

Analysis about the Experiences and Perceptions expressed by Foreigners regarding the Kinesics  
Employed in Bogota.

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## **Abstract**

The aim of the present research evidences the importance that non-verbal communicative acts have on the daily life interactions, particularly in other cultures with no a tight relation or an evident disparity. For this reason, this is a qualitative research study, based on this assumption some foreigners were interviewed to expose their knowledge about the kinesic communication or body language, focusing this communicative kind in our context. In this mode, this research seeks to inspect about the way how gestures could influence in communicative interactions among foreigners who visit or live in a region which has a different culture and costumes. With the purpose of spreading the knowledge about the perception that the participants of this work can express about the perceptions about the influence of gestures in the understanding and emission of messages during any kind of communicative interaction.

Thanks to the information collected through these interviews is possible to know more about possible scenarios, if anyone faces different cultural representations of communication in an immersion context. This study also pretends to seek convergence points while participants experience this communicative type in order to allow the readers to take references of what is stipulated in this study. Furthermore, the information gather in this study can help the readers to enhance their knowledge concerning the exchange of kinesic influences from one culture to another.

Key words: Kinesics; gestures; interculturalism; linguistic immersion

## Résumé

Ce projet tente d'être une source élémentaire en ce qui concerne l'importance des actes communicatifs non verbaux dans les interactions quotidiennes, particulièrement dans d'autres cultures, en comparaison avec la kinésique employée au contexte local du pays, particulièrement à Bogota qui est la place de référence pour développer des entrevues aux participants étrangères, qui exposeront leur connaissance au regard de la communication non verbale ou du langage corporel. Afin d'acquérir nouvelle connaissance sur la façon à laquelle les gestes peuvent influencer, dans les interactions communicatives d'individus avec différents degrés d'appropriation culturelle à l'intérieur d'un même contexte, pour entendre comment les étrangers qui visitent ou vivent dans une région non familière font face aux probables inconvenances communicatifs du langage corporel. Avec l'intention de diffuser le savoir sur la perception, que les participants de cette recherche peuvent transmettre en conséquence du sens, auquel qu'ils perçoivent l'influence de la gestualité à propos de la compréhension des messages, que les locuteurs veulent leur exprimer.

D'ailleurs, au moyen de l'information collectée à travers des entrevues réalisées à locuteurs natifs, c'est possible obtenir une perspective plus rigoureux sur les probables scénarios, qui peuvent se produire si quelqu'un affronte un contexte, où sont transmises des différentes manifestations de la communication non verbal et contrastées avec leur propre milieu, en prenant comme exemple leur expérience. Un autre but, c'est de chercher points de convergence dans leurs témoigns, les lecteurs peuvent nourrir leur critère concernant l'influence de l'échange interculturel dans le champ kinésique.

*Maîtres mots* : Kinésique ; gestualité ; interculturalité ; immersion linguistique

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## **Chapter 1: Problem statement**

### **1.1 Introduction**

The aim of this project is to expose the relevance of non-verbal communication, particularly to the main characteristics referred to kinesic aspects which are referred to the non-verbal communication into everyday interactions within an unknown context for the participants, who are inside a culture which is radically distinct to their native one. For this reason, the local scenario is set as a comparison frame of reference to know more about this, as well as the form in which the individuals from this context use this communicative aspect inside their native background of each one of the participants, by allowing them to plant their own estimations respecting to the employment of the particular mode, in which the non-verbal communicative acts present in this city.

Consequently, the objective is to reveal a different paradigm concerning the traditional one into the approach traditionally settled to linguistics, that provides prevalence to the verbal aspect; while underrating the role of gestures, disregarding the functions of this kind of communication as changeable, as an enhancer of the strength concerning the interpersonal relationships, as well as a source of intercultural recognition and also as an intermediary in the correct comprehension, inside the direct communicative acts. With the aim of signalling the non-verbal communication functions, beyond those referents to the contact among individuals, by indicating the distinctive and functional aspects that kinesic expressions take, such as its relevance features and distinctions among cultures. Concretely, assessing experiences of foreigners established inside our context regarding body language, which often is skipped in order to emphasize on other linguistic issues, which contain a higher prominence.



These aspects are exhaustively treated through five chapters which starts with the statement of the problem statement, then the reference framework are developed with explanations about the main concepts that allows the readers to understand what non-verbal language means. After that, methodology is explained followed by the data analysis and results, to end with the conclusions where it is possible to observe the final thoughts and reflections about this subject, along with the suggestions and considerations for further research.

## **1.2 Justification**

The main purpose of this project is to deepen in the understanding that individuals from remote cultures perceive certain aspects of another one, in this case referred to kinesics and to incentive, prompt and persuade to the readers to know deeper about the applications and properties that a language contains besides of the phonation or the verbal aspect. Instead of keeping the conformity with the concept which indicates that the gestures and the signs are always recognizable and with global acceptance and immutability.

Thus, through interviews that will be revealed further information about the perception of the participants who are located inside a surrounding, where cultures are radically distinct to their own in many aspects, causing a huge fragmentation concerning a lot of aspects regarding the everyday life.

With the purpose of achieving a more accurate data obtaining, as well as meaningful comprehension to the application of other kinesic symbols, being more aware not just about what is said, but also regarding the involuntary communication. The whole project is centered on forging a clearer communication, even considering the cultural differences among the individuals who accustom to condition the understanding of either verbal or kinesic messages.

Furthermore, this project gathered information to highlight the relevance of the non-verbal communication, particularly referring to the kinesics without considering the culture, but exhibiting a general description of its relevance. As Ford (2010) stated " humans learned to communicate with each other in numerous ways. They developed verbal expressions into languages (...), and most importantly, effective nonverbal communications that conveyed such things as heartfelt attitudes, social status, and strong emotions like compassion and love. " (p. 1). Thus non-verbal communication functions are a very powerful communicative resource, since they are a form of complementing and accentuating the messages transmitted using words; moreover, it has the skill of expressing other ideas which are complicated to be represented by words. For that reason, the acquisition of an adequate assimilation and incorporation of this communicative kind in order to get new resources to express what is complicated just with the oral resources.

Keeping this in mind, that this project propends to exalt the role of non-verbal communication by exposing the hidden events behind the body language. Besides, these are still unknown inside the general linguistic community, because of the lack of awareness about this topic which has a modest recognition, although its role is very active and important throughout the direct communication.

### **1.3. Research question and objectives**

The objective is to lay under focus the role that kinesics takes inside the pragmatic participation of the cultural dispositions of a determined region, in this case Bogotá. Thus, the question that leads this research must allow learning more about the experiences in which the participants have been involved or have seen regarding situations related to the gestures, such as kinesics. In order to contribute to spread a more meaningful understanding about their comprehension and perception of the body language, by comparing a foreigner region with their

native environment.

The interrogation also has to narrow the geographical core of this project to reach an effective reference that decrease the vagueness; in order to achieve a higher accuracy in the participants' answers, considering that they live in a country which has different habits, culture and customs. Therefore, the research question is: what kind of experiences do the foreigners have concerning the kinesics in Bogota? This question has the purpose of deepening regarding the perception which the participants of this study have with respect to the way they perceive, the influence of gestures in the comprehension of the messages, that the local inhabitants want to transmit them.

### **1.3.1 General objective**

To make a deeper approach regarding the non-verbal communication, mainly concerning body language with the aim of looking at the regional, geographical and cultural arrangements like sources of transcendental, variable and differential elements in the sending and receiving of messages in the interpersonal communication.

### **1.3.2 Specific objectives**

To analyze the interpretation and the reaction of a foreigners group of some kinesic gestures applied in the local context (Bogotá).

To inquire about the reaction which the foreigners have when they face signs or symbols that differ from the culture where they come from.

## **1.4. Conclusion**

By this means is provided to describe a different paradigm, which is commonly omitted in the coverage referring to the use of a second language, in order to lighten the relevance of the

employment of the gestures and kinesic symbols, as substantial and transmutable attributes which nevertheless to the common background present among several languages, even without an etymological or any direct link, may sometimes be subtly or noticeably different.

Therefore, it is pertinent to divulge the manner in which the kinesic acts are applied since there is a great interest upon the oral production and reception proficiency, still exists an unawareness about the non-verbal aspects. Probably, due in some cases to the lack of personal closeness with the context where an individual goes. Hence, there is no conscience about the range that split the perception and knowledge about the body language contrasted with the one performed in another cultural and regional environment.

By implication, the obtaining of body language skills is pretty relevant to contemplate the corporal language, therewith is possible to observe the complete outlook of a direct communicative interaction, regardless the concrete phonetic language employed. As Ford (2010) affirms "Externally, people have no way of fully understanding the situation absent awareness of nonverbal communications in social interplay. Many experts believe that all language, including body language, co-evolves with consciousness. That is how important it is." (p. 14). This explains the real importance of being aware of the kinesic language to reach a higher integration among people inside a distinct context to their own, while developing an attractive body language according to the culture and also to achieve a higher naturalness, to be not always perceived as a foreigner, totally strange, but being more related with the context, where is located.

## Chapter 2: Reference Framework

### 2.1. Introduction

This project is focused upon the study of the non-verbal communication, especially in kinesics, regarding its application in other cultural contexts, taking a closer approach to remote regions with radical cultural visions to represent a new paradigm about the body language nature. Although in many cases may cause misunderstandings in communication, hence, it is essential to know that kinesic communication presents a lot of variations depending on many factors like socio-economical strata, cultural groups, professions or some other group whose members agree establishing certain signs to guarantee the understanding only among its participants. Beyond the prior cases the kinesic communication tends to be steady regarding its fundamentals; however, taking as a sample the national context is possible to observe differences between the regions, such as in the north coast where people tend to be closer to others than people from the center. Furthermore, in the north coast is more common to touch over the head, the back or the shoulders to persons who are relatively unknown. In contrast, on the central part of the country where a previous mutual confidence is required to establish contact, if this is not so, the excessive closeness can potentially be regarded as an undesired behavior and may possibly cause coexistence problems.

As a result, the knowledge of the body language should not be underestimated, since it has a parallel development which is sometimes not so evident or so wide as the verbal one. It is equally relevant in the interaction as a foreigner, as Morain Genelle (1978) stipulates

Equally important for cross-cultural understanding is a knowledge of those gestures that are repugnant to Americans but regarded as acceptable in other cultures. (...)

The "O.K." gesture so familiar to North Americans is considered obscene in several

Latin American cultures. In Paraguay, signs made with crossed fingers are offensive (...) (p.13)

That is to say that a symbol with a positive meaning, may turn the opposite in another culture or even in a different region, in this particular case although in our context this signal is not so common and generally has a meaning more related to the North American, than to the Paraguayan one, which in general terms is nearer to the ours. Being also a South American country, linguistically, culturally, socially and historically more alike with us, nevertheless in this case the signal has a more similar relation with the North American culture, which is evidently less alike with our context, besides considering that the language is not shared, as in the another scenario, so even if the intercultural disparity is not so evident, the kinesic symbols may take an opposite meaning, but conserve a higher intelligibility degree with a culture, that is apparently more distant and also has another tongue.

