

Contents

Preface 9

Introduction 11

Part One

The Analysis of Conversational Interaction 17

- 1 M. Argyle and A. Kendon (1967)
The Experimental Analysis of Social Performance 19
- 2 D. Abercrombie (1968)
Paralanguage 64
- 3 E. Sapir (1927)
Speech as a Personality Trait 71
- 4 R. L. Birdwhistell (1961)
Paralanguage Twenty-Five Years after Sapir 82

Part Two

Language, Status and Solidarity 101

- 5 R. Brown and A. Gilman (1960)
The Pronouns of Power and Solidarity 103
- 6 R. Brown and M. Ford (1961)
Address in American English 128
- 7 B. Malinowski (1923)
Phatic Communion 146

Part Three

Speech and Personal Characteristics 153

- 8 G. W. Allport and H. Cantril (1934)
Judging Personality from Voice 155
- 9 E. Kramer (1963)
Judgement of Personal Characteristics and Emotions from Non-Verbal Properties of Speech 172
- 10 J. Laver (1968)
Voice Quality and Indexical Information 189

Part Four
Non-Vocal Communication 205

- 11 W. La Barre (1947)
The Cultural Basis of Emotions and Gestures 207
- 12 A. E. Schefflen (1964)
The Significance of Posture in Communication Systems 225
- 13 E. T. Hall (1963)
A System for the Notation of Proxemic Behavior 247
- 14 E. T. Hall (1964)
Silent Assumptions in Social Communication 274
- 15 R. Sommer (1965)
Further Studies of Small-Group Ecology 289
- 16 M. Argyle and J. Dean (1965)
Eye Contact, Distance and Affiliation 301

Part Five
Strategies of Interaction 317

- 17 E. Goffman (1955)
On Face-Work: An Analysis of Ritual Elements in Social Interaction 319
- 18 E. Goffman (1957)
Alienation from Interaction 347
- 19 R. F. Bales (1955)
How People Interact in Conferences 364
- 20 E. A. Schegloff (1968)
Sequencing in Conversational Openings 374

Further Reading 406

Acknowledgements 407

Author Index 408

Subject Index 415

Author Index

- Abercrombie, D., 11, 14, 15, 66, 68, 69,
189, 190, 192, 193, 202
- Allen, B. V., 60
- Allport, F., 175, 184, 289-90, 299
- Allport, G. W., 157, 162, 168, 171, 173,
174, 175, 176, 184, 198, 199, 202,
222
- Ambrose, J. A., 39, 55
- Annett, J., 21, 55
- Ardener, R., 306
- Arensberg, C. A., 329, 346
- Argyle, M., 14, 25, 27, 39, 40, 43, 45,
48, 49, 51, 52, 55, 61, 67, 69
- Arnold, G. E., 194, 197, 203
- Auerbach, A., 246
- Austin, W. M., 68, 69
- Ausubel, N., 402, 405
- Backman, C. W., 45, 62
- Baldwin, A. L., 47, 59, 61
- Baldwin, J., 352, 363
- Bales, R. F., 24, 29, 32, 55, 56, 58, 59,
289, 300, 375-6, 397, 405
- Bardèche, M., 219, 222
- Barker, L. S., 250, 271
- Barker, R. G., 26, 55, 130, 145, 250,
271
- Barnes, R. B., 262, 271
- Bartlett, F. C., 20, 56
- Bass, B. M., 29, 56, 289, 299
- Bateson, G., 85, 89, 93, 99, 100, 236,
240, 245
- Baugh, A. C., 104, 127
- Bedford, S., 68, 69
- Begnelin, J., 63
- Bell, H. M., 173, 177, 184
- Benedict, R., 249, 271
- Berger, M. M., 235, 245
- Berger, S. M., 47, 61
- Bergler, E., 376, 405
- Berne, E., 54, 56
- Bernreuter, R., 173, 175, 184
- Bernstein, A., 24, 34, 59
- Bernstein, B., 35, 56
- Bertalanffy, L. W., 230, 245
- Best, E., 213, 222
- Birdwhistell, R. L., 42, 43, 56, 68, 69,
93, 97, 99, 229, 231, 245, 252, 254,
271, 299
- Black, J. W., 179, 184
- Blagden, C. O., 208, 224
- Blake, R. R., 49, 57
- Bloch, B., 89, 99
- Blood, R. O., 29, 56
- Bloomfield, L., 35, 56, 88, 99, 252
- Boas, F., 84, 85, 249, 271
- Bogardus, E. S., 278, 288
- Bolinger, D., 384, 405
- Bonaventura, M., 173, 184
- Borgatta, E. F., 32, 56
- Bowlby, J., 39, 56
- Bradway, K., 179, 188
- Brannon, C., 57, 315
- Brasillach, R., 219, 222
- Braunstein, P., 177, 185, 198, 203
- Breer, P. E., 24, 56
- Breitrose, H. S., 59
- Broadbent, D. E., 21, 54, 56
- Brodey, W., 265, 276
- Brody, M. W., 181, 184
- Brosin, H. W., 99
- Brown, M., 52
- Brown, R., 136, 137, 145
- Bruner, J., 276, 288
- Brunot, F., 104, 114, 127
- Bunker, D., 50, 56
- Burle, K., 198, 202
- Burns, T., 28, 56, 335, 346
- Burt, H. E., 375, 405
- Byrne, Sister St G., 104, 105, 106,
127

