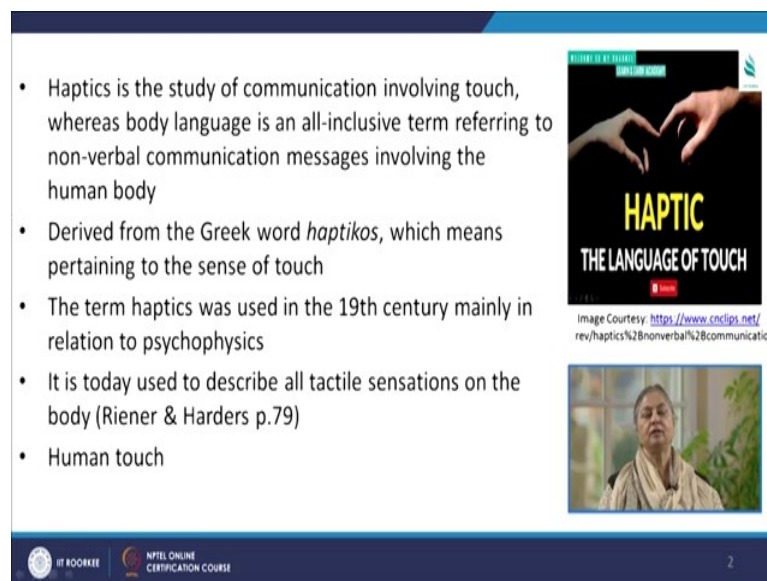


**Body Language: Key to Professional Success**  
**Prof. Rashmi Gaur**  
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**Lecture - 06**  
**Haptics I**

Welcome, dear participants to the second week of our program on Body Language. In this module we would look at Haptics and its role particularly in the handshakes. Haptics is basically a study of communication of our ideas, feelings and emotions involving touch, the way we touch other people the body part on which we touch etcetera. The duration for which the touch is there are to be studied as a part of this body linguistic aspect.

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The slide contains a bulleted list on the left and two images on the right. The list defines haptics, its etymology, historical usage, and modern application. The top image shows hands forming a heart shape with the text 'HAPTIC THE LANGUAGE OF TOUCH'. The bottom image shows a woman speaking.

- Haptics is the study of communication involving touch, whereas body language is an all-inclusive term referring to non-verbal communication messages involving the human body
- Derived from the Greek word *haptikos*, which means pertaining to the sense of touch
- The term haptics was used in the 19th century mainly in relation to psychophysics
- It is today used to describe all tactile sensations on the body (Riener & Harders p.79)
- Human touch


Image Courtesy: <https://www.cndips.net/rev/haptics%2Bnonverbal%2Bcommunication>

Haptics has been derived from a Greek word Haptikos which means, pertaining to the sense of touch. The term was first used in the 19th century; however, at the time it was mainly used in the relation of psychophysics, but today it is used to denote different types of tactile sensations on the body. We would discuss the significance of human touch and its role in professional communication.

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### Touches

- Since, it is the study of using touch as nonverbal communication in relationships, both frequency and type of touch communicate how we feel about another person and what we are looking for in the relationship
- Touches that can be defined as communication include handshakes, holding hands, formal kissing (cheek, hand), back slap, "high-five", shoulder pat etc.
- Each of these give off nonverbal messages as to the touching person's intentions/feelings. They also cause positive or negative feelings in the receiver



Source: <http://www.nonverbal-world.com/2011/10/importance-of-touch.html>

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When we study the significance of touch as a part of nonverbal communication we have to understand that the frequency as well as the type of touch is important as it communicates what we feel about the other person and also what we are looking for in the relationship or in a given situation

Touches can be defined as a communication, which we do with various type of touches during our professional scenario. For example, we shake hands with others; we hold hands with other person; in certain situations there is a formal kissing also which is involved sometimes as a friendly gesture; we can back slap, we do this high five gesture shoulder pat etcetera. Each of these give away nonverbal messages as to the feelings and intentions of the person who is touching, they also cause negative and positive feelings in the person who is receiving these touches.

