

1.12 Eye Communication

Aim

- To stress the importance of the eye in communication

Materials Required

- Pen and Paper

Procedure

- Call in a qualified psychologist to give a talk on interpreting eye movements. After the talk, give your input and remember not to repeat what has already been discussed by the guest speaker. You can however emphasise it.

Input

- The study of eye movements and position is called oculusics.
- Some ways we make eye contact are: we stare, glower, peep, pierce, glance, watch, gaze and scan; and we do it directly or indirectly, provocatively or furtively, confidently or nervously.
- Emphasize the importance of eye contact for effective communication in all situations of physical proximity. E.g. interpersonal communication such as between a prospective employee and a boss, group communication such as during a class discussion, speech delivery such as during a pitching exercise.
- Allan Pease, the famous writer and scholar, in his book *Body Language* says that a triangle can be formed on the head by joining the two pupils and the point between the eyebrows. While talking with a person, if you keep your gaze directed at Pease's triangle, you create a serious atmosphere and the other person senses that you mean business. He has termed this as the 'Business Gaze'.
- When your gaze drops below the other man's eye level, a social atmosphere is created. When your gaze moves across the two eyes and the chin to other parts of the person's body-to the chest or breasts to crotch, it is termed as the intimate gaze, basically used to show interest in the other. This gaze is, of course, for courtship when the encounter is between a man and a woman.
- When a person uses the sideways glance, it normally communicates either interest or hostility. When linked with raised eyebrows or a smile, it communicates interest and when combined with turned eyebrows, furrowed brows or the corners of the mouth down turned, it communicates hostility.
- Some persons of the rather irritating type close their eyelids for a second or longer to wipe off the other person from their mind. By doing this, they openly express their disinterest and tell you that they feel bored in your company. When this gesture is combined with the head tilted backwards, the person is trying to make you feel inferior to him.
- Here is some important data:
 - * The act of remembering causes the eyes to move up to the left corner for visual memory and to the right corner for visual construction e.g. imagination. Since all lies are constructions and not what is previously experienced, the eyes go upwards the right corner.
 - * If the eye moves to the left side straight then it is an auditory memory e.g. can you remember the 2002 famous song? And to the right side straight for auditory construction e.g. imagine the roar of a tiger just behind you.
 - * In the case of self-talk when one is in touch with what they feel, the eyes move down left and down right if I am imagining a feeling.
- Eyebrow movements communicate emotions: sorrow, joy, surprise, shock, boredom, etc.
- For a more accurate reading, it is important to take note of eye movements as soon as a question is asked rather than accessing where the eye rests.

Review

1. We make eye contact in various ways such as staring, glowering, peeping, piercing, etc.
2. While talking to a person, if you keep your gaze at Pease's triangle, you create a serious atmosphere.
3. When your gaze drops below the other man's eye level, a social atmosphere is created.

4. A gaze across the two eyes and the chin to other parts of a person's body is termed as an intimate gaze.
5. The act of remembering causes the eyes to move up to the left corner for visual memory and to the right corner for visual construction.
6. For auditory memory, the eye moves to the left side and to the right side for auditory construction.
7. When one is in touch with what he/she feels, the eye moves down left and down right if the person is imagining a feeling.
8. Eye brow movements communicate emotions.

Reflection

Think about pathological liars you have heard about or seen in movies. How do they manage to lie without being detected? Is it possible to have mastery over our eye communication? Try telling a lie to a partner and while doing this, try as much as you possibly can to control your eye movements. Is it possible to lie without your eyes giving you away?

Relevant Skills

Observe a friend's or a teacher's eye movements as they speak, noting down what they are communicating through their eyes.

Resources

BOSCOM-INDIA, 2000. 'SHEPHERDS' FOR AN INFORMATION AGE. Matunga: Tej Prasarini, 2000

References

Sharma, Mohan Vinay. The art of reading Gestures and Postures BODY Language. Matunga: Pustak Mahal

