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**THE NONVERBAL COMMUNICATION:  
AN EXPRESSION OF THE INTERPERSONAL RELATIONSHIPS**

**LA COMUNICACIÓN NO VERBAL:  
UNA EXPRESIÓN DE LAS RELACIONES INTERPERSONALES**

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**Abstract**

The non-verbal communication is that communication, a part of the information transmitted among people, which cannot be expressed in words. It is transmitted to a non-verbal level. The non-verbal communication represents the vast area of emotional states and expressions. The characteristic of non-verbal signs is that they are largely unaware at the time of their transmission and acceptance. They do not become a fact of consciousness, but they influence the way in which the verbal message that is being transmitted in full, is currently being passed. The non-verbal communication is a prerequisite for creating one or other attitude towards the message and to its` sender.

**Keywords**

Non-verbal communication – Language of the body – Facial expression – Interpersonal relationship

**Resumen**

La comunicación no verbal es una parte de la información transmitida entre las personas, que no se puede expresar con palabras. Se transmite a un nivel no verbal. La comunicación no verbal representa la vasta área de los estados y expresiones emocionales. La característica de los signos no verbales es que son en gran medida inconscientes en el momento de su transmisión y aceptación. No se convierten en un hecho de conciencia, pero influyen en la forma en que se transmite el mensaje verbal que se transmite en su totalidad. La comunicación no verbal es un requisito previo para crear una u otra actitud hacia el mensaje y hacia su remitente.

**Palabras Claves**

Comunicación no verbal – Lenguaje corporal – Expresión facial – Relaciones interpersonales

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## Introduction

The non-verbal communication includes the facial expressions, the voice tones, the gestures, the visual contact, the touch, and the movement. The non-verbal messages transmit the emotions of the participants and are perceived as their primary, spontaneous reaction. Therefore, they are more credibly compared to the meaning that the interlocutors use in the verbal communication. The non-verbal communication bears the characteristics of the cultural context from which the communication partners originate.

The non-verbal communication activities attract the attention of the linguists lately, when disciplines such as psycholinguistics and sociolinguistics appear.

It should be noted that observations on the non-verbal communication still exist in the antiquity, when the language of the body is included in the art instruction manuals<sup>1</sup>. The ancient speakers attach great importance to one of the five components of the system of the ancient rhetoric - actio, that is pronouncement, action<sup>2</sup>. Here, they include the non-verbal behavior, but as the final stage of the speech preparation and "prescribe" in general the types of behavior in different situations without linking verbal and non-verbal means more closely. Subsequently, this share component gradually drops off, "since rhetoric began to relate not only to the (spoken) speeches of lawyers or politicians, or "lecturers" (the epical genre), but also, and little by little almost exclusively the written "works"<sup>3</sup>.

So long before the final disappearance of the rhetoric and the rhetorical writings, an important part of them dealing with the non-verbal components of speech is forgotten, because of the concentration of the interest in the written word. For the same reason, the classical grammar for a long time releases the non-verbal means, which are an essential part of the oral speech.

The observations on the language of the body have been rising since World War II for the needs of a number of human activities. Areas such as television, language learning, computers, translation, etc., cannot be ignored.

The non-verbal communication is seen by A. Shefflen and S. Duncan, B. Korte<sup>4</sup>. M. Kunchik and A. Tsipfel offer a classification of non-verbal forms according to the communication channels<sup>5</sup>. The non-verbal communication is the process of sending and receiving messages where words are not used. Examples of this type of communication are the body language, the facial expression, the gestures, the movements, the touch, the distance, the visual contact, and so on.

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<sup>1</sup> James D. Williams, *An Introduction to Classical Rhetoric: Essential Readings*, Language Arts & Disciplines, 2009, <https://books.google.bg/books?id=>

<sup>2</sup> А. Ефимова, Невербални /паралингвистични/ средства в публицистичните предавания. Eftimova, Neverbalni /paralingvistichni/ sredstva v publicistichnite predavania, <https://liternet.bg/publish9/aeftimova/neverbalni.htm>.

<sup>3</sup> А. Ефимова, *Електронно списание LiterNet Vol: 7 num 44 (2003)* у Eftimova, A., *Elektronno spisanie LiterNet*, 09.07.2003, num 44, <https://liternet.bg/publish9/aeftimova/neverbalni.htm>.

