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The Twisted/Lop-sided Smile

- It shows opposite emotions on each side of the face
- The right brain raises the left side eyebrow, the left zygomatic muscles and left cheek to produce one type of smile on the left side of the face
- While the left brain pulls the same muscles downwards on the right side to produce an angry frown
- Expresses mixed emotions: downward slant suggesting negative emotions and the upward tilt suggesting that the person is not angry
- The Twisted Smile can also be done deliberately and sends messages of sarcasm, embarrassment





image:
https://www.google.com/search?q=The+Twisted+Smile's+Zhenyuan&rlz=C3KSource_ssmos&sa=X&ved=2ahUKEw-9dEgUj6b4hUNQ148K7H8emCg31ZAh8AgQIAA&new=918&bih=307&biw=346&bih3dms=1561

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The next type of a smile is the twisted or the lop sided smile. Here, we find that the two sides of the brain sent conflicting messages to the person. It shows opposite emotions on each side of the face. The left brain pulls the muscles downwards and the right side of the brain raises the left hand side eyebrows as well as the lips and cheeks and therefore, this smile expresses mixed emotions.


The downward slant of lips etcetera suggests negative emotions and the upward tilt suggests that the person is not angry. This is often considered to be a micro expression, but our experience tells us that it can also be done deliberately and sends messages of sarcasm as well as embarrassment in certain situations.

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So, it has encapsulated openness as well as shyness, it suggests a sense of welcome and at the same time a sense of being reserved and a tendency to avoid people. When we look at this smile, on other people it generates somehow a parental feeling in us and making us want to protect or to care for such a person. This smile has been immortalized by Princess Diana, who has captivated the hearts of people wherever she has gone.

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- Miserable Smile : A slight asymmetric smile with an expression of deep sadness discernible in other features
- It's a socially acceptable way of showing that you're sad or in pain (Zaria 2017)



(Image Courtesy: http://onlinestatbook.com/case_studies_rvls/smiles/examples.html)



Dampened smile:
an attempt to control an automatic, happy one
"The cheeks will be raised but we pull the corners of the mouth downwards or press the lips together, like "I shouldn't be smiling", says Zara Ambadar, University of Pittsburgh (Zaria)



(Image Courtesy: [https://myaccount.news.com.au/ites/heraldsun/subscribe.html?sourceCode="](https://myaccount.news.com.au/ites/heraldsun/subscribe.html?sourceCode=))

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The miserable a smile is a mask which helps us to suggest that we are not exactly in pain. So, this is a social way of passing across this idea that we do not want to share, our sorrow and our pain with others or we are able to put up with it. So, this smile is also slightly asymmetric one, because the smile does not reach the eyes, the eyes remain sad. A dampened smile is an attempt to control a very happy Duchene smile.




So, here you would find that the person knows that there is a genuine warmth in the heart. There is a reason to actually smile in open manner, but somehow either, because of the social curtesy or, because of certain other emotions or, because of certain other constraints the person feels that well I should not exactly smile here. So, this is known as a dampening smile, putting a damp cloth on a warm cake for example.

This smile is passed on when we know that we are not in a situation to help the other people. The next is the qualifier smile. This is used when we feel that we are not in a position to help others, but at the same time, we want that the other person should not feel very bad.

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- Qualifier smile: Eases off communication of bad news, tries to take the edge off
- It begins abruptly, raising the lower lip slightly, and is occasionally accompanied by a slightly downwards and sideways tilt of the head
- Can be irritating as it often traps the recipient into smiling back

Contempt smile: indicates a mixture of disgust and resentment, disconcertingly similar to a smile of true delight, except for the corners of lips which appear tightened. In cultures, which are less centered around the needs of the individual (eg., East Asian culture), negative emotions – anger etc.- are often concealed with a smile to maintain social harmony



<http://www.mathgocorner.com/>
did you know there are 19 types of smile!

Image courtesy <http://www.mathgocorner.com/>

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It eases off communication of bad news and it tries to take the edge off of a negative aspect. For example, you have been standing in a long queue waiting for your turn to get a particular model of a product. By the time the queue ends and you reach the window, you find that the model has been exhausted. At that time the salesman would pass on this message to you with a practice the smile. So, this is a qualifier smile. So, it can be often irritating to us, because either we are trapped into smiling back or the situation does not allow us to a smile at all.

Similarly, we have a smile which shows our contempt, it is a mixture of disgust and resentment and it is very similar to a smile of true delight with some major differences, with a major difference that the corner of lips appear relatively tightened. This contempt smile is often displayed when we are in social situations and similarly, you would find that in those cultures where the individual needs are not always the focus of attention. This is used to hide negative emotions, for example, anger etcetera to maintain social harmony.

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Angry-enjoyment smile

- Schadenfreude: Translating roughly as 'malicious joy' or delighting in others' misfortune. It is the thrill/self-satisfaction of discovering another's hardships, humiliations, failures etc.
 - Complex emotion: aggression, rivalry and justice are its driving forces
- Not always easy to conceal from others.
 - "If individuals are alone and feel unobserved, they usually express feelings of schadenfreude by so-called 'Duchenne smiles' and 'Duchenne laughs'," says Jennifer Hofmann, a psychologist at the University of Zurich.
 - When we know someone's watching, the best we can do is plaster an expression of anger over the top, resulting in the fixed, creepy grin which has become a staple of horror movie villains
 - Often used in films and similar media



(Image Courtesy: <https://tvtropes.org/pmwiki/pmwiki.php/Main/Slashersmile>)



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Another type of a smile which has become a staple of films and similar media etcetera is the angry enjoyment smile. This is also known as a schadenfreude smile, which is a German word and this translates roughly as a malicious joy or delighting in the misfortune of other people. So, it is an expression of the thrill or the self-satisfaction when we discovered that the other person is facing certain hardships etcetera.

Often we find that the reasons of this emotion are different in different people. Sometimes it may be related with a person's feeling of vendetta towards an individual, sometimes we find that there may be social or cultural issues and sometimes we may find that there may be a sense of justice prevailing ultimately.

For example; we may feel that a person has become suddenly rich and influential by unethical means; however, when after a couple of years the law is able to reach that individual and nab him then we feel some type of an enjoyment and this smile is also reflected in these situations. This smile hides complex emotions, it hides emotions of aggression. It may stem forth from a sense of rivalry, whenever rival has been defeated and sometimes as I have commented just now, it may be the result of justice being served ultimately.

It is not always easy to conceal this smile from others. When we are alone we would smile in all these situations in a very happy manner. We would be using what is known as the Duchenne smile, the Duchenne loves, but when we are in the presence of others

then we have been conditioned, not to show too much of happiness in the unhappiness of other people, because basically we are all social people. When we know that somebody is watching, we try to wrap up this emotion of too much of an enjoyment on certain portions of our face. Our eyes would express the true emotions, but the grin would be there on our face and it is this creepiness of this grin, which has become a staple of horror movie villains.