- Canter, G. J., 197, 202
 Cantril, H., 173, 174, 175, 176, 184,
 198, 199, 202
 Carment, D., 24, 56
 Carroll, J., 85, 88, 99
 Catford, J. C., 191, 202
 Cervin, V. B., 24, 56
 Chapin, F. S., 299
 Chapple, E. D., 23, 24, 31, 32, 33, 35,
 53, 56, 88, 329, 346
 Chapple, M. F., 56
 Charney, E. J., 235, 245
 Chatelain, É., 105, 127
 Chin P'ing Mei, 213
 Cioffi, F., 51, 55
 Cohen, A., 174, 177, 184, 198, 202
 Condon, W., 43, 57
 Conklin, H. C., 136, 145
 Cook, M., 55
 Cooley, C. H., 352, 363
 Coon, C. S., 23, 24, 56
 Cooper, F. S., 200, 202
 Corsini, R. J., 49, 57
 Crawford, C. C., 157, 171
 Critchley, M., 222, 223
 Cronin, M., 118, 119, 127
 Crossman, E. R. F. W., 20, 49, 57
 Crystal, D., 36, 57, 68, 69

 Dale, H. E., 322, 346
 Danehy, J. J., 36, 61, 68, 69, 182, 187
 Daniels, A., 221, 223
 Darwin, C., 83, 84, 99, 207, 223
 Davitz, J. R., 36, 53, 57, 179, 184
 Davitz, L. J., 179, 184
 Dean, J., 25, 27, 39, 55
 Deutsch, F., 222, 223, 235, 245
 Deutsch, H., 54, 57
 Devereux, G., 85, 99
 Devereux, W. B., 104, 127
 Devine, K. D., 197, 202
 DeVore, I., 39, 57
 Dibner, A. S., 181, 184
 Diehl, D. F., 198, 202
 Diez, F., 104, 127
 Dittman, A. T., 36, 42, 57, 91, 182, 185

 Donald, G., 32, 56
 Dorner, A., 250, 271
 Dreher, J. J., 179, 184
 Duncan, M. H., 177, 185
 Dunham, R. M., 61
 Dunlop, K. A., 85, 99
 Durkheim, E., 392, 405
 Dusenbury, D., 178, 185

 Eachus, H. T., 49, 58
 Efron, D., 84, 85, 99
 Einstein, A., 228, 245
 Eisenberg, P., 175, 185, 198, 199,
 202
 Ekman, P., 43, 57
 Eldred, S. H., 36, 57, 182, 185
 Eliason, N. E., 140, 145
 Ellwood, T., 116, 127
 Elworthy, F. T., 39, 57
 English, O. S., 246
 Erikson, E. H., 44, 45, 57
 Ervin-Tripp, S., 36, 57
 Estrich, R. M., 115, 127
 Everstine, L., 49, 57
 Exline, R. V., 37, 38, 39, 40, 57, 302,
 303, 305, 307, 308, 315
 Eysenck, H. J., 120, 127

 Fairbanks, G., 180, 185, 190, 202
 Farnsworth, R., 116, 127
 Fay, P. B., 104, 126, 127
 Fay, P. J., 173, 174, 175, 181, 185, 196,
 198, 199, 202, 203
 Feldman, S., 222, 223, 303, 315
 Fenichel, O., 358, 363
 Ferguson, C., 35, 36, 57
 Fiedler, F. E., 51, 52, 57
 Fletcher, H., 176, 182, 185
 Flugel, J. C., 222, 223
 Fox, G., 116, 127
 Frake, C., 253, 271
 Frank, L. K., 30, 58
 French, N. R., 174, 176, 182, 185
 Froeschels, E., 198, 203
 Fromm, E., 252, 271
 Fukumura, T., 182, 187