According the aforementioned, the transposition of signals or gestures from the proper culture of each individual, may suppose not just little inconveniences, instead it may create really tense situations, if as in the example a symbol of affinity or empathy in the native culture of the individual possesses such a hostile meaning in the foreign context wherein he or she is. In the prior cases is shown how a symbol possesses a distinctive meaning, depending upon the cultural assignments given to it, these assignments are described as emblems, according to Cristopher Earley and Soon Ang (2003):

People from different cultures differ substantially in their kinesics in the form of gestures and other body movements. The biggest cultural difference in gestures is the use of emblems (...). Emblems are socially learned and culturally embedded

gestures and movements that have specific meanings and direct verbal translations  
(...). (p. 174)

This kind of symbols can subtly change or in unexpected and even radical ways, in this case the example makes a comparison between the Anglo-Saxon culture and the Latin American one, which are not so adverse one from another, because both cultures present a relative closeness, so the target culture to implement, must not be so distinct or remote from the receiver, in some cases may be present transcendental differences, in this manner is not enough be careful, with clearly unknown cultures, but also with those which are apparently homogeneous, with the culture and provenance from the receiver, because the shift regarding the meaning of the signals may really be surprising ,in such a form that this signals may cause struggles or potentially bother situations.

In concordance with the prior affirmations, it is mandatory to decode in the right mode, the messages generated through gestures, postures, dispositions and mannerisms, not just have a cultural knowledge, but also to have the reference of assigned emblems to those gestures, in order to properly identify the meaning of those gestures. Then, even if the signs emitted by a Transmitter with Low Cultural Settlement to a Receiver with High Cultural Settlement, can be similar to those ones, which the listener previously knows and even could make sense for him or her; however, these gestures may really present a slight or high degree of divergence, in the communicative intention and the reception so that the Receiver cannot understand, not even to assign any of sense to them.

Consequently, the problems can also happen in the opposite form, being an Individual with Low Cultural Settlement, who brings references from his/her native language and potentially causing confusion to the counterpart, because of the lack of knowledge referring to the emblems

which the speaker is applying, in accordance with Cristopher Earley and Soon Ang (2003): "Cultures have different gestures and emblems that they use to communicate the same meaning. Also, some emblems are shared by two cultures but they represent different meanings. Furthermore, there are emblems present in one culture may have no equivalent" (p. 174). Then, the lack of care about these basic deeds is a potential source of undesirable confusions, misleading understanding and lack of complete sense about what is being communicated by the ignorance respecting the emblems as well as the narrow closeness with the target culture may lead confusion and poor comprehension about the messages that an individual is receiving.

Thence every person who interacts as an ILCS, must take care of the manner to utilize and perceive the kinesic language, considering that some gestures may generate ambiguity or misinterpretation. In that respect, the person who faces this situation, must conserve his/her gestures moderately. Additionally, must avoid every gesture which emblem is probably not known by the foreigner counterpart, with the objective of holding a clear and intelligible communication. Another circumstance that may cause problems is assigning emblems from the own culture without testing if they barely exist in the target culture, exponentially increasing the chances of communicative voids generating a big concern in the RHCS who has not idea at all respecting the signs employed by his/her counterpart, these facts are vital for accomplishing to avoid any communicative difficulty.

With the purpose of acquiring a higher performance and kinesics awareness of another culture, it is necessary to be open minded before the body language, its emission and reception, conforming with Morain Genelle (1978)



There are those who look at the world through a wide-angle lens--savoring new experiences, new ideas, new friends. Because they have a high tolerance for ambiguity, they can suspend judgment when confronted with a new situation and postpone evaluation until further information is acquired. There are others who look at the world through a narrower lens. They prefer familiar paths, predictable people, ideas arranged in comfortable designs. (p.2)

The precedent sentences are a sample of the manners, which a situation may be aboard, being receptive to new situations or just making judgments through preconceived ideas, which are not always true, it seems evident when the language is set as the articulation of the mouth, in a phonetical conception, but regarding the non-verbal language, this paradigm is sometimes forgotten by the deceptive uniformity constantly perceivable among the cultures. Thence, the body language is easily assumed as something flat and stable creating the sensation that this sort of language is something obvious, hence it does not generate any special interest about this communicative kind being forgotten or hidden in the linguistic assimilation process causing that this communicative background not to be so recognized and even sometimes marginalized in the general analysis of the linguistic knowledge making that the research about this topic to remain restricted and with limited broadcasting among the linguistic community. However, to inquire more about this subject may help to develop new expressive and communicative competences and always preserving this in mind, becomes easier to achieve a higher success in the adequacy of a different kinesics employed in other cultures.

This success is given by the level of adaptability to new signals or to those whose meaning vary, regarding the preconceived knowledge of the individual, consequently with Robert Phipps (2012):

Non-verbal communication is (...) an unspoken message (...). By systematically breaking down these types of messages you will learn to read people and situations better, improve the results you achieve and benefit from the ability to decode what is really going on around you. (p. 7)

To learn to interpret these kind of non-verbal symbols, (as the before mentioned says), is an aspect that allows to give the correct interpretation or at least a closer one, for every situation, providing new clues, besides the spoken components, easing in that manner a deeper understanding of the events that are happening, retiring the possibilities of misreading the information of any interaction by the interference of equivocal references, to the comprehension of the emitted kinesic acts and besides that may appear new clues respecting the real wideness of the message that the transmitter wants to express including the real impact and the strength that the message has truly, allowing to better comprehend the information which is being sent and also giving evidences about the little arrangements that the transmitter makes with the intention of triggering fluctuations to accentuate the communication content.

Within the previously exposed are embedded some of the aims of non-verbal communication regarding the its integration with the oral speech and also its capability to have complete meaning by itself being an autonomous and independent communicative mean which does not need any other element to reach the objective of transmitting a message without the need for using the voice or other devices for transmitting information like the writing or drawing, these facts are essential in order to reconsider the role that kinesic possess inside the communicative background.

Undeniably the non-verbal communication has a really important role to transmit, explain and complement the verbal speech, as Kaulacharya Jagdish (2006) establishes:

Vocal language, although communicated orally still needs adaptative language too. For instance, when a person inquires about an address, we reply orally as well as adaptively with the movement of hands or eyes. We feel that without the movement of our body parts we cannot correctly express what we want to say. (p. 13)

This is a proof of the relevance referring to non-verbal language, that holds a prime function in the communication, permitting to strengthen the potency of the message adding new reference elements, in order to diminish the ambiguity or the lexicon absence. Evidently this form of communication has a notorious prevalence in daily interactions, then this fact must be especially considered in the usage of a second language, which commonly contains some discrepancies concerning the native tongue and culture of each individual,

Furthermore, kinesics has the particularity in concern to its transcendence beyond the thoughts and reveals emotions, as well as attitudes towards a situation or a specific event with higher sincerity rather than oral speech, which can be masked in order to hide the reality or a part of it. Here is where the kinesics may contribute to discover what is actually happening, by means of making a cautious inspection to body and facial gestures, the receiver has access to a branch of new evidences to test the sincerity of the counterpart.

On the other hand, the non-verbal aspect is indeed, a representation of the whole linguistic proficiency, that is commonly viewed through the traditional paradigm, composed by listening, speaking and writing competences, as Anna, E., Maja, B., Eric, K. and Maria, M. (2007) display:

Understanding communication events fully requires the interpretation of meanings conveyed via nonverbal channels. In the context of foreign language learning it has become common to talk about nonverbal fluency as an integral part of communicative competence. Cultural fluency can, according to Poyatos, be defined as verbal-nonverbal fluency [9]. (p. 84)

For those who actually desire to improve their linguistic level, and demonstrate their capabilities in a second tongue or a different culture, inside their repertoire, in order to expand the communicative resources, increasing the expression possibilities and potentiating the weight of the messages, to enable new components, which may reinforce to the counterpart the communicative intention, besides the development of this expression mean , also assures going behind the words, looking beyond the raw meaning of words, but emphasizing in the true core of the message, that sometimes contradict, what is being said.

Going further in the use of emblems, we can use as a referent distant cultures from the ours, where even the most common and recognized gestures or body signals, that are commonly distinguished multi-culturally and potentially have a different meaning from the expected one. Revealing that regardless of the culture and its location on earth, they are not always unequivocal, because some of them may have another meaning, as Julius Fast (2002) affirms:

We in the western world shake our head from side to side to indicate no, and up and down to indicate yes, and side to side means yes, but there are societies in India where just the opposite is true. Up and down means no, and side to side means yes  
(p. 14)

Concerning this statement, not only the uncommon signals or those with an intracultural association, could lead to confusion, but also those which are conventionally unambiguous in a very wide geographical range, inside several cultures without a direct or evident link. Then if the culture to aboard is very distinct, either by the remoteness or the cultural background, it exists the probability that not just the oral composition of the language be different, besides that, the kinesics may change substantially, even in unexpected ways. Additionally, another sample of the intercultural confusion concerning the kinesic interpretation, is indicated by Fernando Poyatos and John Benjamin (1997): " translators will find very specific and unsuspected implications in its sections on the concept of 'right' and 'left' spatial locations in Chinese culture, 'yes' and 'no' in conversation (...) " (p. 4). For this motive a symbol with a common interpretation, inside the western cultures may lead to misunderstanding, for those who do not know about the right interpretation of this emblem, because of this, for a common western person who looks at a Chinese making this signal would be interpret probably, as an indication about the direction or the course for addressing to somebody, but no as an affirmation or negation. Consequently, the western person would be very confused, because presumably the indication decoded does not make much sense, respecting the whole given conversation, avoiding the correct comprehension about what the Chinese emitter wants really to say.

Therefore, in every case is necessary to be always attentive inside a foreigner context to recognize, either subtle or deeper differences, regarding the preconceptions given by the linguistic and cultural knowledge of each one, in order to achieve a better linguistic development in the target culture and also a higher naturalness, regarding its employment as Albert Mehrabian (2017) contemplates:

Hall (1959, 1966) was one of the first researchers to point out the difficulties encountered during an interaction between members of different cultures. Such difficulties can be accounted for by the unquestioned and implicit assumptions people make when they try to interpret the behaviors of others, whether the latter be from their own, or from a different, culture. (p. 6).

Thus a superficial approach to the kinesics from a different culture, may really result inconvenient, as well as a potential source of troubles, for a more precise communicative transmission and reception, because consider the kinesic as a static component of any language, regardless the culture. Besides that, the building of kinesics and body language conceived according to prejudgments is not a good idea, if someone wants to establish more precise and meaningful interactions as well as relationships, in the target culture.

In the same manner, another main fact to recognize and decode in the right way the body language, is exposed also by Anna, E., Maja, B., Eric, K. and Maria, M. (2016):

An early study conducted by Birdwhistell [8] indicated that up to 65% of a message's meaning is communicated through non-verbal clues, while Mehrabian [9] argued that in face-to-face communication non-verbal cues convey about 93% of the meaning. His statistics (attributing 7% of meaning to the words spoken 38 % of meaning to paralinguistic features, and 55% of meaning to facial expression) (...)(p. 85)

These figures reveal the importance of non-verbal language, that in both cases are higher than half of the entire communication, in the direct interactions and hence the spoken messages cannot be truly decoded, without the huge background exposed by kinesic expressions, consequently

misinterpret these kind of symbols, would represent to lose a considerable share of information. In such a way that the deepness or magnitude of the message, would be seriously decreased, weakening the real intention of the emitter and the force inside a communicative act.

