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miscommunication  
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upon their vast  
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of the principles of  
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communication  
and its application  
in everyday life.

The authors draw  
from a wide variety  
of disciplines and  
upon their vast  
experience as  
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It would also  
appear that the  
degree of the  
acquaintance and  
the social setting

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Behavior also affect gender and personal space. Females approach their best friends very closely; males approach people they consider to be just friends. Other nonverbal behavior has been found to affect the relationship between gender and

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personal space.

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1CHAPTER

Communication  
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Behavior

Interpersonal  
relationships are a  
central fact of our  
existence as



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Behavior in  
modern society.  
Although there  
may have been a  
time when one  
person could be  
fully self-sufficient,  
that time has now  
passed. Our  
existence is  
dependent on oth-  
ers. We must relate  
to others to  
survive.

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TABLE 11.1  
Nonverbal  
Behaviors in  
Female-Male  
Communication  
Performed

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Primarily by the  
Female Performed  
Primarily by the  
Male Lowers eyes  
Stares Smiles  
Frowns Tilts head  
Holds head erect  
Does not point  
Points More  
positive gesturing  
Less positive  
gesturing Takes up  
less space Takes  
up more space

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Moves out of the  
way of his Moves in  
on her space  
space/yields space  
Accepts touch  
Initiates touch Pulls  
body in Has erect  
posture Stands/sits  
with legs together  
Stands/sits with  
legs apart Bats ...

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nonverbal  
behaviors that (a)  
were valid  
indicators of partic  
ular interpersonal  
dispositions and  
(b) were correctly  
utilized by  
receivers, thereby  
forming matched  
links. In his study,  
unacquainted

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*The Role of  
Nonverbal  
Communication in  
Interpersonal  
Relations*

A social skill is any  
competence  
facilitating  
interaction and  
communication  
with others where  
social rules and  
relations are



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communicated,  
Interpersonal  
and changed in  
Relations 7th  
verbal and  
Edition  
nonverbal ways.

The process of  
learning these  
skills is called  
socialization. Lack  
of such skills can  
cause social  
awkwardness..  
Interpersonal skills  
are the acts a

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### Behavior

person uses to interact with, and relate to, others; they ...

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*Social skills -*

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Nonverbal communication can be incredibly reassuring. A warm smile thrown your way when you are trying to apologize

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for something, a light touch on your arm when you are sharing something difficult, a soft tone of voice or even a step toward you are all ways that nonverbal communication can increase closeness between two people in a relationship.

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interesting reading  
that explores how  
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produce certain  
communication  
responses from  
others. This well-

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offers conclusions  
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