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### Touches

- Positive touch is vital in both creating and maintaining relationships. Can also communicate negativity through suggestions of aggression and violence by physically hurting or shoving someone
- even a short touch from another person can also elicit emotional experiences
- Memory of a touch is unforgettable
- It gives us channels for comfort, love, expression, anxiety reduction, and intimacy among many other human necessities



Source: <http://www.nonverbalworld.com/2011/10/importance-of-touch.html>

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A positive touch can be nurturing and it can help us in creating and maintaining relationships. A positive touch is important because it channelizes a certain level of comfort love as an expression of our concern for the other person. Imagine after a particular project has gone bad your team leader comes close to you, gives you a small pat, smiles at you and then suddenly you feel that things are still ok.

So, you would find that a positive touch can nurture the feelings of another person; however a negative touch can also pass on other negative associations related with anxiety at the same time a suggestion of aggression or even a possibility of violence by physically hurting or showing someone etcetera. Touches are important in our human memory because we can never forget the significance of the touch in fact, we can never forget the touch of people who are important to us and that is why you would find that if we have been touched by a great leader, if our hands have been shaken by spiritual leader, if we have been blessed by physical touch by a great person we carry the memory of this touch throughout our life.

So, a human touch has the capability to pass on positivity as well as negativity even in strictest professional situations.

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### Touches & Their Meanings

Jones and Yarborough: touch may communicate five major meanings:

- **Positive Emotions** – touch can be used to express support, appreciation, inclusion, affection, composure, immediacy, trust or to facilitate self-disclosure
- **Playfulness** – touch can be affectionate or aggressive, and used to de-emphasize the emotion and to tell the other person that it's not to be taken seriously
- **Control** – touch can be used to control the behaviors, attitudes, or even the feelings of the other person, and to convey status and dominance
- **Ritualistic** – this focuses on greetings and departures, such as shaking hands, professional hugging
- **Task-related** – touch is associated with the performance of a function, like helping someone out of a car, or a doctor's touch



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I would refer here to the findings of Jones and Yarborough, who have suggested that touch may communicate five major meanings, they have listed **positive emotions, playfulness, controlling situation, ritualistic touches** as well as **task oriented or task related touches**. As a part of communication of positive touches we find that they can express support, appreciation, inclusion, affection, consolation etcetera. A touch can also be affectionate or aggressive and it can also be rather playful which indicates that things or situations are not to be taken very seriously.

Sometimes you would find that touch can be used to control the situations, at the same time we find that touch can be used to control the behaviors and attitudes of people, touch can be used to convey status as well as dominance over others. Often, we find that there are ritualistic touches also for example, we shake hands when we greet the other person or when we take leave from them then professional hugs are also in this category of ritualistic touches. Sometimes we find that a compulsory touch is there, because it is the demand of the profession, a doctor has to touch the patient we can help somebody out of the car. So, these touches are associated with the performance of a function.

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- Touching others may be unintentional: crowded trains, buses, or elevators
- Cultural taboos about touching a particular body part
- Handshake is the first professional touch we are normally exposed to, an intrinsic component of formal greeting rituals. It's the simplest of nonverbal exchanges, and one we may engage in several times a day
  - But hidden within such a seemingly simple formality is an opportunity to make a lasting impression (Goman)
  - Physical touch and warmth are established through the handshaking tradition, and this tactile contact makes a lasting impression
  - In fact, studies on handshakes show that people are twice as likely to remember you if you shake hands with them





Image courtesy <https://dahliaagucio.wordpress.com/tag/wordless-communication/>



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Sometimes touching others is also unintentional. For example, while we are travelling in a crowded train or a bus or we are within a crowded elevator some touch cannot be avoided. However, we also have to understand that in professional situations also there are certain cultural taboos about touching a particular body part and we would look into these cultural taboos.

Handshake is the first professional touch, which we are normally exposed to. It is an intrinsic component of formally greeting other people and it is also considered to be a very simple nonverbal exchange in our day to day life; however, one would be surprised to note that many messages can be hidden in this handshake. Since shaking hands is a particular type of a touch, we may also remember the emotion which has been communicated with the help of this touch, it may communicate a certain warmth, a desire to dominate the other people, it may also convey a reluctance to talk to the other person.

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### Origin of Handshake

- Allen Pease refers that shaking hand is a relic of the cavemen era
- Whenever cavemen met, they would hold their arms in the air with their palms exposed to show that no weapons were being held or concealed
- Roman salute
- This palm-in-air gesture became modified over the centuries and such gestures as the palm raised in the air, the palm over the heart and numerous other variations developed
- Anthropologist Desmond Morris (1969) suggests that the western form of handshaking may have begun as a means to indicate that neither person in a greeting ritual was holding a weapon




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It is interesting to note that the origin of handshake is related with the survival instincts of human beings. Allen Pease has referred to this idea that shaking hand is basically a relic of the caveman era. He had suggested that when cavemen or during the early phases of the development of civilization people use to meet each other they used to hold their arms in the air with open palms to suggest that they are not carrying any weapon to harm the other people.