- Galanter, E., 61
 Gallwey, M., 59
 Gardner, G., 51, 55, 58
 Garfinkel, H., 47, 58, 378, 405
 Garvin, P., 190, 203
 Gassner, J., 129, 145
 Gedike, F., 104, 105, 115, 127
 Gibson, J. J., 37, 58, 250, 260, 261, 272, 276, 280, 288, 308, 315
 Gilman, A., 137, 145
 Gleason, H. A., 31, 58, 231, 245
 Goffman, E., 19, 20, 23, 24, 25, 29, 37, 44, 45, 47, 58, 227, 245, 246, 249, 251, 272, 299, 302, 303, 307, 315, 329, 339, 346, 352, 363, 375, 376, 388, 393, 396, 397, 405
 Goldfarb, W., 177, 185, 198, 203
 Goldfinger, E., 249, 272
 Goldman-Eisler, F., 31, 32, 36, 58, 181, 185
 Goodenough, W. H., 248, 253, 272
 Goodrich, D. W., 32, 62
 Gorer, G., 210, 212, 223
 Gough, H. G., 48, 58
 Grand, C., 104, 105, 106, 110, 124, 127
 Graves, R., 172, 186
 Gray, D., 38, 57, 302, 305, 308, 315
 Gray, P. H., 302, 315
 Green, H. C., 187
 Greenson, R., 358, 363
 Grimm, J., 104, 127
 Gross, E., 46, 58
 Grosser, M., 250, 272
 Gumpert, P., 57, 315
 Gumperz, J. J., 375, 405
 Guttman, L., 121, 127
 Guze, S. B., 33, 58, 63
 Haddon, A. C., 211, 223
 Haines, D. B., 49, 58
 Hall, E. T., 26, 27, 28, 29, 30, 58, 67, 69, 247, 248, 252, 253, 260, 267, 268, 272, 288, 289, 299, 300, 305, 315
 Hamblin, R. K., 52, 58
 Hampe, W. W., 246
 Hanawalt, N., 186
 Hardyck, C. R., 29, 43, 61
 Hare, A. P., 29, 58, 289, 299
 Hargreaves, W. A., 183, 186
 Harris, R. E., 176, 186
 Harris, Z., 88, 99
 Harrison, G. B., 104, 127
 Hayes, F. C., 222, 223
 Haythorn, W., 52, 58
 Hazard, J., 29, 58, 268, 272
 Hearn, L. K., 210, 223
 Hediger, H., 28, 58, 250, 257, 272, 277-8, 282, 288, 306, 315
 Heinicke, C., 24, 59
 Henry, J., 69
 Herman, S. N., 36, 59
 Herzog, H., 162, 171, 173, 186
 Hess, E. H., 39, 59, 304, 315
 Hewes, G. W., 29, 59, 235, 246, 253, 272
 Hill, A. A., 90
 Hirsh, E., 60
 Hitchcock, R., 211, 223
 Hoaglin, L. W., 180, 185
 Hockett, C. F., 36, 61, 68, 69, 91, 99, 182, 187, 231, 246, 254, 267, 269, 272
 Hoffman, P., 218, 223
 Holcombe, C., 335, 346
 Hollien, H., 200, 203
 Hollis, A. C., 212, 213, 223
 Holt, E. B., 207, 210, 223
 Homans, G. C., 24, 59, 132, 145
 Honigmann, I., 60
 Honikman, B., 190, 203
 Hook, L. H., 289, 300
 Horowitz, A., 180, 187
 Horsfall, A. B., 329, 346
 Hose, C., 211, 223
 Hsien Chin Hu, 319, 346
 Hutt, C., 28, 40, 53, 54, 59, 302, 315
 Hutt, S. J., 59
 Hymes, D., 249, 269, 272, 375, 404, 405
 Jaffe, J., 34, 59
 Jardine, D., 104, 125, 126, 127
 Jay, P., 28, 59

- Jeeker, J. D., 50, 59
 Jeffreys, M. D. W., 332, 346
 Jennings, H. S., 24, 59
 Jespersion, O., 104, 115, 124, 127
 John, V. P., 35, 62
 Johnson, C., 326, 346
 Johnston, O. M., 104, 127
 Jones, E. E., 21, 26, 59
 Jones, H. E., 176, 177, 186
 Joos, N., 26, 35, 59, 254, 266, 269, 272,
 284, 285, 286, 287, 288
 Jourard, S. M., 30, 46, 47, 59, 135, 145
 Joyce, T. A., 212, 224

 Kahn, M. C., 214, 223
 Kanfer, F. H., 34, 35, 59
 Kaplan, H. M., 194, 203
 Kauffman, P. E., 182-3, 187
 Kay, H., 21, 55
 Kelley, H. H., 24, 62
 Kempf, E. J., 220
 Kendon, A., 14, 32, 33, 34, 37, 38, 40,
 41, 59, 302, 315
 Kennedy, A. G., 104, 105, 115, 127
 Kilpatrick, F. P., 247, 250, 272, 276, 288
 Kirton, M., 49, 51, 55
 Kline, N. S., 56
 Klineberg, O., 85, 99, 208, 210, 213, 223
 Klubeck, S., 29, 56, 289, 299
 Knapp, P., 235
 Knowler, F. H., 178, 185, 186
 Kopp, G. A., 187
 Kramer, E., 36, 59, 173, 184, 186
 Krasner, L., 304, 315
 Krause, M. S., 181, 184, 186
 Kretschmer, E., 173, 174, 186
 Krout, M. H., 85, 99

