

NON VERBAL COMMUNICATION

COMMUNICATIONAL SYMBOLISM

Communicational symbolism is the second emotional language of Analogic Psychology. It offers symbolical access keys to the mental systems that rule the individual.

Communicational symbolism is expressed through:

- a) geometrical signals and gestures that are part of the analogic symbolism;
- b) nouns and adjectives that are part of the logical symbolism;
- c) behaviours (father, mother, oneself) that are part of the behavioural symbolism.

The study of communicational symbolism allows the operator to classify himself and the others in psychological types, acquiring very important information concerning the character, the behaviour and the emotional past. Symbols are first of all actions of non-verbal communication: they are expressed as **gestures** and **touches**.

We all have three symbols in our mental system but each one of us will mainly use one. The symbols we are referring to are: **Bar**, **Circle** and **Triangle**. Each one of them represents a definite behavioural role.

The dominant symbol reflects the type we belong to and allows us to classify individuals according to both emotional and behavioural characteristics. The behavioural style, the propensity to deal with others in a certain way, to play a part, all come from the emotional structure. Each one of us, according to our structure, is particularly emotional to those people using one of these three behaviours. This is why no matter whether we meet hundreds of people only those, who have that particular character that acts on our sensitivity, are really important to us.

Let's analyse in detail the typical behaviours of each symbol.

CIRCLE

IL GESTO



IL TOCCAMENTO



BEHAVIOUR

The self-centred character is expressed with a narcissistic attitude in which the subject puts himself at the centre of attention as a model to be followed: “*I think this*” meaning that you should think in the same way. “*I’d advise you to...*”; “*If I were you...*”.

Whenever he detects a difficulty he tends to find a way out of the problem and he offers it to others but staying generally away from it. He does not help personally, but addresses others towards a possible external solution.

GESTURE

The gesture expressed by the self-centred subject is represented by everything with a circular shape. The most common signal is the ok gesture, with thumb and finger united in a circle.

The touching will be like “pliers”: he presses with his fingertips without enclosing. See the images below:



WORD

“It is important to observe how the foreign market is a *large* channel of development for our company. Our *core* marketing team, while *expanding*, will lead to a whirlwind development. The period of crisis and constraint of international stock exchanges is ending. The *circle* is now *closed*. It will become our strength centre; a bottomless *pit* from which to obtain prosperity.”.

TRIANGLE

IL GESTO



IL TOCCAMENTO



BEHAVIOUR

The behaviour of the triangle subject is maternal and protective. He tends to reassure, to be close to a person with problems in order to try and help to solve difficulties.

Facing a difficulty he tries to solve it directly himself.

The triangle subject has a welcoming and enveloping behaviour, always ready to highlight danger, to underline the problem and the limits of the speaker, protecting him personally.

GESTURE

Enveloping both in gestures and touches. See images below:



WORD

“Our company is ready to *welcome* the opportunities *offered* by the foreign market. The central marketing structure, while *expanding*, will push for a fast and quick growth. The hot situation of the international stock exchanges will have new prospective. While all difficulties are winding up we are *protected* by a very flexible network of people: we have enough warranties not to slide on the *wet*”.

BAR

IL GESTO



IL TOCCAMENTO



BEHAVIOUR

The father model is expressed by an urging, stimulating, scolding or accusing behaviour. It must recall the leading attitude of a father over his child. He notices what goes wrong but does not offer a solution. Very often the Bar subject makes others feel guilty or makes fun of them.

GESTURE

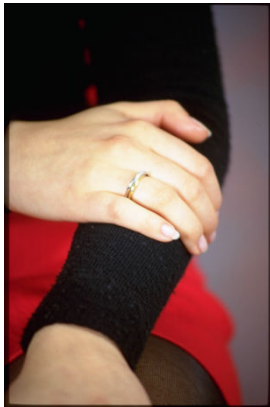
He shows penetrating gestures. He often points his finger at somebody. He underlines the conversation shaking a pen or any other object with a bar shape. The handshake is rigid and strong, without squeezing but paying attention to the penetrating movement in the speaker's hand. See images below:



WORD

“The development programme of our company includes the *penetration* of the international market. There will be an increase of our core marketing team so that it will develop in the short-medium term. The *long* crisis of the international stock exchanges that has just finished will be the *introduction* to a huge change. We will use it as a *lever*. let's realise we have an incredible tool in our hands.”.

Generally speaking, we can say that actually most of the times these symbols are used “in pairs”. It means that often people, expressing their gestures, not only show their own **feeding symbol** (the fixed element of the gesture), that is to say their nature, but also the **penalizing symbol** (the moving element of the gesture), that is to say the type of behaviour linked to the symbol that involves us, allowing us to broadly determine, but not certainly, the correct type of our speaker.
 Hereinafter are some clarifying images:



Feeder: Bar (arm)
 Penalizing: Triangle (hand that envelops)



Feeder: Circle (ashtray)
 Penalizing: Bar (finger)



Feeder: Bar (arm)
 Penalizing: Circle (hand that grabs without enclosing)



Feeder: Bar (tie)
 Penalizing: Circle (hand that grabs without enclosing)



Feeder: Bar (leg)
 Penalizing: Triangle (hand that envelops)