Gradually with a passage of civilization, it was reduced to a Roman salute where the hand was carried towards the heart. So, this palm in the air gesture was modified over the centuries and then different variations have also occurred. This idea is supported by Desmond Morris he has suggested in his work in 1969 that the western form of handshaking might have started as a means to indicate that neither person who is involved in this greeting ritual is holding a weapon.

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- It thus started out as a 'tie sign' because of the bond of trust it was designed to establish
- Subsequently, the sign became a symbol of equality among individuals, being employed to seal arrangements and eventually as a simple greeting protocol
- But the original meaning is still resonant – refusing to shake someone's outstretched hand is interpreted as a 'counter sign' of aggressiveness or as a challenge (Danesi p. 629)
- Regardless of its origins, the handshake has become a solid part of modern life and culture
- People of all races, shapes, sizes and status use the handshake as a way to greet a person, reach an agreement or say goodbye
- NVCs- different interpretations



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So, initially shaking hands must have started as the idea that a bond of trust is to be established and that is certain friendliness is associated with this interaction. However, very soon it became a symbol of equality among individuals, it became a symbol of sealing different arrangements and agreements and now it has become a simple greeting protocol when we meet other person for the first time during the day. The original meaning however, can still be found. Refusing to shake someone's hand can be easily interpreted as a signature of aggression on the part of the other person.

Irrespective of the origins the handshake is a compulsory part of the modern era and people of all races in different positions in different cultures and surroundings use this particular gesture. There are certain traditional ways of shaking hands with people of different genders which are still continuing in most of the societies. For example, normally we are stature conscious when we shake hands and a person who is holding a higher stature offers the hand to be shaken.

Similarly, in most of the societies it is considered apt that it should be the woman who offers her hand to be shaken and men normally should not initiate handshake with women. In certain cultures women avoid shaking hands and instead of that they offer different type of traditional ways of greeting others. In next few slides, we would look at the different interpretations with shaking hands as a part of nonverbal aspects of communication.



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- Handshake reveals personality:
  - The handshake conveys a bond between the two parties involved
  - It can cement an agreement, offer a welcome, or bid someone a farewell
  - Does it convey a positive and open attitude. A soft hand shake can indicate insecurity. A quick-to-let-go handshake can convey arrogance
- Deciding which person advances his or her hand forward first is a key element
- John F. Kennedy commissioned an entire study to determine the most effective handshake
- Several types of handshakes : Dominance, Subservience, Equality





Image Courtesy <https://www.theatlantico.com/how-to-the-perfect-handshake-how-to-shake-hands-like-jfk-and-make-an-impression/>



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The emotions which we pass on while we are shaking hands with other people also important that it is said that John F Kennedy, the assassinated former U S president, head commissioned an entire study to find out and determine the most effective handshake with people. It may convey a genuine warmth it may indicate insecurity and a quick to let go handshake and also convey arrogance. Though we would be looking at several types of handshakes, we would primarily look at three different types of handshakes which convey the idea of dominance, subservience or equality, when we greet each other in any professional setting.

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### Dominant Handshake

- Navarro: Documented in 1980's, to establish dominance in a relationship your hand had to be the one on top when shaking hands
  - Dominance is transmitted by turning your hand so that your palm faces down in the handshake
  - Your palm does not have to face directly down, but is the upper hand and communicates that you want to take control of the encounter
  - Aggressive hand shake style, gives the receiver little chance of establishing an equal relationship
  - Stiff arm with palm facing directly downwards forces the receiver into a submissive position because he has to respond with his palm facing up
  - Countering it with left foot thrust



Image Courtesy <http://dividyahattangadi.com/your-handshake-tells-a-lot-about-you/>



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The figure here appropriately illustrates the idea of a dominant handshake. The dominant handshake came to be officially noticed officially because it was around that time that many people had started to write about it. So, this type of a handshake suggest the dominance on the part of a person who offers the hand in such a manner that his or her palm is in this particular direction and the other person in order to shake hands has to offer the palm in an open manner, this suggest that the person has a desire to dominate over the other.