This information exhibits some modes used by the kinesic communication, which sometimes are ignored or not considered by its real magnitude, since the information offered by the media usually has a massive impact in the popular perception about the body language, which accustomed to be made without the implementation of emblems or symbols with just regional coverage, attempting at the most only to produce symbols with international acceptance, such motive causes that people consider the corporeal language as a standardized element of communication, in such a way that this communicative aspect is practically discarded, in the recognition of another culture and consequently of the native culture by itself, in another geographical spaces, however all the written in the upper part expound, how the kinesic communication is not always flat, but is a mutable and variable manner of expression indeed, it thus counts with multiple and even radical changes, concerning not just to the tongue, also to the nation or area inside a country, these considerations pretend to generate awareness of the need for integrating, the body language its emission and perception as an useful tool, in order to build with a higher integrity, being a complementary and indispensable resource to accompany the verbalization

## **2.2 Theoretical framework**

### **2.2.1 Communicative act**

This concept is an essential part of the communication, which regulates and modulates any interaction among a group, regardless the number of participants, there are two parties involved in the development of this class of acts, which are the listener(s) and the speaker(s), in the

bidirectional communication, the roles are alternating from one to another almost incessantly, while in the unidirectional communication, the roles remain the same, without any feedback of the listener, an explanation of the reach of the communicative acts is explained by Reinhold Peterwagner (2005):

According to Searle's speech act theory (Searle 1969), an act of communication performed by the use of language involves reference ((...)), force ((...) *illocution* (...)) and effect ((...)). Illocutionary competence enables the language user both to empower language with certain illocutionary force and to interpret the illocutionary force of language. (p. 17)

This explanation names the elements, which are present in a communicative act, which is composed by the content of the message, the intention of the speaker and the interpretation of the listener. These terms are generally expressed to talk about the communicative acts, because they are almost always spoken but regarding this particular research in which the kinesics and non-verbal communication are the prevalent elements, the denominations must change to obtain higher clearness about the communicative roles, swapping the terms speaker and listener, replacing them with Transmitter and Receiver, with the purpose of establishing the clearness in respect to the communicative roles applied to this context. In the transmission of a communicative act a message may contain an information, but the force put on it may complement, soften, accentuate, contradict or any other purpose intended by the speaker, in the same form the listener may interpret the message force, related to the pretended by the speaker or far from the real objective of him or her, in such a way that both elements are not always coincident. Respecting the message interpretation several criteria which are involved, may alter the interpretation in an interaction as the environment, the particular circumstances and the knowledge of the speaker, as well as the listener, who may



not the same information degree, about the topic that is being treated, when these or another similar events occur, defects in the correct transmission of a message may arise, altering the real content and/or original intention of the speaker, making that the listener may comprehend a wrong idea regarding the content, which the speaker indeed wants to express to his/her counterparty.

The concept of communicative act is very important in the development of this project, in the sense that the kinesics is largely connected with this aspect, since the non-verbal communication has a role very relevant, mainly in the intention or force of a communicative act, that is highly compromised with the unspoken language, showing relevant information about the oral message and moreover revealing messages by itself, that are vaguely or not verbalized at all, this is very important, in relationship with the intercultural competence, because as seen before the cultural linguistic differences present a direct incidence in the implementation of a communicative act, as well as its emission and reception.

### **2.2.2 Non-verbal communication**

This communicative kind is composed by all the means, which do not require any verbal resource, these can be represented graphically, using writing, drawing, symbols, among others, these communicative forms are registered to endure through time, on the other hand the non-verbal communication can be presented in the personal interactions by gestures, sign language or body language, in order to enhance the verbal communication or as primary communication way, in this project the non-verbal communication examined elements are those, which belong to the personal interactions, chiefly for the kinesic expressions or body language.

In previous sections has been referred the importance of non-verbal communication throughout the direct communication, which is higher than fifty percent representing a very

important segment of the communication in general and it offers also a constant flow of information, which the emitter is sometimes not aware that is sending, as Robert Phipps (2012) mentions:

Whether we like it or not, we all react to these non-verbal messages. Sometimes we think about them consciously, other times we don't. And just because we aren't *consciously* aware of them doesn't mean that they don't have an effect on us! (p. 5)

In that respect the unspoken communication contributes some elements, which the oral one, barely can expose or at times is unable to and if the receiver of the message has not a right conception of the kinesics from a different language or culture will probably not be able to visualize a complete portrait about the depth of the content and the little details, that may reveal very useful information. Out of the words are the paralinguistic elements, that are verbal elements or a set of sounds, as exclamations or interjections like ah!, oh!, haha!, and so on; which have help to emphasize, attenuate, or express another communicative intention.

Moreover, within the paralinguistic elements are included factors, like the tonality, the volume or any other variation in the emission of the voice, that may express additional information to the message, otherwise the unspoken language incorporates several features similar to the paralinguistic ones, being also a manner to modulate the oral messages, adding, modifying and shifting the meaning of the message, as the Appendix A: Semiotic recognition chart exposes the body movements, specifically concerning the postures, visual signals and gestures which are crucial in the communicative interactions and therefore the visual signals are a transversal axis in the development of gestures and postures; whereas these ones respectively determine aspects as the respect or disposition that each individual assumes in front of his/her counterparty, also

exposing aspects as the mood, the attitude and the effect of every communicative interaction. Hence the paralinguistic and the body language expound homologous roles in the communicative process, the difference lies in the instruments which are used the paralinguistic uses the sound and the body language the movement, but the additional advantage of kinesics is that may express information by itself, without the aid of any other resource.

### 2.2.3 Kinesics

This term describes a non-verbal communication branch, which is characterized by the use of signals, gestures and body motion in order to express a message or aid in this purpose, this topic exhibits a core role in the development of this investigation, due to the focus of this research in the body language and gestures, in another languages its relations, distinctions and variations, of this topic that is not very examined in the obtainment of a second language, thence this project attempts to prioritize the magnitude of the impact of this communicative form, in the intercultural employment.

Kinesics has been used through the course of history, even before the spoken language, despite the historic role in the evolution of human language and social interactions in the remote past, this communication mode has seriously not been considered, just until a few time ago since the second half of last century, a description of this is described by Julius Fast (2002):

Within the last few years a new (...) science has been uncovered (...). It is called *body language*. (...) the scientific study of it have been labelled *kinesics*. Body language and kinesics are based on the behavioral patterns of nonverbal communication, but kinesics is still so new as a science that its authorities are very rare.

Before the twentieth century the kinesic aspect was rigorously not treated, for this cause the kinesic field has just superficially been explored, taking into account that this discipline is relatively recent and its level of maturity is still short, respecting another varieties of linguistic study and therefore the information as well as the research about this topic is not so voluminous, being an incident fact in the closed adoption of this linguistic area, in the appropriation of a second language, in order to acquire fluidity and linguistic adaptability, as well as also in some other spheres of linguistic knowledge, that could benefit from the kinesic investigations.

Considering this information, it is notable that the body language has not been integrated during centuries inside the linguistic study consistently, thence is not strange that this aspect is still so commonly omitted by the people in general, due to the traditional oblivion historically linked with this subject in linguistics. Though the recent endeavors regarding this theme, the process for widening the scope of the kinesic integration is slow in the general linguistic background, as well as the popularization of this topic in other knowledge ambits, where this subject may contribute elements in the personal development or from other disciplines.

#### **2.2.4 Proxemics**

This concept indicates the nearness between the individuals and is a fact with a high incidence inside the communication, mainly because of the sound propagation, however it has a wide cultural dimension too, as Cristopher Earley and Soon Ang (2003) mention:

Although proxemics or space preference is affected by factors such as density of population, nature of relationships (formal versus intimate) ((...)), proxemics is also affected by cultural norms. Some cultures establish much closer proximity when interacting, and other cultures establish wider distance. (p. 176)

In consequence the proximity indicates the existent relationship between two persons depending upon status, gender, level of confidence and so on, these linkages are conditioned according to each culture, some of them generally admit a closer distance between people, whereas some other of them are more restrictive concerning the personal space, whose inadequate incursion may result being annoying, hostile or impolite. The personal space intrusion concept varies according to each geographical zone, hence the closeness that in one place may seem optimal, in another one, may provoke disagreement, reprobation or discord to avoid that every person who travels to another place, even inside his/herself country should learn about the interpersonal distance parameters, with the aim of conducting a better coexistence inside the environment where is located, in the same way that to produce a better impression for the surrounding people.

Annexed to this, the proxemics are not just about the distance, they are also implicated with gripping, touching and in general with the contact or another forms to show affection. These actions are evidently recovered with cultural filters, that rule the appropriateness varying on similar criteria than the ones, which are implied in the personal space delimitation and sometimes may change being even more restrictive, as the intimacy plays a higher role and the imprudent or undesired personal contact may appear, intrusive, rough or aggressive, exacerbating even more the unconformity feeling than barely a personal space intrusion, potentially, unleashing negative situations like conflicts, tension or struggles with verbal content and in more severe case with physical violence. If these unfortunate events want to be prevented, it is necessary to reflect that the personal contact and space does not have ever the same connotations, so each person must implement and measure his/her mode to coexist with other people, to keep a respectful treatment in every place.

### 2.2.5 Gestures

This concept is another vital part in the development of non-verbal communication and is strictly attached to kinesics, being an essential part in its composition, particularly referring to the facial expressions although not exclusively, as Anna, E., Maja, B., Eric, K. and Maria, M. (2007) have exposed:

Gestures express the "kinetic" component of our thoughts through a signal medium which is different from speech, (...), (...) in transmission mechanisms (visual instead of auditory perception, (...)) (...), however, they show shared communicative features supporting each other with information that clarifies the intended meaning of the utterance being transmitted. (p. 53)

In this manner the gestures compose the bases of the kinesic communication, adding extra information to the communicative counterparty, by means of the movement of the face, the extremities and/or another body parts, but the gestures are not only made to communicate intentional information but are done incessantly, like a normal reaction before the world stimuli, the everyday situations and even during the sleep time,

The gestures are in charge of revealing the emotions, hence they are a big data source in the establishment of personal relationships, bringing additional clues about the inner state from another person. Although the emotions possess the tendency of being exposed in very similar ways around the whole world, also, they present an individual conception and besides of that they present a cultural conditioning that fixes what emotions must be repressed and which of them should be exalted or exaggerated, depending upon the situation, the preconceptions associated to every feeling and other social criteria like age, gender, social and economic status, among others

The facial expressions, deserve a special place in the accurate grasp of gestures and must be considered as a special matter inside this topic, as Anna, E., Maja, B., Eric, K. and Maria, M. (2016) describe:

However, for emotions analysis, higher level knowledge is required, and it goes one step further from facial expression analysis. Although facial expressions can convey emotion, they can also express intention, cognitive process, physical effort, or another intra or interpersonal meanings [16]. Facial analysis analyzes the facial actions regardless of context, culture, gender, etc. (p. 248)

That means that the facial gestures contemplate another form of acting, in comparison with the other aspects body language, because they are commonly consistent in the core aspects, independently of their geographical location Nevertheless they contain dependent variables of each individual, hence these gestures are not always predictable, because there are a lot of factors, which modify the message intention, regarding the place and the situation, as well as the inner or psychological features, that are developed along with the memories, as well as the life experiences. Furthermore, the face gestures have a common and almost primitive background, which allow recognize an emotion, for the common movements of some areas of the face such as the mouth, the eyes and the forehead mainly, may provide some evidences about the moods of another person.

Moreover, there are many authors, who have made deeper researches about the facial gestures among them, Paul Ekman and Wallace V. Friesen (2003), who state:

A little more than one hundred years ago, Charles Darwin (...) wrote that facial expressions of emotion are universal, not learned differently in each culture; that they are biologically determined, (...), Just recently, however, scientific

investigations have conclusively settled this question, showing that the facial appearance of at least some emotions, (...), is indeed universal, although there are cultural differences in when these expressions are shown. (p. 23)

Considering this information, actually, there are non-verbal expressions with global meaning, but they are basically restricted to the facial gestures and as is exposed before, there are some events or circumstances, that shift their intention such as their meaning, therefore even with the facial gestures which may be considered with universal acceptance, always is better to analyze the context and the cultural determiners, that may have incidence in the interpretation of those gestures.