 La Barre, W., 14, 85, 99, 216, 223, 235,
 246
 Ladefoged, P., 190, 200, 203
 Laing, R. D., 40, 59, 303, 315
 Lalljee, M., 49, 55
 La Meri, 222, 223
 Landis, M. H., 375, 405,
 Landor, A. H. S., 208, 211, 223

 Lasakow, P., 135, 145
 Lashley, K. S., 23, 30, 59
 Latané, J., 55
 Latourette, K. S., 326, 346
 Laver, J., 12, 14, 200, 203
 Lee, D., 59
 Le Grand Y., 260, 272
 Leik, R. K., 32, 59
 Lennard, H. L., 24, 34, 59
 Levin, H., 47, 59
 Licklider, J. C. R., 176, 182, 186
 Lindemann, E., 32, 56
 Lippitt, R., 50, 59
 Little, K. B., 27, 59
 Littré, É., 110, 127
 Livant, W. P., 29, 56
 Lombard, G. C. F., 46, 60
 Lorge, I., 177, 185, 198, 203
 Lott, A. J., 24, 60
 Lott, B. E., 24, 60
 Lowie, R. H., 213, 223
 Lubbock, J., 213, 223
 Luchsinger, R., 194, 197, 203
 Lundy, B. W., 33, 60
 Lundy, R. M., 21, 60
 Lynch, K., 250, 272
 Lyons, J., 11, 15

 McBride, G., 298, 300
 McCallum, J. R., 197, 203
 McClure, J., 63
 Maccoby, H., 59
 McDavid, J., 53, 60
 MacDougall, W., 211, 223
 Macgowan, J., 319, 346
 McGregor, D., 51, 60
 MacGregor, F. C., 85, 100
 Machotka, P., 28, 29, 43, 60
 McKelvey, D. P., 173, 186
 Maclay, H., 36, 60
 McPhail, P., 51, 60
 McPherson, M. W., 186
 McQuown, N., 91, 99, 182, 186, 254,
 272
 Mahl, G. F., 37, 60, 181, 186
 Maier, A. A., 49, 60

- Maier, N. R. F., 49, 52, 60
 Malinowski, B., 35, 60, 147, 152
 Mallory, E. B., 175, 186, 198, 203
 Mandelbaum, D. G., 86, 87, 88
 Marler, P., 298, 300
 Maslow, A. H., 45, 60, 175, 186
 Matarazzo, J. D., 31, 32, 33, 34, 35, 53, 59, 60, 61
 Mather, V. G., 220, 223
 Mauss, M., 319, 346
 Mead, M., 84, 85, 99, 100, 328, 346
 Mehrabian, A., 38, 63
 Mensch, I. N., 33, 58
 Meyer-Lübke, W., 104, 127
 Michael, W., 157, 171
 Middleton, W. C., 173, 174, 175, 181, 185, 196, 198, 199, 202, 203
 Miklowitz, A., 56
 Miles, C. G., 24, 56
 Miller, D. R., 44, 45, 61
 Miller, G. A., 30, 61, 176, 182, 186
 Miller, N. E., 25, 39, 61, 304, 316
 Miller, V. B., 175, 186, 198, 203
 Mills, T. M., 405
 Mishler, E. Y., 376, 405
 Moerman, M., 375, 382, 405
 Mohanna, A. I., 49, 61
 Monrad-Krohn, G. H., 174, 186
 Moore, W. E., 175, 187, 198, 203
 Moscovici, S., 36, 61
 Moses, P. J., 176, 177-8, 187, 196, 198
 Moskowitz, E. W., 177, 187
 Muller, H. F., 105, 127
 Murphy, G., 85, 100
 Myerson, M. C., 197, 203
 Mysack, E. D., 196, 203

 Newcomb, T. M., 24, 61
 Newman, S. S., 220, 223
 Nielsen, G., 37, 61, 302, 316
 Northway, M. L., 24, 61

 Oakeshott, M., 375, 405
 Ochai, Y., 182, 187
 Ogden, C. K., 146, 149, 152
 Ogston, W. D., 43, 57

 Osgood, C. E., 36, 43, 60, 61, 85, 88, 100, 142, 145
 Osmond, H., 272
 Ostwald, P. F., 52, 61, 175, 177, 187
 Ownsted, C., 40, 53, 59, 302, 315