<sup>4</sup> А. Ефимова, "Невербалната комуникация в телевизията", *Електронно списание LiterNet*, Vol: 7 num 44 (2003) у А. Eftimova, *Neverbalnta komunikatsia v televiziyata*, *Elektronno spisanie, LiterNet*, 09.07.2003, № 7 (44), <https://liternet.bg/publish9/aeftimova/neverbalni.htm>.

<sup>5</sup> А. Ефимова, "Невербалната комуникация в телевизията"... у Andreana Eftimova, *Neverbalnta komunikatsia v televiziyata*, *Elektronno spisanie, LiterNet*, Vol: 7 num 44 (2003) <https://liternet.bg/publish9/aeftimova/neverbalni.htm>.

The non-verbal communication involves all these things, but it is also a process that transmits information through clothing, public norms of behavior, jewelry, tattoos, the distance people keep between each other, the way they spend their time, the way they use the space around them, the tone and the height of their voice.

The body language concerns the stand, the gestures, the visual contact and the body itself.

The functions of non-verbal communication have been most seriously studied by M. Argyle, according to whom, they could be realized in a case of<sup>6</sup>:

- **Managing the social situation** – to synchronize communication, to show interest or boredom, to exchange roles of the speaker and the listener, to show understanding and consent.
- **Transmitting information about the personality of the speaker.** Most often, this happens by the spontaneous non-verbal communication, but can also be used by the well-prepared communicator to create certain positive attitudes and moods. The non-verbal information often replaces very successfully the speech performance and it often happens to be more appropriate to create a positive first impression and to maintain that impression later on.
- **The expression of emotional states** is the most widely expressed function.

The expression of information can also happen **through attitudes**, using the abilities of the voice, the intonation, the mimics and other non-verbal means.

**Channel control** is also important, which means that the auditory channel is limited to receiving and processing the sound effects and the much larger abilities of the viewing channel to receive information.

Instead of the tongue, **gestures and mimics** are most often used, and it is considered that this impact will be more direct and influential if the speech effect is socially unacceptable.

The non-verbal communication also has a **complementary or supportive function** in terms of the language, as it can enhance the speech effects by including non-verbal signs. The non-verbal message reveals a mental state or emotion that accompany the speech or can mean signals for something else.

The non-verbal communication expresses **interpersonal relationships** - the distance between speakers often shows us the degree of closeness and mutual attraction or dislike. Regardless of the different approaches and methods used to study the non-verbal communication, the focus is always on the main non-verbal signs. According to Labunska, the non-verbal behavior of the personality is "a social and biologically conditioned way of organizing the non-verbal means of communication absorbed by the individual, transformed into an individual, concretely sensual form of actions and actions." The elements of non-verbal behavior are referred to all the movements of the body, the

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<sup>6</sup> M. Argyle y M. Henderson, "Anatomy of human relations", Наука и искусство, София, 1989, <https://balkan.auction/en/auction/2060711>.

intonation, the rhythmic and the height characteristics of the voice, its temporal and spatial organization".<sup>7</sup>

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### Analysis and discussion

Most of the main gestures when communicating are the same throughout the world. When people are happy, they smile; when they are sad or angry, they frown or swell. Almost everywhere, nodding with a head means "yes" and is seen as a sign of consent and confirmation. This is a kind of bowing of the head and is probably an inborn gesture because it is also used by blind and deaf people. Leaving the head on one side means "no", that is, disagreement, denial, disapproval. This is also a universally widespread gesture that is likely to be learned in the early childhood.

The shrug of the shoulders (fig.1) is also a wonderful example of universally spreaded gestures. With this gesture, anywhere in the world, the person who does it gives you a sign that one does not understand what you are talking to or does not know how to answer. This is a three-component gesture: exposed palms, shrugged shoulders and raised eyebrows.



Fig. 1

The gestures of the shrugged shoulders

Source: Shrug shoulders stock photos

[www.google.bg/search?q=The+gestures+of+the+shrugged+](http://www.google.bg/search?q=The+gestures+of+the+shrugged+)<sup>8</sup>

<sup>7</sup> В. Лабунская, Невербальное поведение (Социально-перцептивный подход), Ростов на Дону, 1986, стр. 5-35, Labunskaya, V., Neverbalnoe povedenie, Sotsialno-perceptivnyi podhod, Rostov na Donu, 5-35.

<sup>8</sup> Shrug shoulders stock photos, [www.google.bg/search?q=The+gestures+of+the+shrugged+shoulders](http://www.google.bg/search?q=The+gestures+of+the+shrugged+shoulders)



Fig. 2

Everything is fine!