A very clear sample of the influence of kinesic communication is the Italian language which is highly related with non-verbal communication being an intensive expression mode, as is described by Jurgen Ruesch and Weldon Kees:

Italian movements are essentially carried out by the face, the arms, and the shoulders, and rarely by the hips and lower extremities, (...). Among their greatest achievements have been combined with oratory. Gestures are used to illustrate (...), to the extent of substituting gestures for words. (p. 23)

The Italian gestures are actually a very important source of information exchange and they have been employed since the roman empire, having also been a heritage which currently remains alive and very present inside the Italian culture, they tend to be very expressive and warmer than other European countries. They use the upper section from the body to express, their kinesic messages, avoiding the movement from the lower body section, other common features that are present in their kinesic communication is to stay together but not enough to touch to each other, but



conserving a moderate distance to allow to each free movement without interfering the personal space from another person.

Their gestures are commonly a form to strengthen and emphasize what is being verbalized taking special care to the motion speed with a regular pace, without being too fast or slow but keeping their body language steady, another characteristic very noticeable is the multiple purpose of body language that beyond the reinforcing aim is also a mode to deceit and hide when someone is lying or not being completely honest, the Italian body language is not only used in interpersonal interactions, it has transcend to art too, through centuries inside oeuvres like painting, sculptures, theater and some other artistic manifestations.

### **2.3. State of the art**

This investigation is focused upon the linguistic branch known as kinesics and its intercultural aspect, as it is described before this science is one of the most recent additions within the language study, hence the amount of resources available regarding this topic is still restricted in comparison, with some other linguistic fields which have been analyzed, for a couple of centuries even since the ancient cultures like in Greece, Roma, China, India, among others and hence the knowledge about kinesics is nowadays relatively unknown yet for many linguistic learners, who have not received so much information about this subject and thence they are not so wise concerning to this communicative component.

This research was promoted by a set of articles from Centro Virtual Cervantes, where kinesics is exhaustively treated, exposing its meaning qualities and particularities, one of the most interesting fragments is also shown in the book coordinated by Ángela Célis and José Heredia:

We agree that the discursive fluidity of a speaker does not depend only on his/her grammatical competence, (...). Normally the lack of fluidity (...), although his/her grammatical competence is flawless, is caused because of the absence of the development of the non-verbal communication, (...) and the sociolinguistic variable (p. 271)

In this previous paragraph there is one of the reasons referring to the importance, that kinesics has into the language, along the development of those articles there are multiple explanations about the prevalence and relevance of non-verbal communication particularly regarding the kinesic field. This project was started as a result of the curiosity awakened by those writings, being a huge source of inspiration in order to help the spreading of the non-verbal communication, since it is currently a communicative area, which is massively not included in the linguistic development of skills.

Regarding the non-verbal communication there are many considerations, which dispose of a big incidence in the comprehension of the whole communicative process apart of the ones linked with body language, are exposed features which give a complete portrait about the communicative process as it is revealed in the Appendix B: Organon Model of Language (A) , where the elements are represented as well as the participants implied in a communicative act, in which is exhibited the form that a message takes since is emitted until is decoded. In this process there are two crucial elements the channel, that for purposes of this research would be the visual one, in a semiotic conception integrated to kinesics and on the other hand is the context, which as has been referred before acts in an uneven mode respecting to each individual implied in the communication. For the reason that the individuals not always have a strong settlement in the contexts where they are and therefore in the decoding process difficulties may arise, by reason of the scarcity in the semantic recognition bound with semiotic symbol in relationship with the geographical space

where the individual lies, creating communicative voids that may lead to confusion and consequently to an ineffective communication.

Inside the kinesic field may be one of the most influential authors are Paul Ekman and Wallace V. Friesen, who have work together and individually, in the recognition, identification and description of the facial gestures, taking as a reference the communicative approach, beside the intercultural one as well as the psychological nature in the employment of the non-verbal language and its comprehension. Their complete studios regarding this topic are essential to grasp and acquire a complete outlook respecting the essence of kinesic communication, since in books like *Unmasking the Face*, make a complete description accompanied of many images, statistics and geographical applications of every kind of communicative intentions, in the non-verbal communication, this title has particularly been an invaluable source of information not only for the linguistic field, besides it has also been an important reference for understanding the human behaviors respecting its internal dimension, being useful in many aspects in order to distinguish the non-verbal complexity, even in the unintended communication. Moreover, this title due to its integrity, agglomeration capability and deepness has been recognized as one of the most integral works regarding kinesics.

One of the statements which represent the multiple functionalities as well as the multidisciplinary nature of kinesics, is included in *Unmasking the Face* written by these authors (Paul Ekman and Wallace V. Friesen) (2003) "Who This Book is For this book is for psychotherapists, ministers, physicians and nurses, trial lawyers, personnel managers, salesmen, teachers, actors..." (p. 3). That is to say that kinesics is a science which results involved with many areas of knowledge beyond linguistic and hence every person independently of his or her profession might be benefited from learning regarding the body language studies, because it is a

manner to understand the mental state of others and also to access to another information that would be unavailable for the naked eye, but appealing to the judgement given by linguists, psychologists, anthropologists, sociologists and so on; every one could improve his/her skills in order to grasp, read and decipher the other people behaviors and attitudes before distinct situations relating to daily life situations.

Otherwise the Birdwhistell's work deserve a special place, since he is considered as the pioneer of this science and also as the man who dubbed the body language as kinesics, he was an anthropologist that was very interested in the non-verbal communication role in the transmission of information, inside his book *Kinesics and Context: Essays on Body Motion Communication*, he made a complete analysis respecting the elements surrounding the corporal language, explaining its functioning, particularities and distinctive purposes as is described by him (Ray L. Birdwhistell) (1970):

At least as far as English, American and German kinesic systems are concerned, it has become clear that there are body behaviors which function like significant sounds, that combine into simple or relatively complex like words, which are combined into much longer stretches of structure behavior like sentences or even paragraphs (p. 80).

In this fragment is told how the kinesic integration is more complex than just isolated expressions, instead it is a system which allows to communicate an extended range of information, in the same manner as the speech does it, hence the non-verbal communication content more relevance than many people recognize, being able to express a big amount of information by itself with a cohesive

an logical integration, in order to enhance the interpretation correspondent to the oral component in the communicative process.

## **2.4 Conclusion**

The fact, which motivates this research is the absence of knowledge and/or lack of interest, commonly noticeable in the local context, regarding the kinesic linguistic aspect in the implementation and employment inside another cultural background. Which gives as a result a substantial carelessness in the production of a coherent kinesics with the regional zone where the individual stays without being categorized in the reference transmitted from the native culture of each one.

Otherwise; this research attempts in general to dissect the main kinesic aspects, referring to the cultural background that conditions the perception of the non-verbal language employed in other cultures, in concordance with Robert Phipps (2012):

Culture is as big as a country or as small as a group. It influences your body language immensely, although in reality it is nothing more than a set of learned behavior responses to what is considered the norm in different situations. (p.51)

That is to say that behind the kinesics of which every individual make use; there is a social conditioning, which rules the manner in which a language user perceive the body language, furthermore the culture has not a determined size but consist of some fragmentations that are not unmodifiable and are dependent of internal considerations, which create micro-groups related with the communities as well as their own distribution and segmentation consistently. Even although the speaker uses another language distant from his or her natural environment, his or her perception

of kinesics may remain still because his or her perspective of non-verbal language is very restricted independently from the situation or context that the speaker must assume at that particular moment.

This inadaptability to other cultural idiosyncrasies may be caused by the stationary permanence in a residence place, which may cause that an individual gets a set perception of world, due to the homogeneity perceivable around of the person. However, when the referred individual is exposed to another context he or she may observe the differences conceived concerning his or her static cultural knowledge.

## **Chapter 3: Methodology**

### **3.1 Introduction**

This study spotlights upon how the macro-culture pierces on body language, for this reason, it is necessary to go further the local scenario to achieve a deeper perception about kinesics in other places, in order to accomplish a more meaningful view of body language outside the closer and well known context. However, to do so is not enough just to follow what is described in the written sources, it is also essential to consult the references by themselves recurring to people who has been directly involved in situations where their cultural settlement is low, in such a way that it can interfere in the right emission and transmission of kinesic messages.

Taking into account the aforesaid for the development of this project the aim of this study is to describe according to the information given by the foreigner participants which are the possible circumstances, concerning the interaction among different cultures and the manner, that could take the non-verbal communication, especially regarding the gestures which depending upon several facts may vary in contrast to the common perception or meaning conceived in another cultural environment, which varies enormously even inside a town or city. For this reason, they can give clues about the multicultural essence of kinesics based upon their perceptions, as well as on their transcultural knowledge to reach a better perspective beyond the already fastened in the reference framework. Then, with the aim of accessing to a straighter source of evidence about the use of body language in relation with the cultural background.

Thence, the aid of people who come from different places and present different forms to look at life is something essential in the making of-this project, since it will not just be a remote description given by previous analyses, but specially collected for this project, allowing the access

to a new range of information about the kinesics applied in the local environment contrasted with the one used in the native place where every foreigner come from.

### **3.2 Type of study**

The method that has been chosen for elaborating this research is qualitative, since it has the purpose of inquiring detailed information as well as opinions and anecdotes instead of a collection of ciphers making a massive data collection by means of surveys, since the size of the study population is very restricted, because the amount of foreigners is not so wide.

Hence, any attempt for gathering enough information through surveys may bring inaccurate results, since there are not optimal conditions to acquire revealing information, as a consequence the research population is uneven and the making of closed questions would not be adequate, since to grasp the cultural dimension of every individual must be done a detailed examination to understand the intercultural aspects which are explicitly not exposed with simply a brief description given in a survey.

Then the data collection instruments were customized with the aim of recollecting information that is not even pretended, taking an exploratory approach which allows to access to new information, which could be not realized in the prior development of this project, in order to avoid the restriction in the criteria of the participants giving them freedom to express what they really consider, without any imposition that may affect the neutrality of this research.

### **3.3 Context**

This project was developed in Bogota a monolingual environment with a scarce participation, but growing, of foreigners who are mainly English speakers. Inside the whole country exists an isolated environment centered upon the national context. Therefore, there is a



restricted knowledge in general about the lifestyle and the customs outside this country and therefore there is not a wide comprehension about the linguistic expressions that are employed in other international regions. Even more considering the surrounding myths regarding kinesics, which help to perpetuate the misunderstandings concerning the reality behind the body language, so this research attempts to be a reference element, that may present a source of knowledge about the real nature of the body language, for every reader independently of his or her multicultural recognition.

### **3.3.1 Participants**

In the implementation of this project there are two essential components which must be considered, the first one is their international exposure and the second one is their cultural settlement before this context which must be low with the aim of knowing their reaction in front of the cultural dispositions that they found here in comparison with those which they bring from their native background.

The participation and collaboration of foreigners who have lived during some time in this country is vital due to they can bring a broader outlook about their culture and the ours, concretely concerning the kinesic communication. In this mode, it is possible to increase by means of their wisdom and experiences, the grasp concerning the aspects that differentiate, modulate and modify, the gestural intentionality present in both cultures. According to the information gathered is possible to assess about the mode how this way of communication has influenced their form of interacting, as well as their form of understanding what the local individuals really want to express to them.

In this respect, their comments ease creating a perspective about the local speakers may make to confront any similar situation to that one that the foreigners have assumed during their residence in our context. Regarding the importance that people believe about the borders which kinesic communication has, which is not unlimited as many people think, but possess a large segmentation scheme even more rigorous, that spoken communication being so a very diverse communication mean with a wide range of variations.

### **3.3.2 Researcher's role**

The research functions inside this project are in first place to put together the essential facts about kinesics and its basic theory to contextualize to every reader, exposing essential arguments to contribute to reinforce the pertinence of this project and otherwise the idea of this research is to origin new knowledge departing from the perspective provided by the participants of this study, in order to contrast the theory with the evidence concerning the portrait respecting the reality relating to each one of the participants.