Now, a dominant handshake is normally adopted by people who are either in a senior position, who are in a position where dominance comes easily to them or often you would come across youngsters who offer these type of hands. In professional situations, when you come across this type of a handshake from a colleague you may not feel very comfortable and you would perhaps like to defuse it, a very interesting strategy which can be used to defuse this type of a handshake and to bring it back to a handshake of equality is to trust your left foot forward. So, that your body is slightly tilted and then the other person also has to slightly move back and this gives you an opportunity to tilt the handbag and initiate the dialogue on a more equal footing.

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### Submissive Handshake

- The opposite of the dominant handshake is to offer your hand with your palm facing upwards
  - Symbolically giving the other person the upper hand, can be effective if you want to give the other person control, allow him to feel that he is in charge of the situation, or if you were making an apology
- However, though the palm-up handshake can show a submissive attitude, there may be mitigating circumstances to consider
  - People who use their hands in their profession, surgeons, artists and musicians, may give a limp handshake purely to protect hands
  - The gestures that follow the handshake will give further clues for your assessment of that person - the submissive person will use submissive gestures and the dominant person will use more





Image Courtesy: [http://westsidetoastmasters.com/resources/book\\_of\\_body\\_language/chap2.html](http://westsidetoastmasters.com/resources/book_of_body_language/chap2.html)



aggressive gestures  
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Just opposed to this is the idea of a submissive handshake, it is the opposite of the dominant handshake where you offer your hand in such a manner that the palm is facing upwards.

Now, this is symbolically giving the other person an upper hand and it suggests that you do not have any objections if the other person controls the situation, sometimes it is done deliberately when you have to offer in a apology and instead of using words you also want to communicate this idea with the help of your body language. Even though normally this type of a submissive handshake suggest a subservient attitude there may be certain other situations also which one has to consider.

For example people who are in those professions where hands are very sensitive and they are. In fact, their tools the surgeons, the piano players, the artist etcetera try to avoid handshake because hands are valuable to them and therefore, you would find that they are normally hesitant and most of the times either offer a limp handshake or offer a submissive handshake.

And therefore, it is important that we look at the clusters of kinesics signals in order to decode the meaning of a particular handshake.

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### Equal Handshake

- When two dominant people shake hands, a symbolic struggle takes place as each person tries to turn the other's palm into the submissive position
  - The result is a vice-like hand shake with both palms remaining in the vertical position as each person transmits a feeling of respect and rapport to the other
- Thus, a handshake with the palm facing straight and vertically outward is said to be an equal handshake
  - This palm gesture communicates that you neither wish to take control nor hand over control in the conversation that may follow
- This is one of the best business handshakes, conveying equality in status or, at the very least, mutual respect (Pease p. 33)





Image Courtesy: [http://westidetoastmasters.com/resources/book\\_of\\_body\\_language/chap2.html](http://westidetoastmasters.com/resources/book_of_body_language/chap2.html)



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In professional situations, the best type of a handshake is known as the equal handshake when two people are meeting on the grounds of equality. It is also said that when two people were equally dominant or who want to dominate the given situation try to shake hands a symbolic struggle takes place or a particular individual may offer the hand like this and while you are offering your hand like this with a palm of position you may also try to tilt it back.

However, when both hands are in this manner then it is known as an equal handshake where the palm is facing straight and is vertically outward, this is considered to be a best business handshake which conveys equality in all status and at the same time it also conveys a sense of mutual respect.

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**Firm Hand Shake**

- A firm handshake conveys confidence, focused energy
- This greeting gesture is best used in a business network setting/ job interview/meeting someone for the first time
- So, whether one is entering into a new relationship, solidifying an existing relationship, or ending a relationship transaction, a firm handshake is a symbol of your word
- Because of this a firm handshake is best used when creating opportunity or gain, especially in a business setting (Mobray, Kaplan)

Image Courtesy <http://dividyahattangadi.com/your-handshake-tells-a-lot-about-you/>

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A firm handshake is also an extension of an equal handshake in many ways; it conveys confidence as well as focused energy on the part of the person who is shaking the hands in a firm manner. This is often used in business networks during the job interviews when you meet somebody for the first time when you want to come across as a positive yet in assertive person.

So, whether one is entering into a new relationship or let us say solidifying an existing relationship etcetera a firm handshake is a symbol of this idea that your word has certain value and then you would find that because of these associations a firm handshake is often used to create an opportunity or to gain a business opportunity or at least to convey these associated feelings in any official setting.

