

Notes from Class Discussion on Nonverbal channels and flirting behavior

Body Movement/Posture

- Closed vs. open positioning of the body
- Postural echo/Mirroring – adopting a similar posture as a sign of affinity
- Leaning forward/leaning in (attentiveness, access, liking)
- Head tilt; exposing neck; showing wrists/hands (males); lips (females)
- Male posture - squaring of shoulders, hands in pocket, one hand above head when leaning (behaviors designed to look taller, stronger)
- Female posture – Arching back to display breasts, crossing legs, knees into body, shaking/swaying hips/butt (behaviors designed to show off assets and also appear feminine/demure/sexy)

Gestures – emblems, illustrators, regulators, adaptors

- To maintain interest/signal animation with conversation, and/or maintain flow of conversation

Eye Contact

- Batting eyelashes
- Extended (2-second) eye contact
- Sequence of glances

Facial Expressions

- “Eyebrow” flash – raising eyebrows in a quick movement to make contact/take notice
- Smiling
- Expressive and animated

Vocal Cues

- Rising intonation/lifting intonation
- Backchannel cues to indicate interest and facilitate turn-taking

Personal Space

- Increased closeness indicate of increased interest
- Barrier signals received if personal space violated (folding arms, knee crossing, “closed” posture)

Touch

- Appropriate touch can enhance relationship; inappropriate can be interpreted as intimidating or threatening and can ruin chances to develop the relationship
- Arm pats or back pats are considered “safer” zones for initial touching as flirting
- Touch can express interest and reciprocal touch can express support/attentiveness.
- Repeated touch and waiting for reciprocation indicative of a strategy for confirming mutual interest