Furthermore, this research deserves an active participation in its development taking into account that is not enough the information collected from several written sources, it is also necessary to gather data directly from people who have been involved in multicultural backgrounds, due to their transnational recognition, which is a crucial item in the comprehension of non-verbal habits of communication. Besides, as a part of the development of this is project another important aim is to acquire information beyond the initial pretensions planned for this study, because to achieve that the interviewees express much more than the stipulated inside initial design of the question's scheme.

By intensely seeking to collect meaningful information outside of the basic one about the non-verbal nature, the intention is to collect more specific information about their emotional reaction before the unknown gestures that they receive, where they are acting as Receivers with Low Cultural Settlement as well as the manner in which they face this confuse situation and also the manner that their counterpart adopts when he or she understood that there was a communicative issue.

### **3.3.3 Ethical considerations**

Regarding this research are not so evident the transgressions to the moral frameworks, since this project has a clear objective, which is responsibly treated in order to avoid extrapolate this theme within impertinent soils. Furthermore, the topics discussed here are strictly delimited in such a way that the cultural aspects are neutrally described without presenting personal opinions about the cultural behaviors, avoiding to qualify them as indicated or not. But simply presenting as loyally as possible the deepness from such cultural manifestations, always procuring to validate the regional idiosyncrasies from an impartial perspective, which may bring the opportunity to readers to feed their criterion regarding all the topics indicated inside this study.

Outside of these purposes another paradigm that is very important in the evolution of this project is to exalt the cultural wealth, as an important deed in the communicative development, regardless from its emission form either spoken or non-verbal and hence to evidence the diversity, which is inherent to the language nature is indispensable. So that it gets easier to dimension the forms in which an idea can be represented, by means of diverse mechanisms culturally stablished to transmit certain idea, which paradoxically, may result in diametrically opposed interpretations, even in closed locations.

### **3.4 Data collection instruments**

With purpose of this study the main method of data collection will be the interviews, which as is described in the section *Type of study*, allows a personal and closer approach to each participant of this research, allowing so to acquire an intimal and customized information, instead of generic data that a survey gather. For that reason, this research will be primarily centered upon an open exploration of the life profile and the basic answers of the initial questions, which may eventually lead to other interrogations, in order to widen the initial presumptions and feed the scope in the progress of this project.

As a consequence, the intention of caving deeper in the treatment of this topic the interviews are a great manner to agglomerate key information, which may contribute in an exponential form to expand the reach of this project, bringing new data and facts obtained through the experience of the participants on this research, besides due to the closeness in the treatment of the topics with the interviewees, it is possible to access to a higher range of information that other instruments barely can reveal.

This fact makes the data collection to be easier by this method and also more accurate, since it is a model which allows to state questions directly to the target source through the instant feedback and also avoiding a closed scheme that restricts the inclusion of new information, as well as there is the possibility to ask for more detailed information about a particular aspect or inquire about something that might not be so clear due to its complexity, lack of precision, among other facts.

### **3.4.1 Description and justifications**

#### ***3.4.1.1 Interviews***

In the development of this section, it is indispensable to describe the details of this data collection method, that will be implemented with the aim to look at the complete portrait of the data gathered, the first aspect to mention is the number of interviews, which are three, all of them were recorded on audio and its total length is around 45 minutes per interview, there are five basic inquires which were asked to every participants, but there are several sub question derived of their answers, in order to clarify information that demands further explanation or make new interrogations based on the places and cultures that they mentioned inside their multicultural recognition.

The next step is to persuade the possible participants of collaborating with this research. Consequently, it is necessary to define the probable places to talk with them, these places could be hostels, places of intercultural exchanges, pubs, language academies, among others where the foreigners tend to be located and it is mandatory to visit those locations to talk with the administrators, in order to get permission to interact with the foreigners, because it could seem as an undesirable behavior simply to contact them, since they are commonly on their holydays or passing a good time with their friends and its quite presumable, that they do not have a good disposition for being interviewed at the moment and thus that would be potentially disturbing for them.

Thence to avoid those situations the better choice is to assist to a location where people are more enable to be interviewed, like in the linguistic academies which are more accurate places to collect information about the kinesic language, since in these centers the people are studying and has a better attitude to attend academic purposes, as well as possibly possess a richer knowledge

about linguistics, making easier to interview them because their comprehension about languages would be higher than the average.

### **3.5 Conclusion**

For the initial methodologic design, the first step to take into account is to define the possible participants, that as was mentioned before must be foreigners who have lived during some time here in the country and they must also speak English independently whether is their native language or not, in order to transcribe the information such as was emitted, since a translation process may origin shifts in the real intention of the participants.

After defining the profile of the interviewees, it is necessary to select the possible places to find them and considering that this is a project highly related with linguistic, the teaching centers of languages are tentative places to perform the interviews, because the previous conditions are almost guaranteed over there and also the possible participants have potentially a more detailed knowledge about kinesics as well as the inter-culturalism.

On the other hand, it is important to consider the departure questions which will be ask to the participants, because depending upon its quality, precision and accuracy is conditioned the success of this research, hence the inquires made must incentive the interest and motivate them to answer in detail, assuring to capture the most information as well as the most valuable and the basic question must thus be well defined but opened, in order to awake the memories of the participants and their answers will be the fuel to create, modify and refocus either the preexistent question or new ones, motivated by their own appreciations.

Thence, once it has been defined the basic elements in the sketch of this project, it is time to begin its execution, which will start after defining and convincing to the participants for this

program, in order to arrange with them an appointment for the interview, right after it is fundamental to set the elements for registering the interviews, in this case these will be captured using the audio recording function from a cellphone, because the interviewees feel more comfortable without being captured on video, since they have a lesser exposition level as well as pressure, then they can answer with higher naturalness, due to they are not exposed to the intimidation of the camera and they can thus perform a better job during the interview enhancing its results.

Posteriorly, it is crucial to explain to the participants the details about the topics of the interview, the purpose of this research, the pretension and the reach of this study, as well as some terms that could be confusing for them. Subsequently, they will be asked about their basic information and provenance; this information is very important due to it allows to identify the particular background of each participant, besides it enables to stablish a reference framework between their native environment and the national one.

Thus, possessing the basic information of each interviewee, there is a solid source that is an information source by itself, since just knowing the origin of an individual, it is possible to have a starting point to search more about that place, in order to contrast the information or at least make initial deductions to direct the interview. Consequently, the participants will give information about other countries where they have lived, this is also very relevant to determine their multicultural recognition and the information that they can bring regarding other cultures, furthermore it determines the amount of experiences that they might contrast during all their journeys.

Right after determining the multicultural recognition of the participants, it is moment to commence with the five basic question about their experiences with kinesics, mainly between the local scenario and their own. Here is possible to start watching the manners that the kinesic communication influences the emission and transmission of messages, depending on the cultural dispositions; it is therefore possible to compare the information exposed on the *Reference framework* with the results of the interviews, in order to strengthen, controvert or complement all the statements made in the previous sections.



## **Chapter 4: Data analysis and results**

### **4.1 Introduction**

In this section will be complemented the specifications regarding the procedures, that will be implemented for the advance of this project, describing the main tactics and methods used in the elaboration of the interviews, in order for the project to have the most accurate results as possible. This stage is one of the most important, since its deficient implementation would lead to a sloppy research; therefore, it is fundamental to make a schematic design which guaranties the fulfilment of the needs which this project requires.

For this purpose is vital to analyze the information of the prior chapter, since in that section are contented some crucial considerations, which allows to determine essential spots in the accomplishment of the data collection, then although there is a general description about the main aspects, it is also essential to make a more profound description of the methods for collecting information, since there are some problematic issues that if are not regarded specially, may obstruct the making of the entire project.

After deciding that the data collection would be made by means of interviews and describe its features, now it is important to emphasize the making of questions which are the key for the success of this study, since if the inquiries are ambiguous, confuse or unspecific, then the results of the interview will not be categorical. By compiling the information given in the interviews it is crucial, to set some reference point in order for the results to be highly accurate; it is thus fundamental to make an exhaustive analysis based on the synthetization made by the interviewees concerning their experiences with the body language in relation with their cultural appropriation. Therefore, after collecting this invaluable data now, it is crucial to stablish an analogical model of

data analysis to make a general portrait that could exhibit the challenges, difficulties and boundaries that an individual may face where is acting as a foreigner in a context that is not familiar with.

#### **4.1.1 Data analysis**

As a result of all the previous planning, it is hour to begin with the interpretation of the information acquired, thanks to the interviews performed to the three participants of this research, this process is one of the most important in the achievement of this project, since it ~~will~~ have allowed to expose new knowledge about the non-verbal nature, chiefly, in a far culture from the one of each individual.

To analyze the information of the interview, first is required to synthetize the data gather from each interview to transcribe it, posteriorly, it is crucial to find the descriptions which are shared for them, nevertheless it is not enough, also it is very important to detect the discrepancies that present all the interviews between them.

Hence the focus in the analysis of the information will be comparative, as seen on **Appendix C** since that method enhance the obtaining of more reliable data, because it will collect the uniform points in their interviews, understanding that the chances to experiment something similar are very alike, since is not an isolate opinion, but is shared but a group of persons.

#### **4.1.2 Results' discussion**

After analyzing and comparing the information given by each one of the participants, there were three categories defined according to their convergence points and all of them reflect the concerns as well as the misunderstandings referring to non-verbal communication, that they lived during their stay in our context.

These categories are composed by the experiences that are shared for all the interviewees and were a source of conflict for them, when correctly trying to understand the non-verbal messages, thus this information is very relevant so that the readers can decipher the real transcendence of the kinesics and the consequence of disregarding the role of non-verbal communication.

#### ***4.1.2.1 Incomprehensible kinesic symbols***

Another possible scenario is that the gestures used in a cultural context, where the individual acts like a Receiver with Low Cultural Settlement may totally result unknown, being a disconcerting situation, because the individual cannot recognize what the another subject is trying to communicate and in some case the individual cannot even elucidate whether such symbol has a positive meaning or not.

According to the interviews, for two of them to signal with the mouth (Appendices C1-I and C3-I) is a costume in our context but for them it was something weird, and hence they have never seen something like that before; furthermore, it was really complicated to look at the emitter moving the mouth as a chicken beak or like trying to kiss them. However according to the context the signal made a little of sense for them, because he can stablish a relation between the content of the conversation and the probable meaning. Despite that both must ask for more information, at the moment to their counterpart to understand the true meaning of the aforementioned gesture.

In addition to the previously commented symbol there was another one, which was completely unknown at the three interviews, that gesture was to lay the thumb and the other fingers forming a circle in front the nose (Appendices C1-IX, C2-VII and C3-VII), which is an offensive gesture in our environment, however in their lands it does not possess any signification. Therefore,

when they were asked about the meaning of this gesture, they could not give any response and did not even recognize, whether that symbol had a positive or negative connotation and they all had to inquire about its meaning.

This particular gesture could be defined as an idiom, regarding that it is only used in a little geographic space, as a consequence whoever that is outside the influence of those cultural inputs will not understand the meaning which such gesture possesses. In this particular study case all the individuals are foreigners and the local speakers will tend to modulate their mode of interacting, because the confidence is not enough and also since the foreigners are not an accurate audience to use idioms with them directly, having into account its regional nature.

The next gesture of this category is to move the eyebrows upwards (Appendices C2-VII and C3-VI), which in our context is employed to greet but for both of them, it does not mean anything in their native background. So for them when someone from our context emit this gesture, they have no clues at all about the communicative intention behind this gesture and it is quite alike that they reflect the incertitude in their faces, because of the absence regarding the equivalence among both cultures.