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The slide is titled "Polite Smile" and "Embarrassed Smile". It contains the following text:

- **Polite Smile:** Politeness by definition is voluntary and deliberate but nonetheless crucial to social life
 - For sociolinguists, conversations are rife with possibilities for insult/discord
 - A system of actions aimed at smoothing over inevitable moments of discord or disagreement so each is respected and social connection is maintained
- Far from being hypocritical, a polite smile conveys that the other person's feelings matter

Embarrassed Smile: Several studies have found that subjects like and forgive people more who show genuine embarrassment

Allow people to excuse social faux pas and smooth over uncomfortable incidents:
Spill a drink, forget a person's name, get caught in a fib

Image Courtesy: <http://bodylanguageproject.com/nonverbal-dictionary/body-language-of-polite-smile-the/>

Image Courtesy: <https://www.istockphoto.com/different-types-of-smiles/>

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We also have what is known as a polite smile. Politeness as you know is voluntary and also deliberate, but at the same time it is a crucial aspect of our social interactions. So, this polite smile conveys this idea that the feelings of other people are important to us in different situations.


And embrace the smile is also another interesting example of how I smile enables us to overcome our social faux pas as well as to smoothen over certain uncomfortable incidents for example, we have spilt a drink on the dress of a fellow person. We have forgotten the name of another person during our interaction etcetera. So, this embarrass the smile helps us to overcome the awkwardness of these situations in a little manner at least.

Several studies have also found that people like to forgive people more, that several studies have also suggested that in our interaction we tend to like as well as to forgive those people more, who show their embarrassment with the help of such a smile.

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Smile & Cultural Variations

- Culturally, a smile is practiced differently: governed by display rules, though members of all cultures exhibit both Duchenne and social smiles
- It is noted that the common American behavior is to pass smile, often a 'Duchenne smile', on whosoever you look at which is not the case with many other cultures
- For example, Dacher Keltner has speculated that the British are more likely to use the 'social smile' (a smile adopted to convey politeness or to provide reassurance to interlocutors rather than to express the happiness of the agent, leaves the upper part of the face motionless) than are their American counterparts
 - The British smiling behavior arises from a greater emphasis in British culture on the display of social politeness and deference



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A very important aspect related with our smiles and its understanding is related with cultural understandings. We find that in different cultures a smile is practiced differently, because ultimately smile is also governed by that socially accepted display rules. Though all of us all human beings in all cultures exhibit both Duchenne and social smiles as well as plastic smiles, we find how a smile is generated depends on our cultural background.


It is noted that the common American behavior is to pass a happy smile, a Duchenne smile very often when we interact with any person. In comparison to the Americans the British perhaps are more likely to use a social smile. It has been pointed out in this study by Dacher Keltner that the British more often pass a social smile in comparison to their American partners. It is pointed out in certain researches that the British are more likely to use the social smile instead of the Duchenne smile.

A social smile which is adopted going to politeness concerns of the society. Keltners research has traced the roots of this behavior in the greater emphasis, which is found in the British culture on the display of social politeness and difference as well as this concept of the British is stiff upper lip which is a still very much practiced in certain circles of the British society.

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Smile & Cultural Variations

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It is interesting to quote a research by Jeanne Tsai, a professor at Stanford who has suggested that how our culture views smiling, influences, how people in our culture smile and I quote from her.

Often people think that when they are viewing our candidates official photo, they are learning about the candidates a unique traits, but our findings suggest that they are also learning about the candidates culture and the emotions it values. This is a significant research, because instead of focusing on the expression of individual emotions, the research has focused on how the individual expression itself is culturally conditioned and culturally quoted.

She had compared the emotional expressions of leaders across different nations and has concluded that the more a particular nation will use excitement, the more their leaders show excited smiles and she has quoted the examples of the American leaders.

On the other hand, the more a particular nation values come, the more those leaders show calm smiles in their social interactions and she is given the example of East Asian countries and their political leaders. She has used a phrase in this research and I quote this phrase, ideal effect of a nation. This phrase is defined as culturally valued emotions and how people want or learn to feel it and express it in their body language.

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- Carmen Judith Nine-Curt, *Nonverbal Communication*, writes that the Anglo Culture uses the smile in friendly circles but rarely in serious situations
 - Smiles are few and far between in places of worship, in the classroom, and in learning and work environments
- In the Latin American countries, smiles takes place of many verbal expressions:
 - A person may smile instead of saying, "Hi, how are you?" A clerk may smile at a customer rather than say, "Thank you"
 - Expressing gratitude verbally may seem formal and impersonal. Friends who express thanks verbally may be perceived as rejecting others or distancing themselves
- Cross-cultural difference in the use of the smile may result in confusion about intentions and emotions
 - A British person may misperceive that the Latin American friend smiles too much or that they smile when it is inappropriate to do so (quoted in Brown p. 52)

[Source: Brown, Parker Kim, Mentors & Role Models: Are They Important? Diversity Special (Issue of Leadership and Management Engineering) Edited by Jeffrey S. Russell ASCE Publications, 2001, pp. 51-53]



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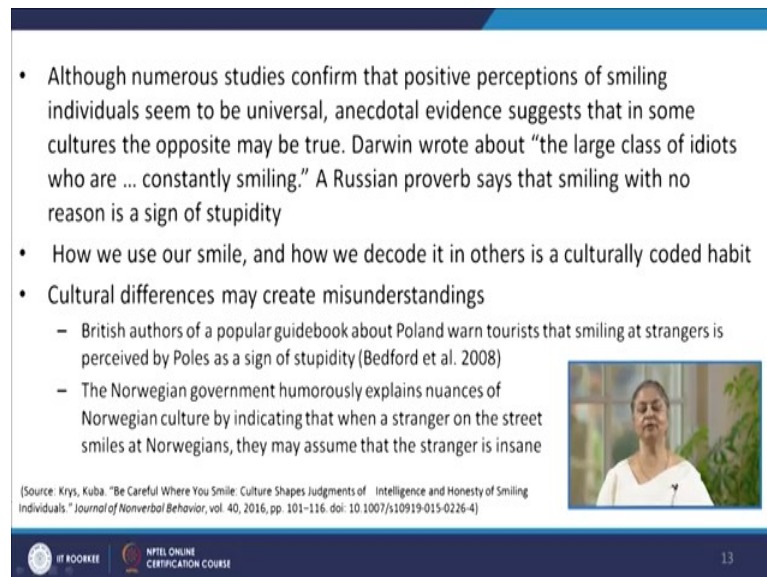
Another research which also supports this idea is by Carmen Judith Nine-Curt, in nonverbal communication. She writes that the Anglo culture uses a smile in friendly circles, but rarely in serious situations. For example; people would smile much less when they are at places of work in learning for example, in classrooms as well as at their office.

Similarly, it has been pointed out in this research that in Latin American countries a smiles take place of many verbal expressions. For example, instead of actually saying hi, how are you, a person in Latin America perhaps would prefer to smile at a person and then their smile would suggest the thank you attitude, also by another person. Expressing gratitude verbally may seem formal and impersonal in certain cultures and in certain cultures if a friend expresses these feelings in a verbal manner, it would be perceived as if the friend is either distancing himself or is rejecting the other people.

Cross cultural influences can also color the way we interpret the behavior of other people, if one is not aware of the cultural differences and their smiles then it is easy to miss perceived a person from a different background. For example, a British may miss perceived that the Latin American friend is smiling too much or that the smile is inappropriate in certain situations.

These cultural differences of understanding have seeped into some official guide books and British authors of a popular guidebook about Poland have warn tourists that is smiling at strangers in Poland is perceived is a sign of stupidity.