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**The Double Hand/Glove Hand Shake**

- Favorite in the corporate and political arena
- Initiator aims to portray sincerity, honesty, and a deep feeling for the receiver
- By using it you increase the amount of physical contact and by restricting the receiver's right hand you gain control of the interaction
- Ideally, this handshake should only be used where a personal relationship already exists

Image Courtesy: [http://westsidetostmasters.com/resources/book\\_of\\_body\\_language/chap2.html](http://westsidetostmasters.com/resources/book_of_body_language/chap2.html)

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The double handshake or the glove handshake or the politicians handshake is as you can understand the attempt to take the hand of the other person in both your hands.

As if your both hands have become a type of a glove for the other person, this particular handshake may convey different type of emotions to the other person. We can say that it suggest that a certain level of friendship and informality already exist between the two people. It suggest and show cases the preexisting honesty sincerity as well as the deep feeling towards the other person. You may notice that this type of a handshake increases the amount of physical contact and it also restricts the right hand of the receiver and then it also allows you to gain certain control over the person you are talking to. Because, traditionally this type of a handshake is associated with preexisting sincerity and honesty this also has become a favorite type of a handshake in the corporate sectors as well as in the political arena.

And therefore, it has also developed an association of miss trust with it.

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- Left hand conveys two points worth noting. First, it reveals the intensity of feeling you're demonstrating towards the receiver
  - This is a complex movement in that the gesture shows both the degree of connection you have with the receiver as well as the amount of control
- Second: your left hand invades receiver's personal space
  - This handshake increases the amount of physical contact given by the initiator and gives control over the receiver by restricting his right hand. Sometimes called the 'politician's handshake,'
  - The initiator of the double hander tries to give the impression that he is trustworthy and honest, but when it's used on a person he's just met, it can have the reverse effect leaving the receiver feeling suspicious about the initiator's intentions

(Source: [http://westsidetoastmasters.com/resources/book\\_of\\_body\\_language/chap2.html](http://westsidetoastmasters.com/resources/book_of_body_language/chap2.html))





Image Courtesy: [http://westsidetoastmasters.com/resources/book\\_of\\_body\\_language/chap2.html](http://westsidetoastmasters.com/resources/book_of_body_language/chap2.html)



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The glove handshake has also come to be known as a politician handshake. Because being public figures they have to put up a show of having certain warmth in their feelings towards the other people, because it has been of repeated in various official photo frame situations it has also gained a certain association of being phony in it is intentions and particularly when this type of a handshake is done, when you are meeting a person for the first time it definitely is a red signal and you should be aware of the intentions of the other person.

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### Dead/Wet fish Handshake

- Few greeting gestures are as uninviting as the dead fish handshake, particularly when the hand is cold or clammy
- Universally unpopular and most people relate it to weak character
- Done by offering a flaccid, lifeless, sometime cold and sweaty hand
- Surprisingly, many people who use it are unaware that they do so, and it is wise to ask your friends to comment upon your hand shake delivery before deciding which style you will use in future





Image Courtesy: <https://www.idiva.com/news-work-life/10-types-of-handshakes-and-what-they-mean/15070642>



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The dead fish or the wet fish handshake as you can understand is a uniquely uninviting handshake. Particularly if your hand is cold or clammy then it suggests this idea that the person does not have any positivity towards you. It is a limp and lifeless hand communicating the same set of emotions to the other person and therefore, it is a universally unpopular handshake. Many people who unfortunately have this type of a handshake are not even aware that they do possess it and therefore, it is advisable particularly for the youngsters to shake hands with their friends and see their opinion about the associated emotions which are being conveyed as far as their hand shake is concerned.

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### The Knuckle Grinder

- It is the trademark of the aggressive 'tough guy'
- Giver crushes the palm of the receiver, and there is hardly any way to counter this
- The over-strong handshake indicates someone who is either dominant or may be someone with emotional issues who is trying to get noticed
- Depending on the pressure, it is also used with less strength by individuals with a desire to dominate occasionally out of weakness or fear
- They will be dominated by others if they do not do it first (Lewis pp. 156-157)





Image Courtesy:  
[http://westsidecoastmasters.com/resources/book\\_of\\_body\\_language/chap2.html](http://westsidecoastmasters.com/resources/book_of_body_language/chap2.html)



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The next type of handshake which sometimes we come across is known as the Knuckle Grinder and as you can understand it is associated with very tough people who want to indicate the same type of a toughness in their attitudes. It is practically crushing the palm of the other person by your hand it is an absolutely unprofessional handshake and it should be avoided in all professional situations, where as interpretations which can be associated with Knuckle Grinder are basically associated with the amount of pressure which is generated by the hands of the person who is employing this particular handshake. Depending on the pressure it may communicate a desire to dominate occasionally it may also communicate a desire to overcome the opponent, because there is some inbuilt fear or apprehension in the situation.



