspective **245**
Alexander Gonzalez & Philip G. Zimbardo

29 Monochronic and Polychromic Time **254**
Edward T. Hall & Mildred Reed Hall

30 The Experience of Time at Work **258**
Dawna I. Ballard

31 Physical Activity and the Built Environment **270**
James F. Sallis & Jacqueline Kerr

32 Communicating with Color **287**
Shifra Stein

33 "Stop" Signs: Regulating Privacy
with Environmental Features **289**
Aileen L. S. Buslig

PART III: NONVERBAL FUNCTIONS 299

Section A Creating Impressions and Making Judgments 302

34 The 30-Sec Sale: Using Thin-Slice Judgments
to Evaluate Sales Effectiveness **304**
Nalini Ambady, Mary Anne Krabbenhoft, & Daniel Hogan

35 Stereotypes and Nonverbal Cues: Showing How We
Feel about Others during Cross-Cultural Interactions **314**
Valerie Manusov

36	The Effects of Channel-Consistent and Channel-Inconsistent Interpersonal Feedback on the Formation of Metaperceptions <i>Shelby L. Langer & Elissa Wurf</i>	321
37	A Role for Nonverbal Communication in Counterterrorism <i>Mark G. Frank, Carolyn M. Hurley, & Melissa A. Menasco</i>	335
Section B Relationships 344		
38	Nonverbal Behavior in Intimate Interactions <i>Karen J. Prager</i>	346
39	Verbal and Nonverbal Cues that Convey Interest in Dating: Two Studies <i>Charlene L. Muehlenhard, Mary A. Koralewski, Sandra L. Andrews, & Cynthia A. Burdick</i>	353
40	Nonverbal Behaviors that Contribute to Healthy or Destructive Family Functioning <i>Jennifer A. Kam</i>	360
41	Does Sexual Orientation Have an Impact on Nonverbal Behavior in Interpersonal Communication? <i>Tobias Knöfler & Margarete Imhof</i>	370
42	Nonverbal Communication in Doctor-Patient Relationships <i>Jeffrey D. Robinson</i>	384
Section C Emotion 395		
43	Varieties of Emotional Cues in Everyday Life <i>Sally Planalp</i>	397
44	Expressing and Managing Emotion with Nonverbal Communication <i>Peter A. Andersen & Laura K. Guerrero</i>	402
45	Culture and Facial Expressions of Emotion <i>David Matsumoto</i>	411
Section D Deception 419		
46	Interpersonal Deception Theory <i>Matthew L. Jensen & Judee K. Burgoon</i>	421
47	Can You Tell When Someone Is Lying to You? <i>Daniel Goleman</i>	432

48	Credibility Judgments of Detectives: The Impact of Nonverbal Behavior, Social Skills, and Physical Characteristics on Impression Formation <i>Aldert Vrij</i>	441
Section E Power and Persuasion		448
49	Positions of Power: Status and Dominance in Organizational Communication <i>Peter A. Andersen</i>	450
50	The Influence of Nonverbal Behaviors in Compliance-Gaining Processes <i>Chris Segrin</i>	468
51	Nonverbal Communication as a Persuasion Tool <i>Maria A. Kopacz</i>	478
PART IV: CONTEMPORARY NONVERBAL THEORIES OF MESSAGE EXCHANGE 489		
52	Accommodating Nonverbally <i>Howard Giles & Paul Mark Wadleigh</i>	491
53	Expectancy Violations Theory <i>Kory Floyd, Artemio Ramirez, Jr., & Judee K. Burgoon</i>	503
54	Building and Sustaining Personal Relationships: A Cognitive Valence Explanation <i>Peter A. Andersen</i>	511
55	Converging on the Phenomenon of Interpersonal Adaptation: Interaction Adaptation Theory <i>Nathan Miczo, Lisa E. Allsopach, & Judee K. Burgoon</i>	521