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- Although numerous studies confirm that positive perceptions of smiling individuals seem to be universal, anecdotal evidence suggests that in some cultures the opposite may be true. Darwin wrote about “the large class of idiots who are ... constantly smiling.” A Russian proverb says that smiling with no reason is a sign of stupidity
- How we use our smile, and how we decode it in others is a culturally coded habit
- Cultural differences may create misunderstandings
 - British authors of a popular guidebook about Poland warn tourists that smiling at strangers is perceived by Poles as a sign of stupidity (Bedford et al. 2008)
 - The Norwegian government humorously explains nuances of Norwegian culture by indicating that when a stranger on the street smiles at Norwegians, they may assume that the stranger is insane

[Source: Kryss, Kuba. "Be Careful Where You Smile: Culture Shapes Judgments of Intelligence and Honesty of Smiling Individuals." *Journal of Nonverbal Behavior*, vol. 40, 2016, pp. 101–116. doi: 10.1007/s10919-015-0226-4]

The Norwegian government has humorously explained, nuances of Norwegian culture by indicating that when is stranger on the street smiles at Norwegians, they may assume that this stranger is insane. These guidelines may not mean too much, but they help us to understand, the significance of cultural differences in the way the smile is perceived.


Another aspect of a smile is related with too much smiling. Darwin has also written about the large class of idiots, who are constantly smiling. A Russian proverb says that smiling with no reason is a sign of stupidity; even though their smile itself is considered to be a universal expression of happiness.

Evidence suggest that when we do a smile, how we do a smile, how much we do a smile, etcetera is governed by the culture, which has conditioned our psyche. For example, researchers have found out that in German culture a smiling is reserved for friends and family and may not occur during formal introductions.

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- In German culture smiling is reserved for friends and family and may not occur during introductions. In setting (e.g., work) and situations that are considered to be serious, (e.g., dealing with illness), the most appropriate response is one that is reserved with no smiling (Battle p. 247)
- In traditional Chinese families smiling is used extensively among family and friends; but may be limited in formal situations
- Several Asian cultures may use smile as an expression of apology for:
 - Minor offenses, deference to authority figures, to mask difficult feelings and emotions (e.g. pain, distress, discomfort, anger, disapproval, disappointment) and to avoid conflict when insulted, threatened or otherwise provoked
- In the Vietnamese community, silence or the use of a 'reluctant smile' can be used as an expression of negative emotions

[Source: Battle, E. Dolores. SD. Communication Disorders in Multicultural and International Populations. E-book. Elsevier Health Sciences, 2012]



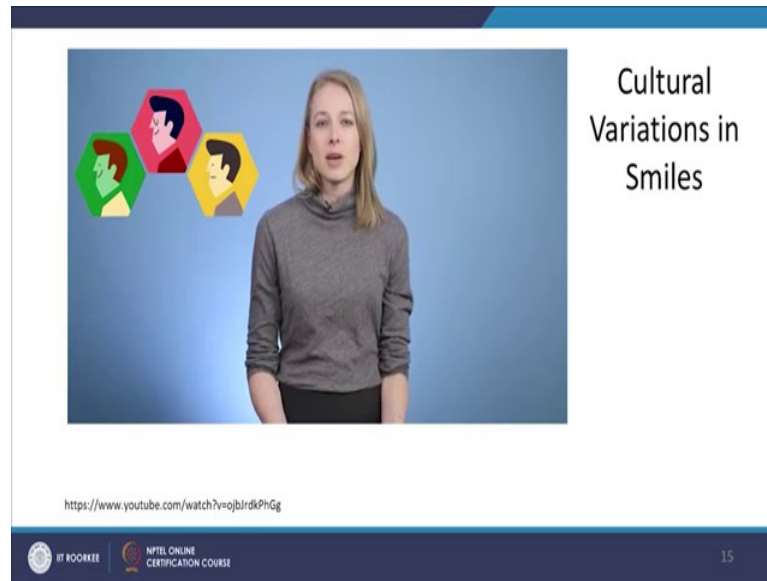
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In settings of work and in those situations, which are considered to be serious for example, when somebody is dealing with illness etcetera or is in hospital the most appropriate response is one that is reserved with no smile.

In traditional Chinese families also, smiling is used extensively among family and friends, but in formal situations it may still be limited. The similar tendencies are seen in Vietnamese community by certain researchers, where they have found that silence or the use of a reluctant smile is used as an expression of negative connotations. Similarly, in several Asian cultures, we find that a smile may be an expression of an apology for minor offenses; it may also indicate our deference to authority.

It may also cover the difficult feelings and emotions of pain, distress, etcetera and also it helps us to avoid conflicts, when we have been insulted or threatened or otherwise provoked. This video helps us to understand cultural variations in smiles in a very interesting, yet succinct manner.

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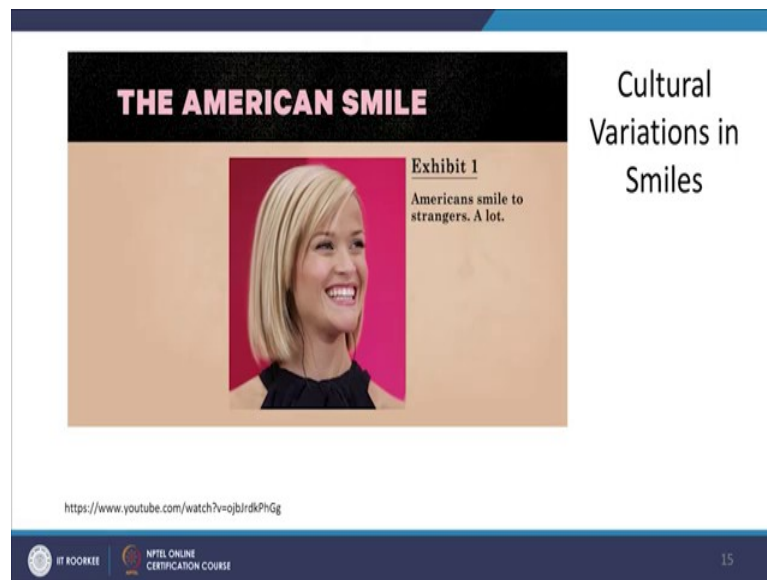
Cultural Variations in Smiles

<https://www.youtube.com/watch?v=ojbjrdkPhGg>

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Traveler advice to tourists visiting in the US, points out one custom most Americans would not think twice about, their smile. Guide both explained to tourists that Americans smiled the strangers a lot.

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THE AMERICAN SMILE

Cultural Variations in Smiles

Exhibit 1
Americans smile to strangers. A lot.

<https://www.youtube.com/watch?v=ojbjrdkPhGg>

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So, why do American smile so much and why is that so strange to everyone else? Americans seemed to smile even when there is not a very good reason to. When you see an American smiling, they might be feeling happy, confident or neutral. Sometimes, it is just a polite way to make someone else feel comfortable, thank service for the smile.

Here your receipt. Thank you very much.


In other countries though, smiling for no reason can make you seem kind of dumb. One researcher found in countries like Japan, India, South Korea and Russia smiling faces were considered less intelligent than serious ones. His theory is that there is a connection between a countries level of instability and finding smiling stupid, after all how can you be so confident and happy when the future is uncertain, that might help explain stereotypically frowny places like Russia, where smiling in photos is not really a thing. When McDonald's went to Russia in the nineties, they had to coach their employees on how to smile.

Another aspect of body language which I want to cover in today's module, is the way head nods and shaking of the head is understood.