So, in order to understand the true interpretation of the Knuckle Grinder handshake one also has to look at the context as well as other kinesics signals.

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**Stiff-Arm Handshake**

- Often used by aggressive people to keep you at a distance and out of their intimate zone
- Also called the invasion handshake, where someone fully extends his arm so that the handclasp is forced to take place in the other person's space rather than this own
- Arms are kept stiff, thus placing the receiver at 'arms-length,' literally out of one's intimacy zone
- The giver may lean forward or even balance on one foot while extending his arm for a shake
- Also used by people brought up in rural areas who have a larger intimate zone to protect their personal territory, demand of certain professions (Lewis p. 157)





Image Courtesy  
The stiff arm thrust [http://westsidetoastmasters.com/resources/book\\_of\\_body\\_language/chap2.html](http://westsidetoastmasters.com/resources/book_of_body_language/chap2.html)



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At the same time, there is what is known as the stiff arm handshake which is often used by aggressive people to keep the other person at what is known as an 'arms-length' and out of their immediate intimate zone. Sometimes it is also called as the invasion handshake because someone who is fully extending the arm towards you in a stiff manner is also forcing you to accommodate the other person in your own intimate zone.

However, we find that in both situations whether the stiff arm is employed by a person who is offering the hand to be shaken or the other person who is to shake it. Stiff arms suggest a stiff attitude, a lack of friendliness and therefore, it is not considered to be cordial in professional situations.

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### Fingertip-grab Handshake

- If the giver offers a stiff arm, then stays short of the receiver's outstretched palm, ending up in grabbing only the fingers
  - Here, too, the handshake keeps the receiver at a comfortable distance, away from the giver's intimacy zone, so as not to get physically close to the receiver (Lewis p. 157)
  - The *fingertip grab* is like the stiff-arm thrust that has missed the mark. Here, one mistakenly grabs the other person's fingers
- May reveal the giver's lack of confidence in himself or reluctance.
  - Even though the person may appear to have keen and enthusiastic attitude with words, yet shows certain lack or negativity





Image Courtesy <http://profimpressions.com/blog/5-worst-business-handshakes-business-etiquette/>



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This particular visual illustrates what is commonly known as a fingertip grab hand shake, it takes place when the giver offers a stiff arm, but then stays short of the receivers outstretched palm ending up in grabbing only the fingertips and here to the handshake keeps the receiver at a comfortable distance away from the receiver.

However, you would find that it also reveals negativity of the situation in various ways as well as the awareness of ones social status in a negative manner. It may reveal the givers lack of confidence in himself or an absolute reluctance to be associated with the other person. It may also result from the acute awareness of ones social position where you want to look down upon somebody and therefore, you do not want to shake hands with the other person.

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### Queen's Fingertips

- It is also used by individuals who feel superior to the other person (Lewis pp. 157-158). E.g. The Queen!
- Stretching out their hands with their palms downwards (a sign of authority/superiority) and only allowing a hold of the fingers
- This is quite common in male-female encounters
- As women need more personal space than men, they will stretch out their hands from a distance allowing the other person to barely grasp two or three fingers without a good grip of the hand



Image Courtesy <https://www.vanityfair.com/style/2018/07/donald-trump-meets-the-queen-at-windsor-castle>



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Finally, this is also sometimes known as the queens fingertips and we can understand that it is used by individuals who feel superior much superior to the other person,

Now, it is also a common handshake in male and female encounters particularly in semi formal situations. In semi professional situations where women intend to have more personal space in comparison to men. However, in professional situations we find that this type of a handshake is to be avoided by all genders; handshakes are also decided by the cultural aspects of which they are a product.