 Paivio, A., 47, 59, 61
 Palmer, J. M., 197, 203
 Parsons, T., 133, 145
 Paul, J. E., 187
 Pear, T. H., 155-6, 171, 172, 173, 175, 187, 198, 203, 222, 223
 Perdiguier, A., 120, 127
 Perelló, J., 197, 203
 Perelman, C., 396, 405
 Perkins, J., 211, 223
 Pfaff, P. H., 179, 187
 Phillips, J. S., 59
 Pick, A. D., 37, 58, 308, 315
 Pike, K. L., 35, 61, 90, 100, 227, 246
 Pilisuk, M., 181, 186
 Pittenger, R. E., 36, 61, 68, 69, 91, 92, 100, 182, 187
 Plon, M., 36, 61
 Pollack, I., 43, 62, 180, 187
 Pope, B., 34, 35, 61, 62
 Potter, R. J., 26, 63, 375, 405
 Potter, R. K., 187
 Potter, S., 46, 61
 Pribram, K. H., 30, 61
 Price, D. B., 36, 57, 182, 185
 Priestly, J. B., 375, 405
 Pronovost, W., 180, 185
 Punt, N. A., 197, 203

 Quinn, A. H., 132, 145
 Quirk, R., 36, 57, 68, 69

 Radcliffe-Brown, A. R., 211, 223
 Ramm, J., 177, 187
 Revill, P. M., 68, 69
 Rice, F., 285
 Richards, I. A., 146, 149, 152
 Rickman, J., 358, 363
 Riemer, M. D., 40, 61, 302, 315
 Rose, E. D., 59

- Roseborough, M. E., 405
 Rosenbaum, M. E., 21, 61
 Rosenberg, M., 45, 61
 Rubenstein, H., 180, 187
 Ruesch, J., 85, 100

 Sacks, H., 381, 385, 388, 390, 404, 405
 Salinger, J. D., 358, 363
 Sanford, F. H., 184, 187
 Sapir, E., 35, 61, 84, 85-90, 97, 100,
 156, 157, 171, 175, 187, 198, 203,
 209, 252
 Sarbin, T. R., 29, 43, 61
 Saslow, G., 31, 32, 33, 34, 53, 59, 60,
 61, 62
 Saunders, J. C., 56
 Schefflen, A. E., 29, 30, 31, 41, 42, 62,
 66, 67, 70, 229, 230, 246
 Schegloff, E. A., 374, 378, 403, 405
 Scheutz, A., 303, 316
 Schilder, P., 222, 223
 Schliebitz, V., 104, 105, 106, 107, 124,
 127
 Schlosberg, H., 43, 62
 Schnieder, D. M., 132, 145
 Schroder, H. M., 53
 Schuette, D., 38, 57, 302, 305, 308, 315
 Schulze, G., 37, 60
 Schuman, E. A., 121, 127
 Schutz, W. C., 24, 62
 Sebeok, T. A., 85, 88, 100, 268, 269,
 272
 Secord, P. F., 45, 62
 Shakow, D., 177, 187
 Shaw, M. C., 49, 57
 Sheldon, W. H., 220, 224
 Shirokogoreff, S. M., 214, 224
 Sidney, C., 52, 62
 Siegman, A. W., 34, 35, 61, 62
 Silverberg, W. V., 126, 127
 Simmel, G., 301, 316, 327
 Simon, H. A., 24, 62
 Simpson, A., 216, 224
 Skeat, W. W., 208, 224
 Skinner, E. R., 178, 187
 Smith, A. H., 319, 321, 327, 346
 Smith, H. L., 36, 61, 66, 70, 90, 91 92,
 100, 182, 187
 Smith, T., 49, 51, 55
 Solemn, A. R., 49, 60
 Sommer, R., 27, 28, 29, 37, 62, 289,
 300, 305, 316
 Sonninen, A., 197, 203
 Sorensen, O., 51, 62
 Soskin, W. F., 35, 62, 177, 178, 182,
 183, 187
 Sperber, H., 115, 127
 Spitz, R. A., 302, 316
 Stagner, R., 44, 62, 175, 187
 Starkweather, J. A., 174, 176, 183, 184,
 186, 187, 188, 198, 199, 203
 Steig, W., 220
 Stein, M., 32, 60, 62
 Stein, S., 48, 63
 Steinberg, J. C., 174, 176, 182, 185
 Steiner, I. D., 21, 62
 Steinzor, B., 29, 62, 289, 300, 305, 316,
 376, 405
 Stephen, F. F., 376, 405
 Stidston, R. O., 104, 105, 127
 Stock, D., 50, 62
 Stone, C. P., 46, 58
 Stouffer, S. A., 121, 127
 Strodtbeck, F. L., 289, 300, 405
 Sudnow, D., 400
 Sullivan, H. S., 172, 177, 188, 220, 252,
 272
 Sumby, W. H., 43, 62

 Tannenbaum, P. H., 142, 145
 Tarncaud, J., 194, 203
 Taylor, H. C., 176, 188, 198, 203
 Terman, L. M., 174, 188
 Tharp, R. G., 23, 62
 Thibaut, J. W., 21, 24, 26, 57, 59, 62,
 315
 Thiel, P., 249, 273, 275, 288
 Thompson, C. W., 179, 188
 Thoreau, H. D., 274-5, 288
 Thorndike, R. K., 48, 63
 Thurstone, L. L., 176, 188
 Thurstone, T. G., 176, 188