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Head Nods

- A number of head gestures fall into clear categories with accepted meanings. Nodding/shaking of head, along with smile, is also a prominent nonverbal way of communication
 - Nod' – a positive gesture to signify affirmation or yes
 - Headshake – which usually means 'no'
- Both are presumed to be inborn gestures. In most cultures, nodding up and down signals agreement:
 - A vertical, up and down movement of the head is used to show agreement, approval, continued attention or comprehension, depicting what is happening to us emotionally while listening
 - This rhythmical cue for affirmation may as well be accompanied by smiling and other signs of approval



Source:
<https://www.slideshare.net/SantoshMote1/bodylanguage1>



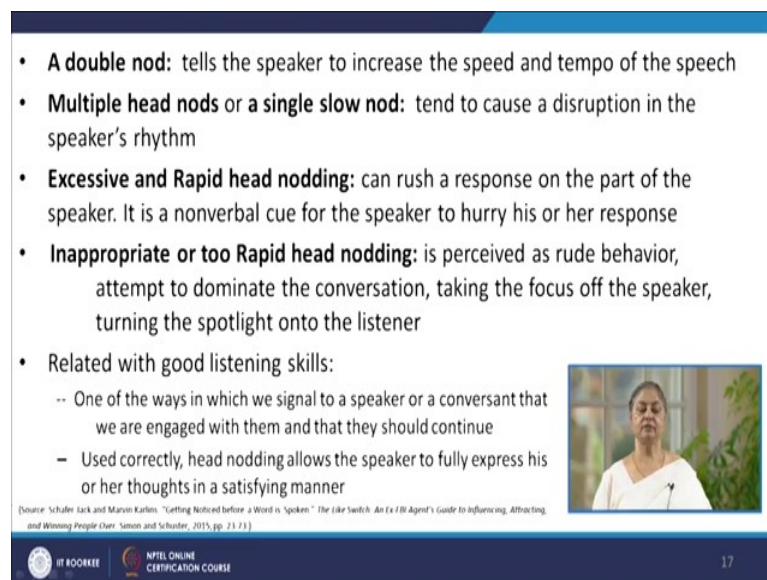
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A number of head related gestures fall into clear categories of accepted meaning and nodding of head and shaking of the head is also a prominent nonverbal way of communicating our feelings, emotions, messages, etcetera along with a smiles and head positions nod is considered. Normally, a positive gesture to signify an affirmation or yes and a shake of a hand is normally considered to be a no in most cultures right. So, you would find that both are presumed to be inborn gestures, but; however, nod is to be understood, depends on the social and cultural interpretations, but in most cultures are not is considered to be a yes and a shake is considered to be a no.

However, there are certain segments of societies and certain cultures in which the nod is considered to be a no and a shake is considered to be a yes, but we would continue our discussion aligning with the commonly found understanding of the nod as yes and shake as a no. A head nod is used to show our agreement, our approval, while be a talking to other people, it also shows that we are able to comprehend their ideas and that we are continually attentive to them.

At the same time our nods help us to pass on what we are emotionally going through at that time. So, this rhythmical queue for affirmation and for passing on other related emotions is also often accompanied by smiling or its absence and at the same time other related signs of approval or agreement.

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- **A double nod:** tells the speaker to increase the speed and tempo of the speech
- **Multiple head nods or a single slow nod:** tend to cause a disruption in the speaker's rhythm
- **Excessive and Rapid head nodding:** can rush a response on the part of the speaker. It is a nonverbal cue for the speaker to hurry his or her response
- **Inappropriate or too Rapid head nodding:** is perceived as rude behavior, attempt to dominate the conversation, taking the focus off the speaker, turning the spotlight onto the listener
- Related with good listening skills:
 - One of the ways in which we signal to a speaker or a conversant that we are engaged with them and that they should continue
 - Used correctly, head nodding allows the speaker to fully express his or her thoughts in a satisfying manner


[Source: Schaller, Lark and Marvin Karlin, "Getting Noticed before a Word is Spoken," *The Like Switch: An Ex-FBI Agent's Guide to Influencing, Attracting, and Winning People Over*, Simon and Schuster, 2015, pp. 23-24.]

A double nod tells the speaker to increase the speed in tempo of this speech. Multiple head nods or a single slow nod may cause a disruption in the speakers rhythm, because a speaker may suddenly be attracted to this type of a nod. In excessive and rapid head nod can rush a response on the part of the speaker and the speaker may feel that it is a nonverbal queue to hurry up his or her responses. An inappropriate head nodding or too rapid a head nodding is perceived normally as a rude behavior. It is also understood as an attempt to dominate the conversation. It takes the focus of this speaker and transfers it on to the listener.

A polite and attentive nod is also related with good listening skills. This is one of the ways in which we signal to the speaker or the person we are talking to, that we are engaged in whatever they are saying, we are engaged with them and they should continue further and if used correctly, we find that it allows the speaker to fully express his or her thoughts in a satisfying manner, providing immediate feedback.

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- Apart from likeability or its absence, head-nodding and head-shaking respectively, is also associated with judgements of interpersonal competency
- Matarazzo and Wiens (1972), examining the interactive processes inherent in interviews, found that use of head-nodding by the interviewer increased average duration of utterance by interviewee
- It is highly rated in a study by Clore et al. , of college students; conducted to rate more than one hundred nonverbal behaviours in terms of how much liking or disliking they communicated
- Dickson (1981), in a study of career officers undergoing a micro counselling training course, found that interviewers' use of head-nods was a significant predictor of their interviewing competence as rated by experienced judges



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Head nod suggest a particular sense of likability or its absence. At the same time, we would find that they are also associated with judgments of interpersonal competence and several researchers have found out different aspects related with these interpretations of head nods and shaking of the head and I quote some of these researchers. Matarazzo and Wiens have examined the interactive processes, which are inherent in interviews and found that head nods by the interviewer, increased average duration of utterances by the interviewee.


In a study by Clore et al., which they have conducted on college students to rate more than one hundred nonverbal behaviors in terms of how much liking or how much disliking, they communicated to them. The nods and shakes were highly rated by the participants in a study of career officers, who were undergoing a micro counseling training course. Dickson found that interviewer's use of head nods was a significant predictor of their interviewing competence, as rated by experienced judges.

In a more recent research this co field has noted that head nods by the listener increase the total verbal output of this speaker, that suggest that this speaker is encouraged by the attentive head nods of the listener.

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Head Nod

- More recently, Scofield noted that head-nodding by the listener increased the total verbal output of speakers
- Head-nodding plays a prominent role in leave-taking where the function is to convey accessibility and supportiveness in the relationship(Dickson et al. pp. 86-87)
- Head-nodding is a signal to others that you wish them to continue talking and it is widely used by professionals to encourage and motivate their clients to self-disclose at length
- The reinforcing effects of the head-nodding gesture have been well documented and its frequent use can be seen during almost all social and professional encounters as an indicator of listening, attentiveness and agreement



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Head nodding also plays a very important role, when we want to take leave after the dialogue is over. Particularly, when we want to pass on this idea that we are accessible to the other person as well as we are supportive in our relationship, the head nod becomes important at the termination of the dialogue. It is also a signal to others that you want them to continue and it is also widely used by professionals, the world over to encourager and motivate their clients to self-disclose at length.