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### Handshakes & Cultural Variations

- Joe Navarro: handshakes are cultural
  - If you go to Turkey or the Middle East handshakes may be very gentle, in Utah you may get what is called a Mormon handshake: enthusiastic, vigorous, and prolonged, in Brazil Handshakes are warm, people tend to be affectionate
  - In some societies greetings are carried out with handshakes accompanied with touching of the forearm, elbows, and pats on the back
- The secret to handshaking is to mirror the culture you are in – when in Rome, do as Romans do and you just accept it (Navarro)
- Tactile communication is not limited to handshakes
  - Other forms include patting someone on the arm, shoulder, or back to convey agreement or as a complimentary gesture, linking arms to indicate companionship, putting one's arm around the shoulder to indicate friendship or intimacy, holding hands, hugging



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This study was taken up by Joe Navarro who has noted in his researches different type of handshakes in different cultures. He has remark that in turkey or in middle east handshakes may be very gentle or a gentle handshake is considered to be a positive one in comparison to that he had noted during his research in Utah that you may get what is called a Mormon handshake which is enthusiastic vigorous and also pretty prolonged. In Brazil he found that handshakes are warm and people tend to be affectionate and this affection is often displayed through handshakes.

In some societies we also find that greetings are carried out with handshakes which are accompanied with touching of the fore arm, elbow or pats on the back he is also commented that since handshake is a part of nonverbal communication which puts us in a closed situation with the other person for the first time it is advisable to duplicate the behavior of the other person. So, his advice is while in Rome do as Romans do.


However, when we are aware of the cultural variations we also have to understand that the tactile communication is not limited to handshakes only, different other forms of Haptics incorporate patting somebody on the arm on the shoulder or back to convey agreement or as a complementary or even a conciliatory gesture, linking arms to indicate companionship putting ones arm over the shoulder of others etcetera holding hands hugging etcetera. We were discuss the interpretations of these signals in our next module.

Let us look at some other ways of greetings in most of the western societies and societies where the education has been developed on a western model handshake is the end thing.


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### Other ways of Greetings Hug & Kiss

- Although a kiss or hug is considered inappropriate as a form of greeting in the United States, in some other countries it may be considered as customary
- For example, in Saudi Arabia, the handshake is accompanied with a light kiss
- Even males in Saudi Arabia may kiss both cheeks after a handshake



(Image: <https://sites.google.com/site/moensaudia/rabiimgt755/greetings-and-niceties>)



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However, in certain traditional societies we find that some other ways of greetings are also acceptable and routinely practiced. A kiss or a hug is considered in appropriate as a form of greeting in most of the western countries; however, in certain countries where it is considered to be a customary fashion it is perfectly acceptable. For example, in Saudi Arabia the handshake is accompanied with a light kiss and even men are comfortable if they are kissed on both cheeks after a handshake.


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### Bear Hug

- In the Russian states, the bear hug may follow a strong, firm handshake between good male friends
- Neighboring Finns, on the other hand, do not hug, kiss or have body contact with strangers
- People in Latin American Countries also embrace, often accompanied by a couple of slaps on the back (Chaney p. 198)
- Most people in France embrace and kiss twice, once on each cheek and it may not be considered awkward



Image: <http://yancao.info/yancao-images.html>




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In Russian states, the bear hugs are very fashionable and they may follow a firm handshake and they suggest a close companionship and a feeling of friendship; however, they are very popular in Russia we find that in Finland this is not popular. So, most of the time we find that Finns do not hug, kiss or have body contacts with strangers except a formal handshake. People in Latin American countries also embrace and it may also be accompanied by a light slap on the back if you are close the contents. Most people in France embrace and kiss twice particularly in semi formal situations and it is not considered to be awkward by them.


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### Rubbing of Nose

- The *hongi*
- *Hongi* roughly translates to the "sharing of breath," which is a fairly significant gesture
- It is a traditional way of greeting in New Zealand
- It is the Māori welcome expressed by the rubbing or touching of noses, something akin to the Western custom of kissing someone by way of greeting



(Image: <https://www.dailystar.co.uk/news/latest-news/739102/meghan-markle-prince-harry-royal-tour-new-zealand-royal-news-hongi-maori-greeting>)