- Toby, J., 334, 346
 Tomkins, S. S., 37, 39, 63
 Torday, E., 212, 224
 Trager, G. L., 36, 63, 66, 68, 70, 89, 90,
 91, 99, 100, 182, 188, 253, 272, 287,
 288
 Triandis, H. C., 24, 63
 Tuason, V. B., 33, 63
 Turnbull, J., 211, 224
 Tyler, L., 173, 175, 188
 Ullman, S., 11, 15
 Vaillant, G. C., 215, 224
 Vaizey, M. J., 28, 59
 Vernon, P. E., 162, 168, 171, 174, 184,
 222
 Voas, R. B., 61
 von Laban, R., 222, 224
 Wallace, A., 253, 273
 Watson, J., 26, 63, 375, 405
 Webster, D., 222, 224
 Weinreich, U., 248, 273
 Weisbrod, R. M., 38, 63
 Weitman, M., 60
 Welford, A. T., 20, 21, 22, 25, 30, 54,
 63
 Wells, R., 89, 90
 Wendahl, R. W., 200, 203
 Whiffen, T., 211, 216, 218, 220, 224
 White, R., 198, 202
 White, T. H., 286, 288
 Whorf, B. L., 88, 252
 Whyte, W. H., 289, 300
 Wiens, A. N., 33, 34, 60, 61
 Wigdor, B. T., 24, 61
 Wilmer, H. A., 289, 300
 Winer, M., 38, 63
 Winters, L. C., 37, 38, 40, 57, 302, 305,
 315
 Wolff, K. H., 327, 346
 Wolff, P. H., 39, 63, 302, 316
 Wolff, W., 162, 171, 176, 188
 Wood, L. A., 56
 Wright, H. F., 26, 55, 130, 145, 250,
 271
 Wynne, L. C., 36, 57, 91, 182, 185
 Wynne-Edwards, V. C., 28, 63
 Yang, M. C., 319, 346
 Yule, G. U., 159, 171
 Zalowitz, E., 175, 185, 198, 199, 202
 Zerff, W., 196, 203

Subject Index

- Abyssinians, 208
Act-rate, 32-3
Activity modifiers, 94-7
Address-terms, 101, 103-26, 128-45,
383-4, 387
Addressee, 103-26, 128-45
'Ademanes', 221-2
Aethiopic, 116
Affective information 37, 43, 53, 68-9,
72, 83, 97, 172-84, 201, 207-22, 242,
373 *see also* Emotive meaning
Affiliation, 39, 301-15
Afrikaans, 116, 117
Age, 97, 133, 155, 160, 162, 167, 170,
172-3, 196, 226, 256
Ainu, 208, 211
Alienation, 251, 317, 347-63
Amazonians, 210, 218
Andaman Islanders, 211
Anger, 68, 124, 181, 266
Anxiety, 34, 39, 47-8, 52, 181, 251,
304-5, 312
Approach-avoidance conflict, 47,
304-5
Arabic, 116, 247, 251, 260-61, 264-6,
276-7, 279, 287-8
'Area markers', 42
Argentinians, 221-2
Armenian, 276
Arousal, 39-40, 53, 197, 304, 314
Ashkenazim, 218
Autism, 28, 40, 53, 222, 235, 243
Aztec, 215

Bali, 219
Basuto, 213
Bengali, 208, 213
Biological physical information, 12-14,
153, 196-7, 199-200
Body movements 17, 19, 30, 41-4, 55,
65-6, 93-4, 99, 225-45, 384, 388 *see*
also Gesture
Body orientation, 11, 13, 19, 25-30, 54,
66, 205, 225-45, 289, 99
Body semantics, 67 *see also* Posture
'Bookending', 238
Bororo, 220
Bushman, 216

Cheyenne, 215
Chindi, 268
Chinese, 213, 215-19, 252, 319, 321,
327, 335
Chukchee, 214
Cognitive information, 11, 13, 101 *see*
also Referential meaning
Comanche, 215
'Complementarity', 240
Copper Eskimo, 210

Dakota, 69
Depression, 32, 53, 220, 222, 235
Distance, 25-7, 30, 247-71, 274-88,
292, 294-9, 301-15 *see also* Proximity
Djuka, 214
Dobuan, 210
Dutch, 276
Dyaks, 208
Dynamic features, 25, 30-44, 54

Effector processes, 22
Egyptian, 116
Elaborated code, 35
Embarrassment, 46-8, 213, 321, 324,
333, 344, 356-9, 361
Emotive meaning, 18, 69, 149 *see also*
Affective information
Equilibrium, 24-5, 39, 228, 301, 304-6,
312-15, 341, 346
Eskimo, 214