In various professions you would find that nodding is deliberately thought as an art, while listening to others. So, the reinforcing effects of the head nod gestures have been well documented and its frequent use can be seen during almost all social and professional encounters as an indicator of attentive listening and agreement with the content. In this video we can look at interesting summarization of the significance of nod and shake of the head.

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The head

The nod and the shake

- v Well known
- v - "Yes" and "No"
- "Agree" and "Disagree"

The Nod and the Shake

<https://www.youtube.com/watch?v=0Kw-d3XC404>

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The nod and shake, the probably most common two signs we use in our daily lives are the nod and the head shake; yes and no, agreeing and disagreeing and besides the direction of the motion up and down or left and right rhythm and speed are also very important. A slow nod is used when we agree with something we see or listen to.


(Refer Slide Time: 25:43)

The head

The nod and the shake

- v Rhythm and speed
- v Slow nod = agree with something

The Nod and the Shake



<https://www.youtube.com/watch?v=0Kw-d3XC404>

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(Refer Slide Time: 25:52)

The head

The nod and the shake

- v Rhythm and speed
- v

Body language



<https://www.youtube.com/watch?v=0Kw-d3XC404>

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For example, someone is holding a lecture about body language and we share his opinion
hmm, that seems about right.

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The head

The nod and the shake

- v Rhythm and speed
- v Slow shake = disagree with something



<https://www.youtube.com/watch?v=0Kw-d3XC404>

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20

If we disagree, we tend to slowly shake our heads, “No, I do not think so.”

(Refer Slide Time: 26:07)

The head

The nod and the shake

- v Rhythm and speed
- v Fast shake = strongly disagree

The Nod and the Shake

<https://www.youtube.com/watch?v=0KwJ3XC4094>

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Head shake with the higher rhythm can be seen when the higher stage of disagreement is reached, “No that is just bullshit.”


(Refer Slide Time: 26:15)

The head

The nod and the shake

- v Rhythm and speed
- v Fast nod = strongly agree

The Nod and the Shake



<https://www.youtube.com/watch?v=0KwJ3XC4094>

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And the same goes for nodding the fast rhythm means “Yes, please.” Something I can often see in meetings, when I propose an urgent solution for certain problem. Nodding can also be used during a conversation both by the speaker and the listener.

(Refer Slide Time: 26:26)

The head

Th The nod and the shake

- v Use during conversation
- v - Speaker
- Listener

The Nod and the Shake

<https://www.youtube.com/watch?v=0KwE3XC4094>

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(Refer Slide Time: 26:32)

The head

Th The nod and the shake

- v Use while listening
- v

Molecules



The Nod and the Shake

<https://www.youtube.com/watch?v=0KwE3XC4094>

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If we listen to a person and nod as a sign of “Yes, I understand or I am listening, please continue.”

(Refer Slide Time: 26:40)

The head

The nod and the shake

- v Use while listening
- v - Paying attention
- Interested

<https://www.youtube.com/watch?v=0KwE3XC4094>

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It shows that we are paying attention and are interested in what the speaker has to say. And as the speaker we can use well placed nods to help influence the listeners to agree with us.

(Refer Slide Time: 26:47)

The head

The nod and the shake

- v Use while speaking
- v - Well placed nods

↓
influence listeners

<https://www.youtube.com/watch?v=0KwE3XC4094>

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(Refer Slide Time: 26:53)

The head

The nod and the shake

- v Use while speaking
- v - Well placed nods
- After rhetorical question

The Nod and the Shake

<https://www.youtube.com/watch?v=0KwE3XC4094>

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20


(Refer Slide Time: 26:56)

The head

The nod and the shake

- v Use while speaking
- v

Isn't that right?



The Nod and the Shake

<https://www.youtube.com/watch?v=0KwE3XC4094>

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20

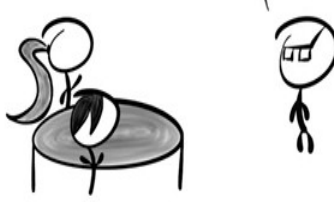
(Refer Slide Time: 27:00)

The head

The Nod and the shake

- v Use while speaking
- v

Yes, it is!



The Nod and the Shake

<https://www.youtube.com/watch?v=0KwJ3XC4094>

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20


For example after making a statement or asking a rhetorical question is not that what we really want, we not to suggest the listener yes, it is.

(Refer Slide Time: 27:06)

The head

The Nod and the shake

- v Listeners nod
- v → shows interest
- v → very effective
- v → dig for information



The Nod and the Shake

<https://www.youtube.com/watch?v=0KwJ3XC4094>

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20

My opinion, the let us call it listeners nod to show interest is very effective. I may constant use of it especially, in conversations, I am digging for information

(Refer Slide Time: 27:18)

The head

The nod and the shake

- v Listeners nod
- v - Interest and approval
 - speaker gets talkative
 - digging question

How'd that work?

The Nod and the Shake

<https://www.youtube.com/watch?v=0KwE3XC4094>

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If we show a conversation partner that we are interested and approve what they say, they tend to get more talkative. They talk about the background of things or existing links and furthermore. It opens the door for some digging questions like; that point I do not completely understand, because we already build up interest, the question seems legit, we need more information.

(Refer Slide Time: 27:36)

The head

The nod and the shake

- v Listeners nod
- v - build up interest → question is legit
- did nothing → didn't pay attention

The Nod and the Shake

<https://www.youtube.com/watch?v=0KwE3XC4094>

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If we sat there quietly for ten minutes and asked the same question, we make the impression that we did not even pay attention.

(Refer Slide Time: 27:51)

The head

Th **The nod and the shake**

- v

- v nod to influence people

The Nod
and
the Shake

<https://www.youtube.com/watch?v=0Kw-d3XC494>

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20

(Refer Slide Time: 27:53)

The head

Th **The nod and the shake**

- v Inception nod

- v works

The Nod
and
the Shake

<https://www.youtube.com/watch?v=0Kw-d3XC494>

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20

Nodding in order to influence people that is called, this one inception not worth. Let us also briefly look at the head tilts and inclines and what exactly do they suggest.

(Refer Slide Time: 28:01)

Head Tilts and Inclines

- Body language represents a very significant proportion of the meaning that is conveyed and interpreted between people in any face-to-face communication – off or on line, specially if it involves an emotional or attitudinal element
- The head is very significant in body language: due to a very flexible neck structure: it can turn, jut forward, withdraw, and tilt sideways, forward, backward
 - All of these movements have meanings. The way people tilt their heads reveal a lot about them - their anxiety, social discomfort, embarrassment, sense of fear, and submission etc.
- It's common for people to tilt their heads to one side when watching/listening to something of interest, a sign of mild, polite interest
- A prolonged or deeper tilt creates empathy
- Is your head tilted to the right or the left in a dialogue?



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We find that our head is a very significant body feature, because we have a flexible neck structure. It can turn, it can just forward; we can withdraw our head, we can tilt it sideways, forward and backward and all these movements of the head, our various tilts suggest a particular set of emotions to the other people. It is common for people to tilt their heads either towards the left or the right hand side, while they are watching something of interest or they are listening to something interesting. Normally, it is considered to be a sign of mild and polite interest.


A prolonged or deeper tilt creates empathy. At the same time whether our head is tilted towards the right or towards the left during a dialogue, as a speaker or as a listener also passes on certain clues about our thought processes this aspect I would take up slightly later during this module. I would refer to Allen Pease again.

