

of the story. Thus, there does seem to be a universal association between particular facial muscular patterns and discrete emotions. It should be noted that this is only a specific element of universality and does not suggest that all aspects of facial affect displays are universal—as Ekman and Friesen testify:

... we believe that, while the facial muscles which move when a particular affect is aroused are the same across cultures, the evoking stimuli, the linked effects, the display rules and the behavioral consequences all can vary enormously from one culture to another.²⁴

In fact, Ekman and Friesen have suggested an alternative to the totally inherited theory. They propose that perhaps affective facial displays evolve in the same way for each individual during the course of his development. For instance, the disgust affect display may evolve from each person's movement of the mouth and nose involved in ejecting a bad taste or smell.

Summary

The term *nonverbal* is commonly used to describe all human communication events which transcend spoken or written words. At the same time we should realize that many of these nonverbal events and behaviors are interpreted through verbal symbols. In this sense, then, they are not truly *nonverbal*. The theoretical writings and research on nonverbal communication can be broken down into the following seven areas: (1) body motion or kinesics (emblems, illustrators, affect displays, regulators, and adaptors), (2) physical characteristics, (3) touching behavior, (4) paralanguage (vocal qualities and vocalizations), (5) proxemics, (6) artifacts, (7) environment. Nonverbal communication should not be studied as an isolated unit, but as an inseparable part of the total communication process. Nonverbal communication may serve to repeat, contradict, substitute, complement, accent, or regulate verbal communication. Nonverbal communication is important because of the role it plays in the total communication system, the tremendous quantity of informational cues it gives in any particular situation, and because of its use in fundamental areas of our daily life. Nonverbal behavior is partly taught, partly imitative, and partly instinctive. There is a growing body of evidence which suggests a pancultural (or universal) element in emotional facial behavior, but this does not suggest there are not cultural differences in

such things as the circumstances which elicit an emotion, the display rules which govern the management of facial behavior in certain settings, and the action consequences of an emotion.

FOR DISCUSSION AND REVIEW

1. Knapp suggests that kinesic behavior can be classified into emblems, illustrators, affect displays, regulators, and adaptors. Define each term, and given an example of each based on your own experience. Do you agree with Knapp's statements about how aware we are of each category?
2. Knapp describes physical characteristics as "influential nonverbal cues." Do you agree that physical characteristics are "influential"? Defend your answer with specific examples.
3. Explain the statement "Paralanguage deals with how something is said and not [with] what is said."
4. Give specific examples of the effects in particular situations of touching behavior, proxemics, artifacts, and environmental factors.
5. Knapp emphasizes that "nonverbal behavior cannot be studied in isolation from the total communication process." How does he support this assertion? (Consider, for example, the various relationships that are possible between verbal and nonverbal behavior.)
6. Discuss the relative importance in human communication of the nonverbal component. Be specific; use examples to support your opinions.
7. The origin and development of individuals' nonverbal behaviors are not clear, but Knapp discusses Ekman and Friesen's three sources. What are they? How much importance do you think should be attributed to each? Be prepared to defend your answer.

²⁴Ekman and Friesen, "Repertoire of Nonverbal Behavior," p. 73.