- Evil eye, 39
- Exhibitionism, 47
- Extralinguistic features, 12-14, 17, 153
- Eye-contact, 11, 13-14, 25-7, 30, 37-44, 48, 55, 67, 205, 260, 281, 287, 289, 291, 294, 298-9, 301-15, 317 *see also* Gaze, Vision
- 'Face', 317, 319-46
- Facial expression, 11-14, 19, 30, 39, 41-4, 53, 55, 67, 69, 84, 213-14, 286, 302
- Fear, 68, 179
- Feedback, 20, 48-50, 54, 277, 301, 314, 357, 366, 371
- Fijians, 213
- Focused interaction, 19, 25, 29, 360-62
- Formality, 36
- French, 77, 103, 104, 107, 110, 111, 113, 114, 115, 116, 117, 119, 120, 121, 124, 126, 249, 275-6
- Friendly Islanders, 213
- Games theory, 24
- Gaze, 19, 37-44, 53, 260-61, 269, 302-3, 307-9, 312-13 *see also* Eye-contact, Vision
- German, 103, 104, 107, 111, 113, 114, 117, 119, 126, 139, 276
- Gesture, 11-13, 20, 46, 66-7, 73-5, 84, 93, 205, 207-22, 229, 286, 317, 339, 360, 366, 387, 397 *see also* Body movements
- Greek, 116, 250-61, 276-7
- Gujerati, 116, 117
- Hununóo, 136
- Hebrew, 116
- Hesitancy, 21, 34, 40 *see also* Hesitation, Speech continuity
- Hesitation, 36-7, 42, 302
- Hindi, 116, 117, 219
- Hottentot, 216
- Hypomania, 235
- Hysteria, 45, 52-3, 220, 235
- Idiokinesic system, 94
- Indexical information, 11-14, 17, 74, 101, 153, 189, 191, 196-202, 205, 317
- Insecurity, 45
- Intelligence, 24, 174
- Interaction management, 12-14, 67, 205, 225-45, 301-15, 317, 374-405 *see also* Temporal structure of interaction
- Interjections, 67, 69
- Intimacy, 23, 27, 39, 101, 107, 132-44, 251, 264, 266, 283-5, 295, 297, 304-5, 307, 312-13, 378
- Intonation, 12, 14, 31, 69, 76-8, 86, 89-90, 156, 174, 182, 220, 231, 248, 384, 400
- Involvement, 20, 251, 281, 317, 347-63
- Italian, 77, 103, 104, 105, 106, 107, 110, 111, 113, 114, 116, 117, 119, 124
- Japanese, 36, 77, 92, 138, 210, 213-15, 217, 267, 279
- Kachins, 218
- Kaingang, 69
- Kayan, 211
- Kinemorphic, 93-5
- Kines, 93-5
- Kinesics, 17, 42-3, 66, 85, 88, 93-8, 230, 232, 236-7, 252, 254
- Kinic, 94
- Kiowa, 209, 212
- Kissing, 211, 213-14, 216, 221
- Korean, 215
- Kru, 216
- Kurds, 211
- Larynx, 73-4, 190-93, 196, 199
- Linguistic style, 30-31, 79-90, 87, 94, 266, 285
- Latin, 105, 116, 119, 217
- Loudness, 30, 35-6, 43, 156, 175, 192, 195, 253, 263-5, 270-71 *see also* Voice intensity, Voice level

- Malayan, 214
 Manchu, 214
 Mania, 53, 220, 222, 235
 Maori, 208, 213
 Masai, 213
 Maya, 213, 215
 Medical state, 97, 196-7
 Melanesian, 150, 210
 Menomini, 214
 Mental illness, 17, 48, 50, 52-5, 220
 'Metacommunication', 341
 Metalinguistic, 66
 Microkinesic, 93
 Middle English, 105
 Moslem, 208
 Motion qualifiers, 94-5

 Navaho, 216, 260-61, 268
 Neurosis, 34, 177, 222
 Non-verbal features, 12-13, 64-5, 153,
 172-3, 176, 178, 181-2, 229, 319, 360
 Non-vocal features, 12-13, 205, 207-22,
 225-45, 247-71, 274-88, 289-99,
 301-15, 317

 Old French, 105
 Olfaction, 26, 30, 251, 253-4, 263-4,
 268, 270-71, 278-9, 282, 284, 288,
 299

 Palaungs, 218
 Papuan, 210
 'Paracommunication', 287
 Parakinesic, 93-7
 Paralanguage, 13, 64-9, 85, 90, 182,
 254
 Paralinguistic features, 12-14, 17-18,
 64-9, 89, 95, 182, 205, 287, 303
 Paranoia, 45, 53-4, 220, 222, 235
 Pawnee, 215
 Personality, 71-81, 85-8, 90, 93-5,
 97, 155-71, 173, 175-8, 184, 198-201,
 237, 252
 Phases of interaction, 14, 101, 227,
 330
 Phatic communion, 101, 151-2