(Refer Slide Time: 29:09)


Types of Head Tilts

1. Head Up

- Allen Pease has defined three basic head positions that always leave a lasting impression with interactants: up, tilt and down
- The first is with **Head Up** and it is the position taken by the person who has a neutral attitude about what is being said
- The head remains still and the conversation may be punctuated by occasional small nods
- Hand-to cheek evaluation gestures are often used with this gesture, adding different shades to this basic meaning



(Image: https://pngtree.com/freepng/head-up-to-the-gesture-material-above_3113201.html)




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He has suggested that there are three basic head positions, which leave a lasting impression during any interaction and that is the head up, the head tilts and the head down movement.


Head up is a position, which is taken up by a person who normally, has a neutral attitude about what is being said. Normally, if it is not supported or modified by let us say hand in finger movements, the head remains is still during the conversation and may be punctuated by occasional small nods. So, when we introduce our hands and fingers in this particular gesture then it becomes an evaluator gesture and different shades are added to the basic meaning. Some of these we will look up when we will take up hand and finger positions and gestures.

(Refer Slide Time: 30:10)

- When the head is lifted high with the chin jutting forward it signals strong self-confidence, superiority, fearlessness or arrogance
- Persons adopting this posture, in a subconscious manner expose their throat and thus they gain additional height which allows them to 'look down their nose' at you
- Large chins are the result of high testosterone levels which is why chin-jutting is associated with power and aggression



(Image: http://westidetoastmasters.com/resources/book_of_body_language/chap11.html)



(Image: http://westidetoastmasters.com/resources/book_of_body_language/chap11.html)

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When the head is lifted high with the chin jetted out then it suggest a very strong self-confidence, a feeling of superiority, a sense of arrogance even and at the same time a fearless attitude. Pease has commented that people who adopt this posture in a subconscious manner expose their throat suggesting that they are not afraid of other people and in a way they suggest that they are looking down their nose to you.

Normally, it is considered to be a gesture of superiority and arrogance, but very often we find that people who are highly self-confident and have a fearless attitude also often inadvertently display this particular gesture.

(Refer Slide Time: 30:57)

2. Head Tilt

- Tilting the head to the side is a submission signal because it exposes the throat and neck and makes the person look smaller and less threatening
- Charles Darwin was one of the first to note that humans, as well as animals - especially dogs – tilt their heads to one side when they become interested in something
- Studies of paintings show that women are depicted three times as often as men using the head-tilt. Women are often shown in advertisements tilting their heads: three times as often as men: in women it is commonly perceived as a gesture of interest



(Image: http://westidetoastmasters.com/resources/book_of_body_language/chap11.html)



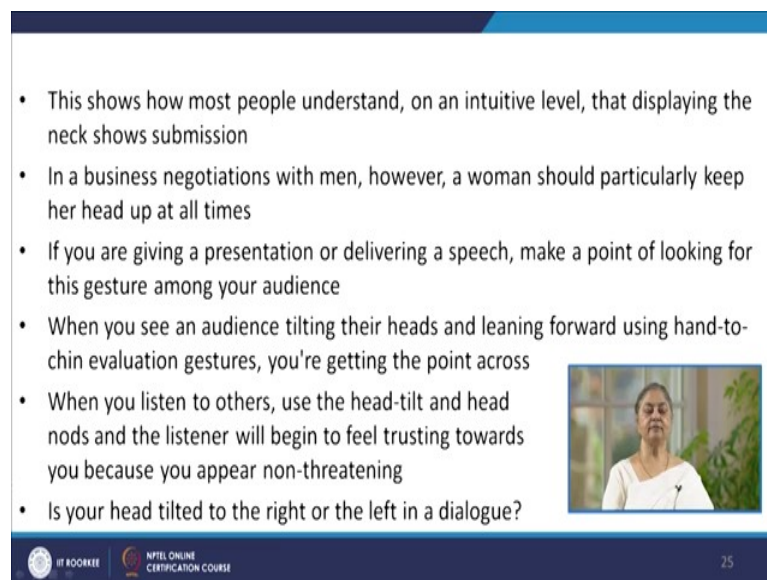
(Image: http://westidetoastmasters.com/resources/book_of_body_language/chap11.html)

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Tilting the head is often considered to be a sufficient signal, because it exposes our neck to other people. Charles Darwin was the first to note this association and he had suggested that human beings as well as animals tilt their heads to one side, when they become interested in something and are not aggressive. We find that a gender based aspect is also associated with a head tilt.

A studies of paintings, over the last several centuries show that women are often depicted more using the head tilt in comparing to men. Women are often also shown in advertisements tilting their heads. Researchers tell us that it is three times as often as men in different societies, we find that in women. It is commonly perceived as a gesture of sexual interest.

(Refer Slide Time: 31:54)



- This shows how most people understand, on an intuitive level, that displaying the neck shows submission
- In a business negotiations with men, however, a woman should particularly keep her head up at all times
- If you are giving a presentation or delivering a speech, make a point of looking for this gesture among your audience
- When you see an audience tilting their heads and leaning forward using hand-to-chin evaluation gestures, you're getting the point across
- When you listen to others, use the head-tilt and head nods and the listener will begin to feel trusting towards you because you appear non-threatening
- Is your head tilted to the right or the left in a dialogue?

The slide features a small video inset on the right side showing a woman in a white top speaking. At the bottom of the slide, there are logos for 'IT ROOKIE' and 'NPTEL ONLINE CERTIFICATION COURSE', along with the number '25'.

Our neck tilt also shows how most people understand things on an intuitive level and in a business negotiations with men, if a head tilt is shown very often, it is often considered to be an act of submission or an indication that things would be sooner or later accepted by you and therefore, women are often advised to particularly keep their head up and straight in all times during any negotiations. It also helps us to understand, what type of thought patterns are going on in the minds of other people, during a presentation or while we are delivering a speech and we are able to look at our audience.

When you see an audience tilting their heads and leaning forward using hand to chin evaluation gestures, you can understand that people are paying attention to the content.

When you listen to the others then we use the head tilts and head nods and the listener will begin to feel trusting towards you, because you would appear as interested as well as non-threatening. And now, we come to the point of discussing our right and left handed tilts of the head.

(Refer Slide Time: 33:16)

The slide is titled "Head Tilts (Left & Right)" and contains the following text:

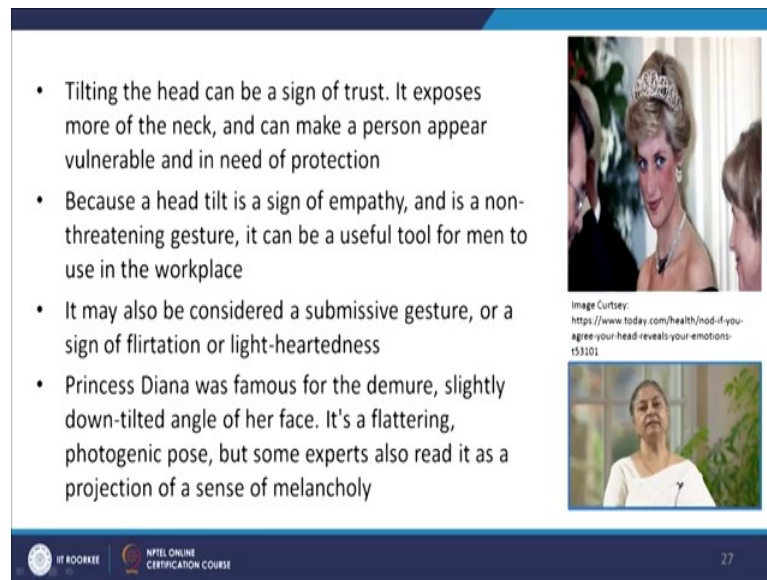
- If it's tilted to the right, you'll feel more open, as you're accessing the creative part of the brain
- If your head tilts to the left, you're likely to be intellectually analyzing what's being said
- A 2006 study found that tilting your head to the right makes you appear honest and dependable, and tilting your head to the left makes you appear more attractive

Below the text are three images illustrating head tilts: a woman with her head tilted to the right, a man with his head tilted to the left, and a woman with her head tilted to the right. The slide also features logos for IIT ROORKEE and NPTEL ONLINE CERTIFICATION COURSE, and the number 26 in the bottom right corner.