Aside from those signals, another incomprehensible signal was that one which is used in our background to express to the receiver that is a coward, (C1-VII, C2- V and C3-V) nonetheless for all of them was meaningless. Moreover, the gesture made to represent a potential risk by itching the head and discretely signal it (Appendix C3-III), was also a confusing symbol for him, as this gesture is totally flamboyant concerning the signals used on England.

All these gestures have a local nature are restricted to a little geographical area, thus is natural that somewhere else outside this territory, these symbols cannot be understood at all,

simply because either they do not exist in those places or rather have other meaning. Thence it is necessary to regard, that every time when a person leaves from the influence of the habitual space of this individual can attest kinesic symbols totally unknown, which can defy all the common arrangements that are presented upon his native or recurrent environments.

#### **4.1.2.2 *Fake kinesic cognates***

After comparing the three interviews was clear, that all of them indicated the existence of some gestures or signals, which they knew from their native background and therefore they were acquainted with them, but when they came to our country they saw that the meaning of those symbol varies, in some cases just a little and in some others extremely, like the stingy gesture used in our country, which in The United States and England, has an obscene meaning.

Certainly, the stingy symbol (Appendices C1-IV and C2-IV) for us does not represent a quality; however, it is not always offensive and can be used just for an inoffensive joke. Nevertheless, in their background that gesture always has an offensive intention, then a foreigner with scarce experience understanding the local body language may feel angry or offended, if he or she does not know regarding how the symbols may have different meanings depending upon the culture.

Another example of this is exposed by means of moving the hand from the neck (Appendices C2-II and C3-II), whose meaning is drastically grimmer for these interviewees than in our context. Into our context, it is more a sarcastic gesture than something else, whereas for all of them this symbol is enormously dark and even it may present a scary or sinister meaning. Then when they saw this gesture at the first time, they felt confused, because the situation and the ambience where it was emitted did not correspond, what they had supposed with, based upon the

legacy transferred from their native cultures and thus they got confused by the lack of correspondence between their culture and the local one, which were radically opposed.

Another example of this kind of symbols is shown on appendix C1-V, where this symbol can be observed, which exhibits to someone who moves a hand underneath the chin, that in our context represents that someone is an arrogant, however for him this is an insult. Otherwise there are other kinesic symbols which diverge more subtly from one culture to another, like the exposed on Appendix C1-II, where there is a description of this gesture which consist upon laying the finger inside the mouth, which in The United States represents boredom while in our country expresses doubt or incertitude.

Some other examples of this sort of signals can be found on appendices C2-IV, C2-IX and C2-X which are signals which are commonly used in our country as well as in The Philippines, even so the meaning in both places is not the same, as it differs slightly in each location but not so radically as in the prior examples. In the same manner the appendices C1-VI and C1-VIII are also good examples, concerning symbols that differ subtly from the North American culture and the local scenario.

This category demonstrates, how a signal despite of seeming identical or at least hugely similar could hold a different meaning, either in a low or high degree of divergence; it is therefore not a good choice to opt to believe, that just because a signal remains the same will keep without any variation regardless the culture. Instead it is necessary to realize that although there are big chances of a gesture to be equal in one culture and another, there are also a lot of probabilities that the similarities in the emission of a signal is just a coincidence and in fact the meanings change just a little or transcendentially.

Furthermore, it is needed to mention that a symbol rarely has exactly the very precise meaning, into different cultures which share a kinesic signal, due to it can possess some characteristic features, usages forms, contextual references, among other facts, which widen the deepness of the significance of a gesture in one place regarding to some others, where the same gesture is used, making that though the global meaning of a symbol remains unchanged can also possess some ambiguities or ambivalences, which distinguish the transcendence of a kinesic symbol respecting another culture.

#### ***4.1.2.3 Kinesic symbols understood, but not commonly used on the root culture of an individual***

The third scenario is when a gesture is accepted and absorbed, in the native culture of a person, although that signal is not so frequently used or very seldom in comparison with the background, where he or she is in. In such case as the interviews revealed, it is very alike that not all the persons with the same provenance of the interviewees can understand a gesture, that in their context is rarely used.

One example of this kind of gestures is the signal, which is used in our background to represent money (Appendix C2-VI), which in accordance with the interview is widely not adopted in The Philippines, making possible, that some Philippine people cannot recognize that particular symbol, although for many of them is easy to recognize such signal without any problem.

Furthermore, another gesture of this kind is to roll the eyes to express, tiredness before the mode of acting, that someone takes (Appendix C1-III) and here it may represent the same but it is not so wide its use and even some people of our context is not acquainted to this gesture, evaluating

that its use is considerably not spread in our context like in The United States, where this gesture has a wider appropriation and could even be observed inside movies or filmic content.

This sort of gestures tends to be not so strongly established inside a culture, because its appropriation is still restricted to a certain section of society, but not into the whole culture. These kinesic symbols are commonly transferred by means of the massive media either by television, internet, movies and any other audiovisual resource. Thus, this gesture begins its inclusion inside a given culture thanks to the influence of the source that popularized them and its impact inside this culture; this process may start if one or several groups of people start to replicate a symbol from an audiovisual content, until becomes a part of the popular culture of one place, nonetheless this scheme may even not cover the society but just some fragments.

## **4.2 Conclusion**

This study is based on several previous researches, quoted upon the *Reference Framework* of this work, all of them expose vital information which was fundamental in the making of this study. Each one of these researches have essential data concerning the kinesics as well as other linguistic sciences and some of these studies treat the multicultural differences of body language, but none of them take a target culture to compare with another.

Thus, the particularity of this study is that takes its focus upon a determined culture well known, for the target audience and take a bunch of other cultures to find parallelisms, so that the readers may establish according to their own knowledge of the kinesic language employed on this country and particularly on this city, to watch what they can expect regarding the non-verbal communication if they go abroad.



Although the method of data collection is different from the studies used for this research, they were the pioneers who endorsed this investigation and were made by some of the most reliable experts concerning kinesics. As a consequence, this study tries to test all the related theories to these reference elements, like those which speak about the emblems described on page 8, 9 and 15, where there is an explanation regarding how even some of the gestures which are believed to be invariable may change form one culture regarding to another. Thence one of the purposes of this study was to examine, whether in the making of the interviews was possible to find some examples relating to the mode in which the emblems work and also trying to gather new information about this topic. Giving as a result the section 4.1.2.2 *Fake kinesic cognates*, in which there is a detailed analysis, regarding this topic based upon all the information given by the interviewees, concerning the use of gestures between our culture and the native environment of each interviewee.

Inside the hypothesis to be proved, is highlighted the lack of complete sense about the emblems, as is described on page 10, wherein it is said how a kinesic symbol may not be representative at all for an individual, who is outside his or her accustomed environment. This kind of gestures is described in the section, 4.1.2.2 *Fake kinesic cognates*, by exposing according to the gestures explained by the participants of the interviews, who clearly distinguish the gestures whose meaning is unknown, inside their cultures where they come from.

The last point which was considered into the data analysis methodology is 4.1.2.3 *Kinesic symbols understood, but not commonly used on the root culture of an individual*, which is a section which consist upon explain, how a symbol although is partially understood inside a given culture, it is quite possible that its overall coverage does not include it the whole society. This section is not contemplated at the *Reference Framework*, for the reason that it was created as a result of the

data analysis; this kind of gestures is thus not mentioned within the *Reference Framework* and are not derived from the influence of previous studies.

As a conclusion it is possible to observe, that this study does not contradict the result of the prior ones, but complement them and put under trial all their content, with the aim of reaffirm all the theories as well as it attempts to generate new knowledge, adapted to our very own cultural arrangements so that the local readers may acquire a more comprehensible vision regarding this topic, which oftentimes is so underrated inside the communicative employment and beyond regarding its multicultural nature.

## Chapter 5: Conclusions

### 5.1 Introduction

This research has exposed with the aid of real life cases presented inside the interviews and the preceding studies a detailed analysis of kinesic communication, regarding how the non-verbal communication impacts upon the grasp of the whole message, depending on the cultural settlement which each individual remains inside a determined place. Exposing the potential circumstances and scenarios given, in the development of the non-verbal communication, which is something very relevant in the acquisition of communicative skills, beyond those ones related with the speech, in order to reach a higher spectrum in the obtainment of a more sophisticated linguistic repertoire, that may own a huge adaptation level to every environment features.

Besides it is an excellent pedagogical source, regarding the learning of any other language, taking into consideration that the non-verbal languages vary in function to the cultural arrangements, regardless the languages, but even so the non-verbal basics were inherited with the same patterns with which the languages were spread. The Latin American kinesic communication is thus expected to be highly related to the Spanish one and particularly, to the Castilian one concerning its shape, but as the oral language with a high divergence degree as well as mixture with the aboriginal or endemic cultures and the particular migration models which differ from the most typical ones, applied in such zones.

Hence to bear in mind the linguistic background of certain place is a good clue to understand or at least to have a reference point about the main spots of the kinesic communication, however as aforementioned, to do so is not enough to compile the entire portrait concerning the

integrity of the non-verbal language of a culture, because it would represent to skip the factual phenomena surrounding a determined geographical area.

Moreover this project is also an excellent tool for those who want to travel abroad, even to countries inside this region, in order to supply them judgement elements which can help them to get a better comprehension regarding the non-verbal communication, in order for readers to feed their criterion concerning the crucial facts surrounding the non-verbal communication, that they must prevent and consider if they decide to visit a region outside the country, with the purpose of making more efficient their integration to the culture where they travel and avoid them to spend so much time understanding the aspects described here.

Inside the pedagogical field the kinesics has traditionally been regarded as a second class topic, as a consequence of the need for giving priority to the development of verbal capabilities in second language, causing that the non-verbal knowledge to be left behind and sometimes even avoided at all. It is therefore not strange that those pupils with lesser exposition to non-verbal language, do not have enough resources to grasp regarding the mode in which the non-verbal language works, in relation with the cultural background.

It is then natural that if this topic is thoroughly not treated into the classroom, the pupils may believe that this subject does not represent any difficulty, since if it does not possess an active role on the learning process, so it must be equal than in his native context. Moreover, there are some popular sayings which endorse the aforesaid statement, like many people who affirms that they could go anywhere, even if they do not know the language employed over there, only by using the body language, but as this document has exposed along its extension, this is far from the truth.

For that reason, this research attempts to be applied as a reference guide to serve, as a first approach into the non-verbal language, aside from the aforesaid purpose this study also tries to help disseminating the relevance of the non-verbal communication, with the aim of reaching a wider integration of this topic inside the linguistic teaching and also to reinforce it, since the kinesics is one of the youngest areas into the linguistic sciences.

## **5.2 Limitations of present study**

This research does not try to be the ultimate guide about kinesics, but an introductory reference specially designed for novices in concern to this topic, so that they may acquire the basic knowledge and decide how to integrate this information into their linguistic actuation. For that reason, this guide concentrates its attention on some particular gestures used inside our context, which are highly employed within our city, with the intention of allowing to the reader the correct understanding, with respect to the signals described within the interviews.

Also, this study is particularly made for this context and the potential readers from other environments may completely not comprehend the intracultural descriptions assigned in this research. However, all the cultural comparisons established in this study can be extrapolated to other contexts, moreover, this kind of parallelisms can also be taken as an initial field, so as to allow creating to the readers their own presumptions, with reference to the communicative problems linked to non-verbal language, which they may potentially confront when interacting as foreigners.