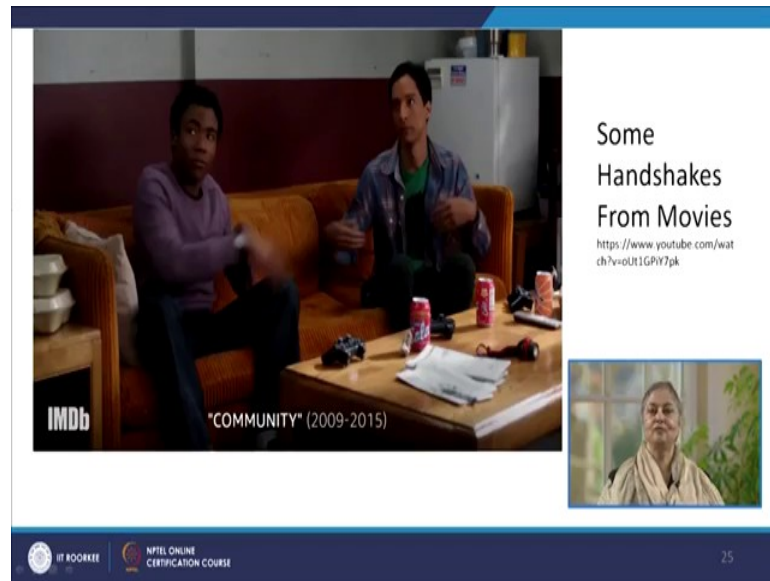
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An intensely cultural ways we find that the hongi is also popular particularly in New Zealand. Hongi roughly translates to the sharing of breath which is a fairly significant gesture it is the traditional Maori gesture to welcome others by rubbing or touching of noses. So, in that culture it is as common as a western custom of kissing someone by way of greeting. In New Zealand it is still practiced in ceremonial fashion.

So, we find that handshake is a particular way of touching others, it is a way of greeting other people when we meet them for the first time. It suggest, different types of attitudes and emotions which unconsciously are conveyed to the other person. Because of the cultural variations we find that certain other ways of greetings are also popular.



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Some Handshakes From Movies  
<https://www.youtube.com/watch?v=0U1GPIY7pk>

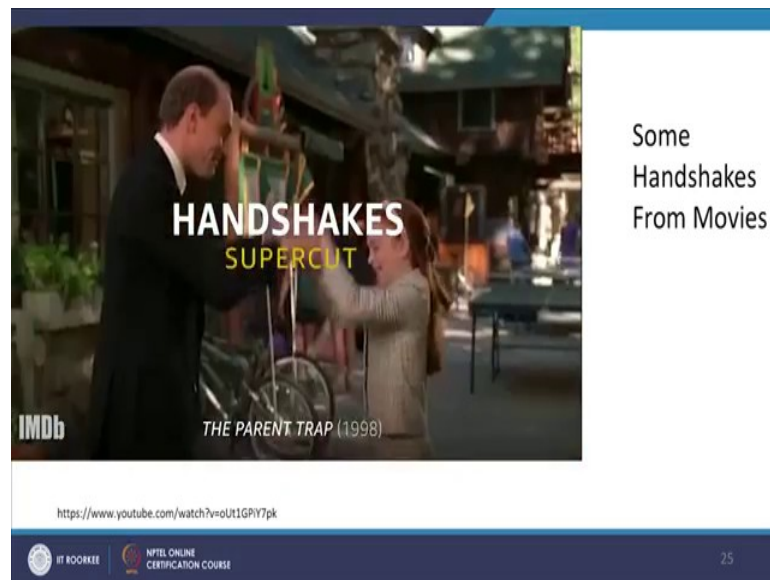
IMDb "COMMUNITY" (2009-2015)

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This slide features a video player showing a scene from the TV show 'Community'. Two men are sitting on a couch, talking. The slide title is 'Some Handshakes From Movies' with a YouTube link. The IMDb logo and show title are visible in the video player. The footer contains logos for 'IT ROOKIEE' and 'NPTEL ONLINE CERTIFICATION COURSE' along with the page number '25'.

This particular video would illustrate some interesting handshakes from different movie shots and it would be interesting to watch them.

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Some Handshakes From Movies  
<https://www.youtube.com/watch?v=0U1GPIY7pk>

IMDb HANDSHAKES SUPERCUT THE PARENT TRAP (1998)

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This slide features a video player showing a scene from the movie 'The Parent Trap'. A man in a suit is shaking hands with a woman. The slide title is 'Some Handshakes From Movies' with a YouTube link. The IMDb logo and movie title are visible in the video player. The footer contains logos for 'IT ROOKIEE' and 'NPTEL ONLINE CERTIFICATION COURSE' along with the page number '25'.

Long time no see. Let us do dance.

Thank you.