If the head is tilted to the right, you will feel more open, as you are existing the creative part of the brain. If your head tilts to the left, you are likely to be intellectually analyzing what is being said. A 2006 study found that tilting your head to the right makes you appear honest and dependable, and tilting your head to the left makes you more attractive.

So, the option is either to come across as an attractive person or is a more honest and dependable person. Tilting the head is often seen as a sign of trust, it is also perceived as a sign of empathy, as it is basically a non-threatening gesture.

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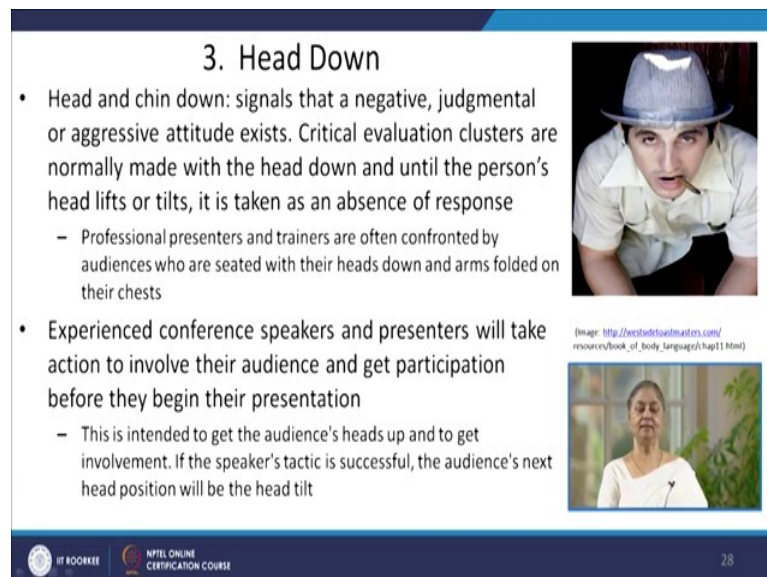
- Tilting the head can be a sign of trust. It exposes more of the neck, and can make a person appear vulnerable and in need of protection
- Because a head tilt is a sign of empathy, and is a non-threatening gesture, it can be a useful tool for men to use in the workplace
- It may also be considered a submissive gesture, or a sign of flirtation or light-heartedness
- Princess Diana was famous for the demure, slightly down-tilted angle of her face. It's a flattering, photogenic pose, but some experts also read it as a projection of a sense of melancholy

Image Courtesy:
<https://www.today.com/health/nod-if-you-agree-your-head-reveals-your-emotions-t53101>

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It can also be taken as a signature of submissiveness, as we have discussed in the previous slide. Princess Diana has also made this particular head gesture very famous. It is a flattering and photographic pose; however, some experts have also read it as a projection of his sense of melancholy.

(Refer Slide Time: 34:22)



3. Head Down

- Head and chin down: signals that a negative, judgmental or aggressive attitude exists. Critical evaluation clusters are normally made with the head down and until the person's head lifts or tilts, it is taken as an absence of response
 - Professional presenters and trainers are often confronted by audiences who are seated with their heads down and arms folded on their chests
- Experienced conference speakers and presenters will take action to involve their audience and get participation before they begin their presentation
 - This is intended to get the audience's heads up and to get involvement. If the speaker's tactic is successful, the audience's next head position will be the head tilt

Image: http://webstudiesmasters.com/resources/book_of_body_language/hap11.html

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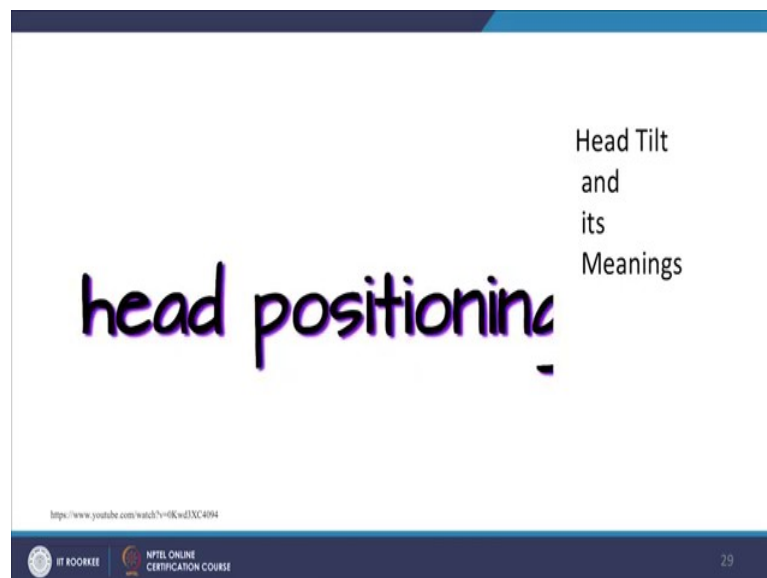
The head and chin down position signals a negative and judgmental attitude. It may also suggest that certain aggression is also present in the person, who is displaying this particular position.

Critical evaluation clusters are normally made with the head down and we find that the association of hand and fingers with this position either further aggravates or dilutes these stands. If in dialogue a person continues to adopt this particular gesture or posture then it has to be taken as a deliberate absence of response. The person does not want to get involved in the dialogue.

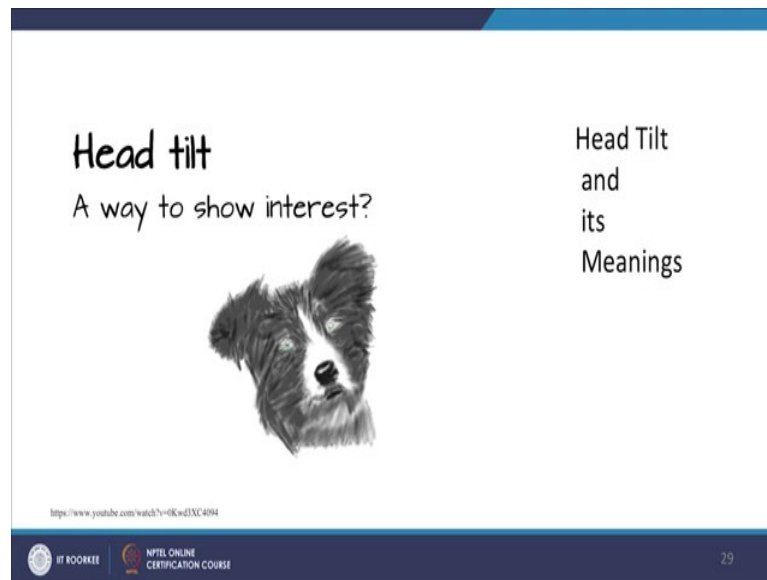
So, professional presenters and trainers are often confronted by audiences who are seated with their heads down and arms folded in a cross. So, people who are experienced and people who have been trained to lower the defenses and other people will be actively taking certain actions to involve the audience and to get their participation before they actually begin either their dialogue or professional talks or presentations.

