



శ్రీ వేపచేదు విద్యా పీఠము

VEPACHEDU EDUCATIONAL FOUNDATION

మన సంస్కృతి

Mana Sanskriti (Our Culture)

Chief Editor: Dr. Sreenivasarao Vepachedu, Esq.

Communication

The face is the index of the mind, the eyes are the windows to the soul, and language (English) is our window to the world.

Animals use eye contact to determine intentions, and humans are no different. In a business environment, eye contact and subtle movements are paramount as they express our true emotions and intentions far better than words. It is important to distinguish between what is said and what is heard, as our reactions depend on what we hear, what we understand, rather than what is spoken. Eye contact and the most subtle of expressions are perhaps the most important part of any communication. Of course, learning to control the most obvious emotional indicators is the easy part. The real difficulty comes in controlling (and spotting) our micro-expressions.

Micro-expressions are momentary, and involuntary, facial expressions that people display when hiding an emotion. Micro-expressions are generally grouped into seven universal emotions: anger, disgust, fear, sadness, happiness, surprise, and contempt. They betray us when we lie, revealing emotions that we'd prefer stay hidden. There's a very small percentage of people in the world who can naturally pick up on micro-expressions. Criminal TV shows have been using the idea of using body language, including micro-expressions, to help police solve crimes. http://www.chicagotribune.com/sns-lie_to_me-expressions-gallery,0,2702319.photogallery

Keep in mind, trying to maintain eye contact may backfire if you're trying to convince someone with a different set of customs. Direct eye contact is seen as a sign of disrespect in Eastern cultures, but is expected and any lack thereof is treated with distrust in Western cultures. If you are from a culture that avoids using direct eye contact, you may be taken aback that someone could be so brazen as to look at you straight in the eyes while you are speaking to them, while if you are from a culture where direct eye contact is normal, you may be offended or confused if someone doesn't make eye contact with you during a conversation. Being aware of these cultural norms in advance can facilitate communication by allowing people to accept, adapt, and adjust to each other's cultural communication style.

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Additionally, it's not just the cultural background that matters, context is important too. Generally, the purpose of communication is to grab attention and make your presentation acceptable to the audience. According to a new study published in *Psychological Science* which focuses on a listener's behavior rather than the presenter's, direct eye contact makes skeptical listeners less likely to change their minds on controversial issues. Of course, in a business setting, it's not always about convincing skeptical listeners, and eye contact is still a good practice to maintain.

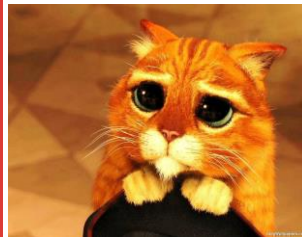
<http://www.executiveplanet.com/index.php?title=India>

In a study recently published in *Infancy*, researchers demonstrated that infants can detect whether a person's emotions are justifiable given a particular context. This proves that babies understand how the meaning of an experience is directly linked to the expressions that follow. <http://scienceblog.com/67297/babies-know-when-youre-faking/#THQt2o8bAU4pq5mf.99>

A new study suggests that, if you want to improve your ability to understand the thoughts, emotions, and motivations of those around you, you should read high-brow literary works instead of popular fiction. What's a high-brow literary work? *War and Peace!* http://www.huffingtonpost.com/2013/10/06/mind-reading-skills-read-literature_n_4044507.html

Large eyes catch the attention. And ladies, like in Bollywood movies, fluttering your eyelashes may devastate the opposite sex.

http://articles.timesofindia.indiatimes.com/2011-06-25/man-woman/28259953_1_eyes-gaze-person



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"Earth provides enough to satisfy every man's needs, but not every man's greed." -
Mahatma Gandhi

Hinduism is a way of life, with diversity of religion, and Indian teachings share the
importance of *seva* (service).

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Om! Asatoma Sadgamaya, Tamasoma Jyotirgamaya, Mrityorma Amritamgamaya,
Om Shantih, Shantih, Shantih!
(Aum! Lead the world from wrong path to the right path, from ignorance to
knowledge, from mortality to immortality, and peace!)

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