This project only explains the most prominent and relevant aspects for the grasp of this research, hence not all the kinesic aspects are included inside this study, nonetheless, the subjects integrated are exhaustively treated and as this study contains within its bibliography some of the

more prominent authors in this area, it becomes easier to the readers to deepen into the aspects that are more attractive or meaningful for them, so that they may refine or improve their expertise with reference to this topic, according to their specific needs .

### **5.3 Suggestions for further research**

From this study, who is interested upon retaking this subject can find a solid basis to consider, analyze, question, complement or any other target, that pretends to include within the research which is executing. This research can be freely employed to elaborate new studies relating to body language, intercultural linguistic interactions or any other topic that may result interesting for the researchers.

According to this, they can employ the contents of this study as they better consider, mentioning in concern to their will the positive or negative aspects about this project, with the purpose of generating additional knowledge about the non-verbal communication, which has extensively not considered inside the linguistics. However, as a recommendation they must cautiously find the voids of this research and attempt to cover them, as well as try to innovate contrasting the previous researches with reference to this topic.

Finally, it is recommended that the researchers procure to find differential facts, with the aim of feeding their studies with distinct perspectives, which may awake the interest of the readers and impulse them to spread the relevance, as well as the publically hidden facts about the non-verbal communication, for purposes of meaningfully linking this communicative aspect inside the general linguistic knowledge.

#### 5.4 Conclusion

The importance of this study is centered upon the transposition of knowledge and its adaptation to the special internal requirements of our background, so as to successfully ease the massive integration of this linguistic branch inside the conscience of readers. Appealing to intracultural dispositions that the readers can easily access and also to start grasping what they must take care about, in case that they eventually take the role of foreigner into their future linguistic interactions.

Thus this study takes its relevance by being a source specially designed and adapted for the endogenous needs; dwelling upon the essential aspects which must be acknowledged concerning the non-body language, to shift the massive perception fixed around the kinesics, so that readers can reach a new perception about this topic, beyond the narrow paradigm divulged among the popular culture, which as a result of the absence of conscience regarding this topic, it has been recovered with myths and fulfilled of oversimplification. Thence this research deals with the duty of trying to change this deceiving perception, which is so overwhelmingly and unarguably implanted inside our context.

The comparative nature of this research lies as a distinctive feature of this research as it clearly exposes a reference culture to stablish parallelisms since the experiences of foreigners talking regarding their own native contexts. Furthermore, the *Reference framework* has key information in relation to the basic linguistic lexicon linked to non-verbal linguistics and its pertinence, as well as relevant by itself regardless the knowledge of the reader concerning this subject, either for absolute beginners or for those who already host any degree of knowledge about this topic, in order for them to acquire new information or refresh what they already know.

Perhaps the more distinctive element of this research is to give tools and assets to the readers to recreate the possible scenarios when acting as an outsider in other lands concerning the non-verbal communication. Also the readers may plant their own strategies to avoid having some of the troubles previously described about the grasping or emission of the non-verbal symbols, which as they have been dwelt along this research, that can possess a different signification, even being completely different and possibly triggering disturbing situations.



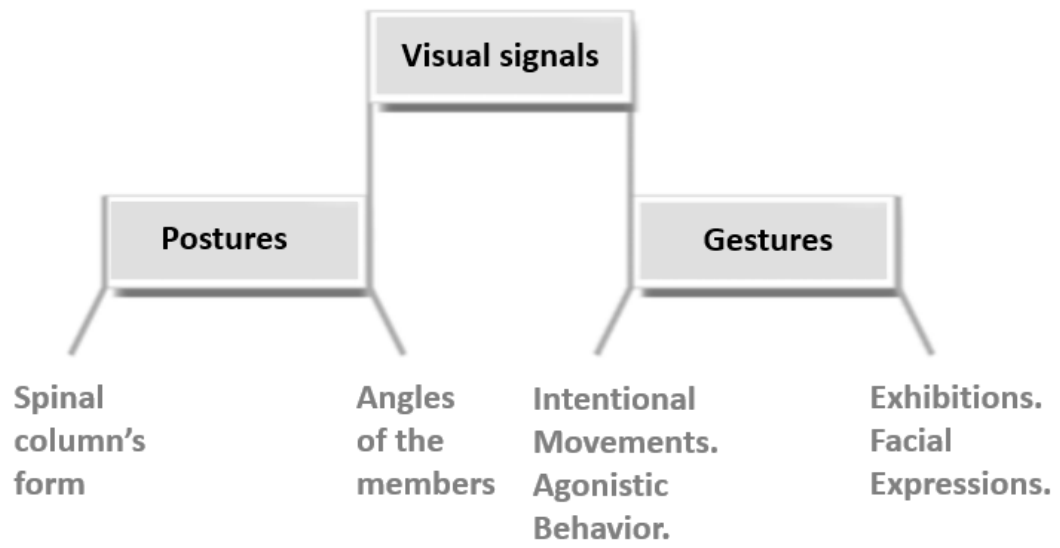
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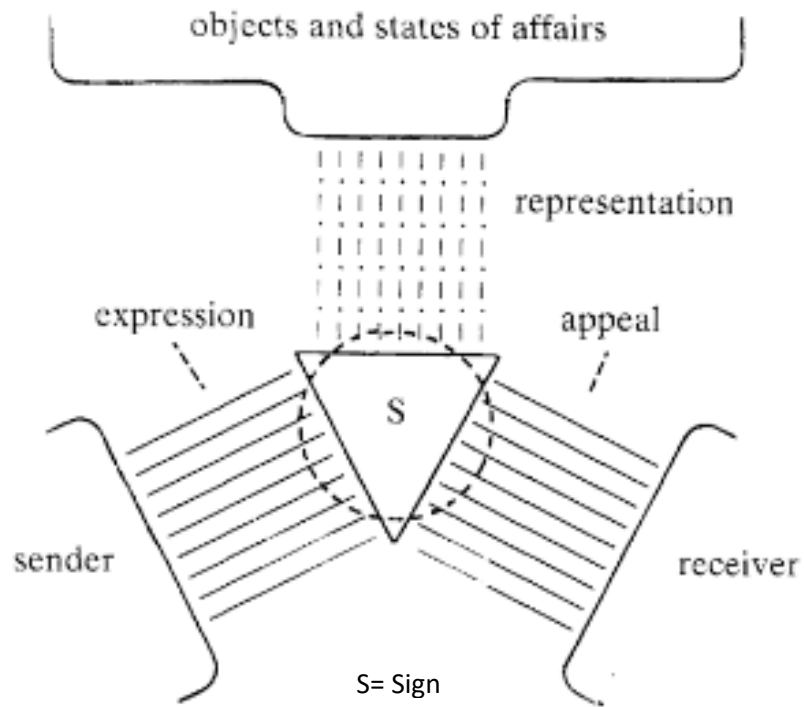
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**Appendix A: Semiotic recognition chart**

Niño, V. (1995), (p. 3).

**Appendix B: Organon Model of Language (A)**

Bühler, K. (1990), (p. 35).

**Appendix C: Interviews regarding the perceptions of non-verbal communication at Bogota  
to foreigners hosted in this city.**

**C.1 First interview**

<b>Basic personal information</b>	
Name	Logan Zechella
Provenance	Kentucky, United States
Durations of stay in Colombia	2 months
Countries visited	Mexico, Argentina, Spain, The Philippines, Canada, Italy and Colombia
<b>Questions about non-verbal language in Bogotá City</b>	
<b>1. What is your perception of the non-verbal language and gestures in Bogota?</b>	
<p>According to him the more notable characteristic is the contact between the individuals, which is very constant even with people that are not so familiar, principally for the greetings and farewells which shows a high level of emotiveness, regardless the degree of confidence, which is not always elevated, since people in general tend to treat very affectively even to absolute strangers.</p> <p>Besides for him the people to communicate their ideas use more the speaking resources than the body, which is used just in some determined situations but not so frequently, as he has seen in other places where he has been, since in those places the body language almost has the same participation that the oral one or just the same, instead of that here the body language is</p>	

restricted to give some explanations, but it does play a role so predominant as in other places like his native background.

**2.** Have you ever had any problem or misunderstanding regarding the non-verbal language with speakers from Bogota?

While he has been here, he has had a problem comprehending a gesture, which is not used in his context, this problem arose when a local speaker moved his mouth in the form employed for kissing and moved it to the front, that was really confusing for him, because they had no idea what this symbol meant. However, when he associated the content of the conversation with that sign, he gave a possible interpretation of such gesture and when he asked its meaning he could reach a whole understanding of that strange symbol.

**3.** What differences do you perceive about the body language of your native environment and the local one?

He believes that here in the capital and in general in Colombia the eye contact is essential and for him that fact was strange because in Kentucky, his native environment, to look at other people's eyes is something rough, that must be avoided, because to do so, represents a source of conflict and even if this action is excessively performed, could be the starting of a struggle. Then for him was shocking to realize, that here is something essential in every social interaction, to stare at the others eyes and to skip that kind of interaction is an impolite act in our context, which represents fear, lack of sincerity or trust in the other person.

Otherwise he was surprised by the greeting forms which are closer and represent a higher level of contact, for him was particularly curious referring to how the people whom have never seen before kiss to each other on cheeks, nevertheless such samples of affection are restricted in his native environment just for some special people, like the couple or the one of the parents,


but even in some cases inside the family this manners of greeting are not common, as he described.



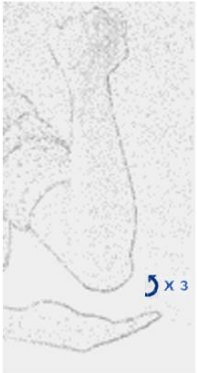

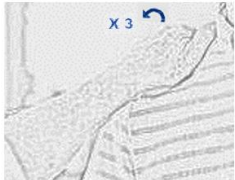

Furthermore, not only the kisses as a greeting or farewell mode, are something strange in his context, but also to embrace is something that as he comments, is restricted for special celebrations or moments when the emotiveness is high, although here it is something very common as a manner of saluting or as a spontaneous mode of showing the appreciation for others with a relative closeness, not necessarily need to be a strength link.

Otherwise he added that the body movement while speaking is restricted here, in comparison with his native background, where the whole speech is almost completely accompanied with the hands movement which tends to be around the mouth and its made with a high degree of intensity as well as it is performed, with the purpose of supporting very actively the oral message.

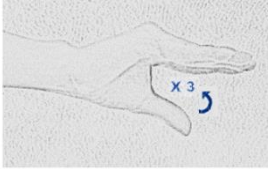

But the hands movement is more restricted in our context and sometimes is partially or even totally omitted and if is emitted it is generally produced at the same altitude of the chest and commonly just to emphasize the main ideas but not the entire speech.

#### 4. Have you noticed any signal with a different meaning in both cultures?

Visual representation	Interpretation in our environment	Interpretation in his native context
C1 l. 	This gesture is used the mouth to signal some object or person with the mouth.	As he indicated in the second point in the United States, that gesture has no meaning when is pointing to an object.