We may use different types of icebreakers to initiate certain involvement in the person by somehow breaking this particular head down movement. So, if our tactics are successful, the audience would be able to raise up the head and the next head position would be a tilt, either the right hand or a left hand tilt. That would be the beginning point of interest from the perspective of this individual. In this particular video the head tilts and their paintings have been displayed.


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Head tilt
A way to show interest?



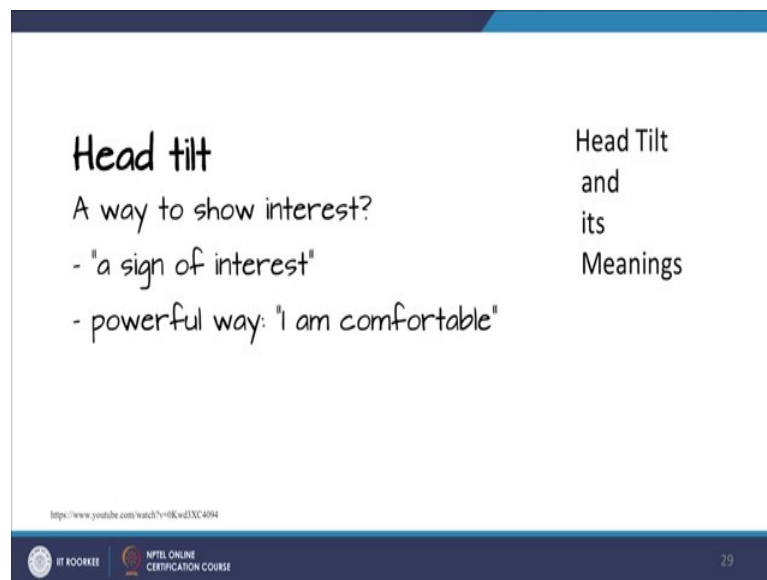
Head Tilt
and
its
Meanings

<https://www.youtube.com/watch?v=8KwE3XC49H4>

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Head positioning, head tilt. Besides the listeners, not there is another way, we can use the head to indicate interest and in conversation the head tilt

(Refer Slide Time: 36:27)



Head tilt
A way to show interest?

- "a sign of interest"
- powerful way: "I am comfortable"

Head Tilt
and
its
Meanings

<https://www.youtube.com/watch?v=8KwE3XC49H4>

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(Refer Slide Time: 36:36)

Head tilt

A way to show interest?

- good reason why?

↓

no idea ~

Head Tilt and its Meanings

<https://www.youtube.com/watch?v=9Kw33XC49H4>

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It is described as a sign of interest or says in a powerful way I am comfortable, I am receptive, but a good reason why actually I could not find. I showed a picture of the dog, because there is in my opinion where this sign originates from.

(Refer Slide Time: 36:44)

Head tilt

A way to show interest?

- good reason: dogs do it

↓

no idea ~

Head Tilt and its Meanings

<https://www.youtube.com/watch?v=9Kw33XC49H4>

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And the funny thing is we do not even know for sure why dogs do it. For me this one is one of the most controversial signs.

(Refer Slide Time: 36:57)

Head tilt

A way to show interest?

- "being interested"
- "exposes carotid artery - might be a sign of submission and feelings of vulnerability"



Head Tilt and its Meanings

<https://www.youtube.com/watch?v=0Kw03XC49H4>


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The explanations range from being interested. So, the tilted head exposes the carotid artery on the side of the neck, it may be a sign of submission and feelings of vulnerability.

(Refer Slide Time: 37:08)

Head tilt

I dont know...



Head Tilt and its Meanings

<https://www.youtube.com/watch?v=0Kw03XC49H4>

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(Refer Slide Time: 37:15)

Head tilt
...as an alternative for listeners nod

- 1 year of experimenting
- 2 reactions

1. Nothing
2. Confusion

Head Tilt and its Meanings

<https://www.youtube.com/watch?v=9Kw33XC49H4>

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The slide features a white background with a blue header and footer. The main content is handwritten in black and red ink. On the right side, there is a vertical title 'Head Tilt and its Meanings'. In the center, there is a cartoon illustration of two stick figures: one with a head tilted to the left and another with a head tilted to the right. The footer contains logos for 'IT ROOKIE' and 'NPTEL ONLINE CERTIFICATION COURSE', along with the page number '29'.

I do not know. Let me tell you what my experiences with the head tilt are; I was looking for an alternative for the listeners nod, using it perpetually makes one look like a bobble head and after approximately one year of head tilting and noticed mainly two reactions. First, none at all. Second, confusion. The moment I tilted my head, I could instantly see the, what the heck is he doing expression on the faces.

(Refer Slide Time: 37:39)

Head tilt
...as an alternative for listeners nod

- "wft is he doing?"
- nobody else does it

Head Tilt and its Meanings

<https://www.youtube.com/watch?v=9Kw33XC49H4>


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The slide features a white background with a blue header and footer. The main content is handwritten in black and red ink. On the right side, there is a vertical title 'Head Tilt and its Meanings'. In the center, there is a cartoon illustration of two stick figures: one with a head tilted to the left and another with a head tilted to the right. The footer contains logos for 'IT ROOKIE' and 'NPTEL ONLINE CERTIFICATION COURSE', along with the page number '29'.

And moreover, I barely noticed anyone else doing the head tilt especially, not for the sake of raising interest, but where we can see the head tilt in action is the television.

(Refer Slide Time: 37:50)

Head tilt
...as an alternative for listeners nod
Television!
- HIMYM S2 E07



Head Tilt
and
its
Meanings


<https://www.youtube.com/watch?v=8KwE3XC49H4>

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For example, in the show how I met your mother; season two, episode seven. It even gets described by the protagonist; Ted had slightly tilted to give a sense of vulnerability.

In this video, the interpretation of a head tilt is presented by a retired FBI agent Joe Navarro. His professional experience makes it a very valuable insight.

(Refer Slide Time: 38:15)



Interpretation of
a head tilt by a
Retired FBI agent
Joe Navarro

https://www.youtube.com/watch?v=_L4fU38CU

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Head tilt is probably one of the best indicators of comfort um, probably more powerful than a smile, because most people can fake a smile, but head tilt we reserved for when we are truly comfortable. When somebody really believes in us they are comfortable

around with us, they will tilt their head. We as a species do not expose our necks, unless we were really comfortable. In fact, you can be talking to someone and you mentioned something negative and immediately their head will pop up, because it is a survival response that I will not expose my neck.

During my discussion, I have tried to incorporate the major positions, which our head takes, the major types of smiles, etcetera. There are several other aspects which have been left out of discussion. Many of them would be taken up when we will talk about the clusters of our movements, gestures and postures. Some maybe is still left out, but they can be taken up during our live sessions.