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Mapping Self-Presentation through Lenses of Non-Verbal Cues and Body Language; Observational Analysis of Pakistani Society

ABSTRACT

Non-verbal signals or silent language play a significant role in understanding of verbal communication since inception of mankind on this planet. Several factors including gender, age socio-economic background, communication setting and cultural differences influence our non-verbal communication in conspicuous manners. This research paper presents in-depth analysis of non-verbal cues mainly eye contact smile, forward lean of body, touch and play with hair as well as tapping with fingers on surface and arms positions etc. of Pakistani society. The body language of 217 research subjects was measured with the help of covert observational technique. The findings of the study divulge quite interesting practices but different mode of nonverbal behavior among Pakistani males and females as it was observed that males smile more than females

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irrespective of their age group at public places. Similarly Pakistani women of rural background seemed to be less confident, assertive and dominating with blend of shyness in term of body language as compared to urbanized women. On the other side men were found more open, commanding and confident than both type of women. It was also revealed that the ratio of open arm position among males was found greater as compared to females. Due to the social and Islamic cultural constraints, Pakistani women feel comfortable using free arm positions as well as of their bodies movement at in-house premises rather than open or public places. More and above the impact of customs and tradition was clearly seen in the context of posture, eye contacts, arm positions to the body, tapping fingers on the surface. Finally it is sum up conveniently that the gender difference, nature of relationship and location were the strong variables which created conspicuous influences on nonverbal mode of behavior of Pakistanis.

Keywords: Self presentations, body language, eye contact, nonverbal behavior, gender differences, arm positions, smiling, covert observation, Pakistani society, gestures and facial expression.