<p>C1 II.</p> 	<p>In the local scenario is a symbol, which may express doubt or incertitude.</p>	<p>He commented that to place a finger inside the mouth is a signal to express boredom</p>
<p>C1 III.</p> 	<p>It may represent to be angry or disappointed before certain situation, but its use is not so wide.</p>	<p>He added that to roll the eyes is to express that, what the other person is saying is a nonsense.</p>
<p>C1 IV.</p> 	<p>It expresses a person, who is stingy.</p>	<p>It is an insult that with movement is similar to use the middle finger.</p>
<p>C1 V.</p> 	<p>It represents that a person is arrogant.</p>	<p>It is a vulgarity to offend the other person.</p>
<p>C1 VI.</p> 	<p>It is a manner to express regret to someone.</p>	<p>It is a mode to animate other people or showing support.</p>
<p>C1 VII.</p> 	<p>It expresses that somebody is a coward by moving the fingers inward and outward.</p>	<p>It does not have any meaning.</p>



<p>C1 VIII.</p> 	<p>It is to say that someone is talking a lot resembling the movement of lips.</p>	<p>It is an order that indicates others to keep in silence</p>
<p>C1 IX.</p> 	<p>It is an obscene symbol for laughing at someone.</p>	<p>That gesture is meaningless for them.</p>
<p><b>5. Which is your perception regarding the proximity between both cultural backgrounds?</b></p>		
<p>He indicated that the closeness in both countries varies so much, since in our context the distances between people are nearer and for him this fact was very uncomfortable at the beginning, since he felt his personal space invaded, bearing in mind that in his native environment it is very important the figure of the personal space and to obstruct it is an undesirable behavior, it was very complicated for him to get accustomed to a new paradigm regarding the personal space, but every time it is easier for him to face the reduction of his personal space in the personal interactions.</p>		

## C.2 Second interview

<p style="text-align: center;"><b>Basic personal information</b></p>	
Name	Joyceline De La Cruz
Provenance	Manila, The Philippines
Stay at Colombia	2 months and a half

Countries visited	Japan, United States, Australia, New Zealand, Hong Kong, China, France, Italy, Greece, Canada, Malaysia, Thailand, Indonesia and Brunei
<b>1. What is your perception of the non-verbal language and gestures in Bogota?</b>	
<p>In her opinion the non-verbal communication in our context is defined by the visual contact, which is very frequent and more intense than she is accustomed to, despite for her look at the eyes is not so unusual in her native context, but anyway she considers that to watch at other eyes is incessant here in contrast with her background, where this behavior tends to be intermittent, thence she believes that one of the conducts that defines the non-verbal communication is exactly to stare at the communicative counterparty eyes.</p> <p>Another feature that is very important for her are the forms to salute, which are habitually very affective and are done even with people who do not have a tight link, especially regarding the kisses on the cheeks, that in the Philippines are given between people who have a relative familiarity, but it is not common to greet very affectively to people who are still unknown or have not enough confidence with, hence for her was a surprise that in our context the protocols for the farewells and salutes are so opened.</p>	
<b>2. Have you ever had any problem or misunderstanding regarding the non-verbal language with Bogotanian speakers?</b>	
<p>At the time of the interview, she had not had any problem grasping the non-verbal language of the local people, since she had not seen any weird signal, hence until that moment she had no problems understanding the body language. This was something amazing because considering that she came from Asia, where the cultural arrangements are apparently totally unlike, is highly expected that she may face a few problems regarding this.</p>	

Thus, was unavoidable to ask her why if her native culture and the Latin American one are evidently distinct, it is still easy for her to understand the body language employed here and she explains that both cultures are seemingly so different. Nevertheless, indeed The Philippines and our country are more similar, than people think. Since both nations were Spanish colonies and she affirmed that although in her country the Spaniards did not impose the Castilian language, several features and even the last names were inherited, as even her surname is from Spanish descent.

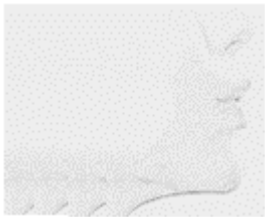

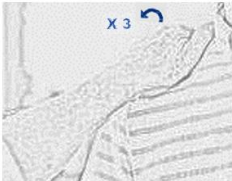
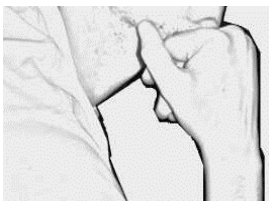

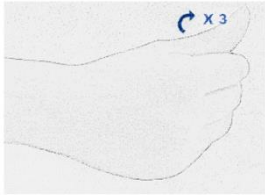
She considers therefore that such fact does not make The Philippines to be a regular Eastern country, as other where she has stayed like Japan, Malaysia, Singapore, Hong Kong, China, Thailand, Indonesia or Brunei, where the traditions are substantially different concerning The Philippines, that according to her has more cultural similarities with our country than with any other Asian country where she has stayed.


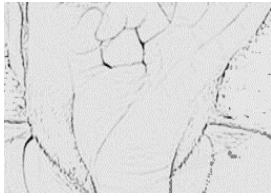
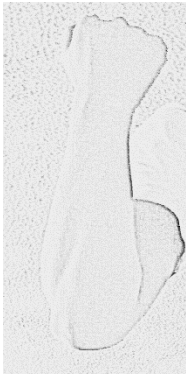
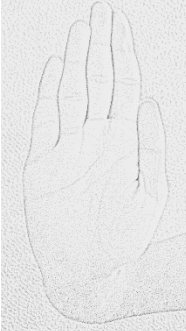
**3. What differences do you perceive about the body language of your native environment and the local one?**

She accentuates that the body language and in common aspects, the cultures of the two countries are unexpectedly related, but she notices that here the people are not so reserved as in her country, since they keep the distance more than us with unknown people, hence is more difficult to stablish contact with others, because to build confidence is a process that takes a long time.

However, in comparison with other Asian countries this process is very short and simple, besides the people try to keep their distance with strangers over there, whereas here the closeness in general tends to be narrower than she is adapted to.

**4. Have you noticed any signal with a different meaning in both cultures?**

Visual representation	Interpretation in our environment	Interpretation in his native context
C2 I. 	This gesture is used the mouth to signal some object or person with the mouth.	As he indicated in the second point in the United States, that gesture has no meaning.
C2 II. 	It represents that a situation is going wrong or that a plan is ruined.	It symbolize that someone is under fatal risk and even a symbol to kill to someone.
C2 III. 	It is a mode to express lament or regret to somebody else.	It expresses to the receiver to be careful.
C2 IV. 	To hold the cheek over the punch is a symbol of boredom	It is a manner of representing tiredness.
C2 V. 	It expresses that the receiver is a coward.	It is not representative.
C2 VI. 	It represents cash or money or that something is extensive.	For her it represents money, however she says that in her country many people could probably not know its meaning.

<p>C2 VII.</p> 	<p>It is a manner of greeting or giving a farewell</p>	<p>It does not signify anything.</p>
<p>C2 VIII.</p> 	<p>It is an offensive gesture in our environment.</p>	<p>It is a meaningless gesture for them</p>
<p>C2 IX.</p> 	<p>It is a representation of power of the individual, who is doing it.</p>	<p>It is a protest symbol, to exhibit that an unfair behavior is happening.</p>
<p>C2 X.</p> 	<p>It indicates to others to stop what they are doing.</p>	<p>It is a manner to claim an explanation or defend oneself from an unfair treatment.</p>
<p><b>5. Which is your perception regarding the proximity between both cultural backgrounds?</b></p>		
<p>She considers that the distance managed in the social interactions is not so distinct, concerning her native environment, as other countries which she has visited where the personal space of each individual is wider and is harder therefore to avoid the invasion of the personal space.</p> <p>Thence, for her it was not a big issue to manage with the proximity in our context, although she generally feels that the individuals here tend to interact even closer, than in her native environment, particularly concerning the strangers, since in her country first is required</p>		

to establish a medium level of confidence to fix a closer proximity in the interactions, whereas here in the interactions the individuals are frequently near.

### C.3 Third interview

<b>Basic personal information</b>	
Name	Austin Fabumuyi
Provenance	North East London, England
Stay at Colombia	6 years
Countries visited	Spain, France, Switzerland, Poland, Panama, Argentina, Venezuela, Peru, Ecuador, United States, Canada, Kuwait, United Arabian Emirates and South Africa
<b>Questions about non-verbal language in Bogotá City</b>	
<b>1. What is your perception of the non-verbal language and gestures in Bogota?</b>	
<p>He regards the non-verbal language in the city as a central part in the development of all the communicative acts, since its components are structured in a form that unify the people and at the same time exposes with plenty the Colombian idiosyncrasy as well as the cultural identifiers, besides for him reflects the warmth of the people here, thence it is very centered upon the personal contact which at the beginning for him was a little weird, since in England the personal contact is restricted in contrast with the local environment.</p> <p>Furthermore, he defines the body language as touchy, because the affection expositions are more public and less reserved, it was therefore not so easy to look how different are the greeting forms here, which are characterized for embraces or kisses on the cheeks, whereas in his native environment the standard salute is almost always to shake the hands and the other manifestation</p>	

of affection are reserved just for highly close people, just like some family members or the couple.

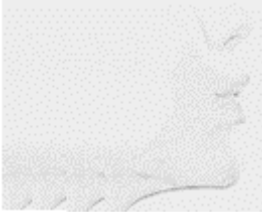


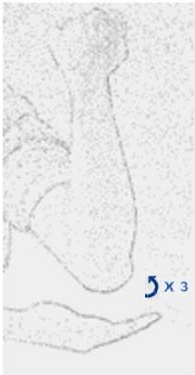

**2.** Have you ever had any problem or misunderstanding regarding the non-verbal language with Bogotanian speakers?

In fact, he had problems at the very beginning, due to he did not understand some gestures which do not exist in his contexts and for him one of the more everlasting experiences was to look at the person with whom he was talking, started to move his mouth several times like replying the beak of a chicken and he got really confused, since he had not saw something like that before, thence he exposed that he did not comprehend, until the other person explain to him the meaning of that gesture.


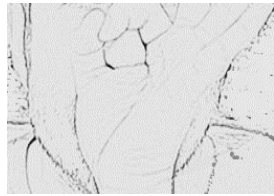
**3.** What differences do you perceive about the body language of your native environment and the local one?

He exposed that the chief difference is the personal contact, which has been one of the hardest parts for him to adapt himself to this context, because he has experienced an enormous contrast among the conception of personal space that he developed in his country and the one that is stablished here, according to his experience the English conception of acting is highly individualistic, as that fact is exposed in every aspect of life, thence body language is not the exception to that rule.

Whereas in our context the common feeling is rather a communitarian sense, when the cooperative is more fixed inside the people's mind, for him to adopt this new perspective of life was a slow process, since his vision of life transferred from his native environment, was defied by the local perspective, but he currently feels comfortable with the adoption of the personal space disposition which are employed over here.

4. Have you noticed any signal with a different meaning in both cultures?		
Visual representation	Interpretation in our environment	Interpretation in his native context
C3 I. 	This gesture is used the mouth to signal some object or person with the mouth.	As he indicated in the second point in the United States, that gesture has no meaning.
C3 II. 	It symbolizes that things are getting worse or that things are not running so good.	It means that someone potentially faces a fatal fate.
C3 III. 	It is utilized to discretely signal a person, either with good or bad intentions.	That gesture has no meaning in his context.
C3 IV. 	It represents that someone is a stingy person and in his context this symbol.	This gesture has a negative meaning, being a huge gauge insult.
C3 V. 	It expresses that the another person is a coward.	That gesture has not meaning in England.



C3 VI. 	It is a manner to salute.	It has no sense.
C3 VII. 	It is an offensive gesture in our environment.	It does not possess any significance.
<b>5. Which is your perception regarding the proximity between both cultural backgrounds?</b>		
<p>For him this aspect was the more complicated along with the personal contact, which are totally different here than in his context, where both aspects are very reserved and only the people who have a direct and very tight link, can access to a closer approach but in any other case the distance among people is so much further than the arrangements established in our context,</p> <p>Despite that, he has overcome this kind of situations, he prefers to keep the most space as he can preserve and when the people here takes even more personal space than the average, for our context he really feels that is an impolite attitude, but he keeps calm because he understands that is quite likely that the other person does not try to bother him, but maybe the person comes from another region different of Bogota where the distance among individuals while interacting is still narrower.</p>		