Source: Peese, A. Garner, A., *The body language. The hidden meaning of the words.* Sofia, 2003. /Ezikut na tialoto. Skritiyat smisul na dumite. Sofia, 2000, 2000<sup>9</sup>

The Ring gesture, or "Everything Is OK," ("OK") became popular in the United States in the early nineteenth century (Figure 2)

### **There are many different opinions about the origin of this gesture**

Some say, for example, that it comes from the English phrase "all correct", misspelled as "oil korrekt" ("OK"). Others say that the gesture means exactly the opposite - "KO" (from "knock-out", meaning "you broke", "you are totally zero"). According to another popular theory about the origin of this gesture, "OK" is an abbreviation of Old Kinderhook, the birthplace of a nineteenth-century American president who uses these initials as his trademark in his election campaign.

In England, Australia and New Zealand, the gesture of the thumb (Fig. 3) has three meanings: when it is made with a more relaxed thumb and palm, this sign is used by hitchhikers to stop a car on the road; it is also used as a substitute for the "OK" sign. However, when the rest of the fingers are tight and the thumb sticks aggressively upward, the mark becomes a cynical insult. In some countries, for example in Greece and Bulgaria, this sign is a curse. When the Italians count from one to five, they use this sign for "one", and for "two" they use the pointer finger, while the Australians, Americans and English, when counting, pick up the pointer for "one," the middle finger for "two" etc., with the thumb rising up to "five".

<sup>9</sup> A. Peese y A. Garner, *The body language. The hidden meaning of the words.* Sofia: 2003. [https://www.researchgate.net/publication/309486649\\_The\\_Significance\\_of\\_Nonverbal\\_Communication\\_in\\_the\\_Field\\_of\\_Cross-Cultural\\_Management\\_EN](https://www.researchgate.net/publication/309486649_The_Significance_of_Nonverbal_Communication_in_the_Field_of_Cross-Cultural_Management_EN).

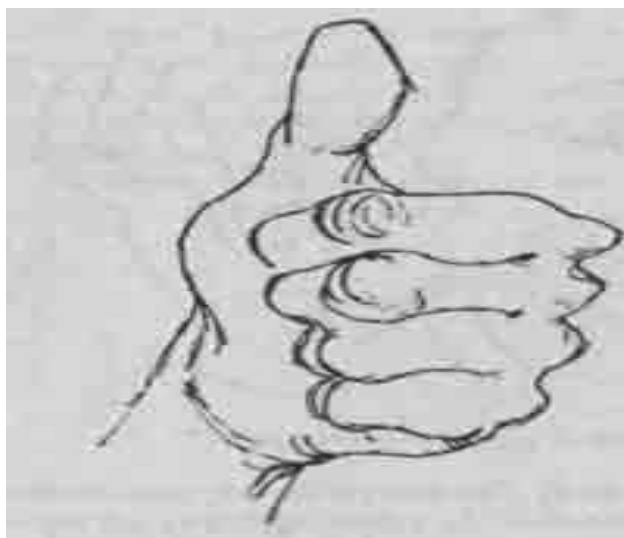


Figure 3  
Up the head!

Source: Peese, A., Garner, A. The body language. The hidden meaning of the words. Sofia, 2003.<sup>10</sup>

The thumb is used, combined with other gestures, to show power and superiority or in situations where someone is trying to impose us his own will or opinion.

### Conclusion

The non-verbal communication is expressed in communicating without words, only with the help of gestures, grimaces, body movements and figures in the space. It has accompanied man in his evolution as a means of contact, expression, cohabitation, and, like other forms of communication, plays a major role in the business relations. The importance is determined by the fact that the communication is not limited to what is said or written.

The way people stand, sit, dress and talk, as well as their facial expressions, movements, manners - all participate in the process of communication. In addition, some studies have shown that in a conversation, over 65% of interpersonal communication, takes place not in words, that is, by gestures, poses, placement in the space, and observance of different distances between interlocutors.

The non-verbal communication prompts us the things that the verbal contact usually erases or conceals. And the information we receive in this silent way is always certain, because it is based on components that one could hardly overcome. At the core of our reflexes, all the mechanical and involuntary movements that we make by our hands, head, body, we owe to the participation of our subconscious. Therefore, the non-verbal communication is difficult to be manipulated and often betrays what we want to hide.

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<sup>10</sup> A. Peese y A. Garner, The body language. The hidden meaning of the words...

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