 Phonation type, 191-3 *see also*
 Register
 Phonetic symbolism, 79
 Physical contact, 11, 13, 26, 29-30,
 249-51, 253, 256-9, 269-71, 277-8,
 282, 285, 287-8, 299
 Pitch height, 91-2
 Pitch range, 76, 156, 175, 177-8, 180,
 190-92, 195 *see also* Tessitura
 Plains Indian, 215, 217-18
 'Points' 31, 41, 230-33, 244
 Polynesian, 210, 214, 219
 Portuguese, 105
 'Positions', 31, 41, 230, 232, 234, 245
 Posture, 11-14, 19, 25-7, 29-31, 41-3,
 53-4, 65-7, 69, 205, 220, 225-45,
 253-5, 270-71, 317, 322
 Power-semantic, 105-7, 109, 114,
 124
 'Presentation', 31, 230, 234
 Proxemic, 67, 247-71, 274-88
 Proximity, 11, 13, 19, 27, 39, 67, 205,
 239, 243, 247-71, 274-88, 304, 307,
 313, 315 *see also* Distance
 Psycholinguistics, 88, 94
 Psychological information, 12-14,
 71-81, 101, 153, 196-201, 205
 Psychopathy, 52, 54
 Psychosis, 236

 Referential meaning, 18, 68-9, 78, 90,
 93, 149, 152, 178, 383 *see also*
 Cognitive information
 Register, 68 *see also* Phonation type
 Restricted code, 35
 Role, 12-13, 23, 29, 35, 45, 49, 97, 330,
 334, 358, 360
 Russians, 218, 279

 Scalogram Analysis, 121
 Schizophrenia, 34, 52-4, 177, 220, 243,
 299, 309
 Schlosberg's Oval, 43
 Self-consciousness, 47, 251, 351-3,
 361
 Self-image, 19, 45-6, 319, 322, 341

- Semang, 208
- Sensorimotor skills, 19–20, 55
- Sephardic Jews, 218
- Set quality, 94
- Sex, 39, 46, 97, 155–6, 162, 172, 196–7, 238, 251, 253–7, 270–71, 292–3, 296, 301, 309, 311–14
- Shans, 218
- Sicilians, 208
- Sign languages, 67, 217
- Silence, 31–3, 53, 150, 274, 376
- Singhalese, 208, 218
- Smiling, 43–4, 209–10, 302, 304–5
- Social information, 12–14, 73–81, 101, 123, 153, 156, 196, 198–9, 205, 317
- 'Sociofugal', 253, 255–7
- 'Sociopetal', 253, 255–7
- Solidarity-semantic, 107–11, 126
- Spanish, 103, 104, 105, 107, 114, 116, 119, 276, 279
- Speech continuity, 31, 78, 87, 175
see also Hesitancy, Hesitation errors, 47–9, 181
 extent, 91–2 *see also* Speech tempo
 rhythm, 77–8, 87, 156, 178
 tempo, 36, 68, 78, 87, 157, 220, 286 *see also* Speech extent
- Standing features, 25–30, 54
- Status, 27, 29, 101, 118, 128, 132–44, 226, 242, 256, 269, 324, 332, 359
- Stereotypes, 23, 49, 101, 153, 168–70, 173–5, 179–81, 199, 210–11, 217, 219, 232, 278
- Swiss, 276
- Syriack, 116
- T-groups, 49–50
- Tamil, 219
- Tapuya, 214
- Tasmanians, 214
- Temporal structure of interaction, 12, 23, 31–5, 205, 225–45, 301–15, 317, 374–405 *see also* Interaction management
- Tessitura, 68 *see also* Pitch range
- Thermal sense, 26, 30, 251, 253–4, 257, 262–3, 270–71, 274, 278–9, 282, 284
- Toda, 213
- Toltec, 215
- Tone of voice, 13, 20, 36, 68, 176, 248, 268, 338
- Tongans, 213
- Torres Straits, 211
- Translation processes, 20–21
- Unfocused interaction, 360–62
- Verbal features, 12–13, 66, 95, 101, 151, 172–5, 176, 179, 181–3, 219, 319, 387
- Vision, 253, 259–62, 270–71, 276, 278–80, 282–6 *see also* Eye-contact, Gaze
- Vocal characterizers, 91
 features, 12–13, 71–81, 155–71, 172–84, 189–202, 317
 qualifiers, 90–92
 segregates, 91–2
- Vocalizations, 66, 90–92, 182
- Voice dynamics, 68, 76–8, 86, 192
 intensity, 91–2, 157 *see also* Loudness, Voice level
 level, 36, 251, 278, 281, 284–6
see also Loudness, Voice intensity
 quality, 12–13, 52–3, 73–5, 90–91, 153, 175–7, 182, 189–202
- Wichita, 212
- Witoto, 220
- Wolof, 212
- Working consensus, 23
- Yerkes–Dodson principle, 47