

FOUNDATION YEAR

READING TEST

TITLE: Language of Touch, Space and Artifacts

LEVEL: Medium difficulty

WHAT: Practice Reading Exam including:
Text
Worksheets
Answer Key

WHY: To give practice in multiple choice exam format similar to the Foundation Year Reading Exam

HOW: Read the text and answer the questions.
Check your answers in the Answer Key.
If your answer doesn't match the Answer Key, refer to the script.



PLEASE DO NOT WRITE ON THE PACKAGE

IF ANYTHING MISSING/DAMAGED, PLEASE CONTACT THE LSU STAFF

PRACTICE EXAMINATION - READING TEST

INSTRUCTIONS FOR STUDENTS:

The questions in this section relate to the reading text:

The Language of Touch, Space and Artifacts

There are 6 parts in the reading section of the test:

PART 1: Skim Reading	(20 Marks)
PART 2: Scan Reading	(15 Marks)
PART 3: Vocabulary	(10 Marks)
PART 4: Connectors	(10 Marks)
PART 5: Summarising	(5 Marks)
PART 6: Reference Items	(10 Marks)

Time approximately: 40 minutes

The Language of Touch, Space and Artifacts

- 1 Human communication can occur in different ways, and this capability takes several conscious and unconscious forms. Many tend to assume that the primary means of conveying thoughts to others is through speaking, or reading and writing in a language which is understood by those who wish to convey such ideas and information. **However**, language also relates to other methods which are used in the desire to communicate with others. The language of touch, space, and artifacts is constantly being used without, perhaps, the realization that communication with others is being engaged in.
- 2 Touch communication, which is also referred to as haptics, is perhaps the most primitive form of communication. Developmentally, touch is probably the first sense to be used; even in the womb the child is stimulated by touch. In a very short time, the child learns to communicate a wide variety of meanings through touch. This paper will consider various studies which include five of the major meanings of touch, gender differences, cultural differences, the management of space, and non-verbal communication.
- 3 Touch may communicate positive emotions. This touching occurs mainly between intimates or others who have a relatively close relationship. **Indeed**, Morris (1974, 29) believes that:

Touch is such a powerful signaling system, and it is so closely related to emotional feelings we have for one another that in casual encounters it is kept to a minimum. When the relationship develops, the touching follows along with it.

Among the most important of these positive emotions are support, which indicates nurturing, reassurance, or protection; appreciation, which expresses gratitude; inclusion, which suggests psychological closeness; sexual interest or intent; and affection, which expresses a generalized positive regard for the other person.

- 4 Touch often communicates an intention to play, either affectionately or aggressively. When affection or aggression is communicated in a playful manner, the playfulness deemphasizes the emotion and sends the message that it is not to be taken seriously. Playful touches serve to lighten an **interaction**.

- 5 Touch may also serve to direct the behaviours, attitudes, or feelings of the one who is being touched. Such control may communicate a number of messages. In **compliance**, for example, touching communicates the message to "move over", "hurry", "stay here", and "do it." In attention-getting, touching gains attention, as if to say "look at me" or "look over here."
- 6 Touching to control may also communicate **dominance**. Consider, as Henley suggests in her *Body Politics* (1977,104-5), who would touch whom - say, putting an arm on the other person's shoulder or by putting a hand on the other person's back - in the following dyads: teacher and student, doctor and patient, master and servant, manager and worker, minister and parishioner, police officer and accused, business person and secretary. Most of those brought up in a Western culture would say that the first-named in each dyad would be more likely to touch the second-named than the other way around. In **other words**, it is the higher status individual who is permitted to touch the lower status one.
- 7 Another factor is ritualistic touching which centres on greetings and departures. Shaking hands to say "hello" or "good-bye" is perhaps the closest example of ritualistic touching, but there might also be hugging, kissing, or putting an arm around another's shoulder in meeting or in anticipating an individual's departure.
- 8 Furthermore, task-related touching is associated with the performance of some function; this ranges from moving a speck of dust from another's face to helping an individual out of a car or checking a forehead for a fever.
- 9 However, a great deal of research has been directed at the question of who touches whom where. Most of it has attempted to address two basic questions: (1) Are there gender differences? Do men and women communicate through touch in the same way? Are men and women touched in the same way? (2) Are there cultural differences? Do those from widely different cultures communicate through touch in the same way?
- 10 One of the most famous studies on gender differences was conducted by Jourard (1971), who concerned himself with the amount of touching of various parts of the bodies of male and female American college students by their mothers and fathers, and by friends of both the opposite and same sex. Furthermore, he also produced corresponding data to highlight the experiences of both United States and Japanese college students to determine any possible cross-cultural differences and similarities.
- 11 Jourard reported that touching and being touched differ little between men and women. Men touch and are touched as often and in the same places as women. The major exception to this is the touching behaviour of mothers and fathers. Mothers touch children of both sexes and of all ages a great deal more than do fathers, who in many instances go no further than touching the hands of their children.
- 12 Other studies (Henley, 1977, 131) that have found differences between touching behaviour in men and women seem to indicate that women touch more often than men do. For example, women touch their fathers more than is the case with men. Also, female babies are touched more than male babies. In an investigation of the wish to be held versus the wish to hold, women reported a greater desire to be held than to hold; and although men also report a desire to be held, it is not as **intense** as that of women. **This**, of course, fits in quite neatly with most cultural stereotypes of men being protectors (and therefore indicating a preference for holding) and women being protected (and therefore indicating a preference for being held).
- 13 A great deal more touching is reported among opposite-sex friends than among same-sex friends. Both male and female college students report that they touch and are touched more by their opposite-sex friends than by their same-sex friends. No doubt the strong societal bias against same-sex touching accounts, at least in part, for the greater **prevalence** of opposite-

sex touching that most studies report. However, it could be argued that a great deal of touching goes on among same-sex friends, but goes unreported because many are unaware of touching same-sex friends.

- 14 The Jourard study, replicated ten years later, found support for all Jourard's earlier findings, except that in the latter study both males and females were touched more by opposite-sex friends than in the earlier study.
- 15 In a similar study (Bamlund, 1975), college students in Japan and in the United States were surveyed. The results make a particularly **dramatic** case for cross-cultural differences; students from the United States reported being touched twice as much as did students from Japan. In Japan, there is a strong **taboo** against strangers touching, and the Japanese are therefore especially careful to maintain sufficient distance.
- 16 Another obvious cross-cultural difference is in the Middle East, where same-sex touching in public is extremely common. Men will, for example, walk with their arms on each other's shoulders - a practice that would cause considerable surprise in the United States. Middle Easterners, Latin Americans, and Southern Europeans touch each other while talking a great deal more often than those from "non-contact" cultures - Asia and northern Europe, for example.
- 17 Even such seemingly minor nonverbal differences as these can create difficulties when members of different cultures interact. Northern Europeans or Japanese may be perceived as cold, distant, and uninvolved by southern Europeans, **who** in turn may be perceived as too forceful, even aggressive, and inappropriately intimate.
- 18 Other studies have shown how space is managed, particularly the distances between individuals in interpersonal relationships. Hall (1963, 71) defines proxemics as "the study of how a human being unconsciously structures microspace - the distance between humans in the conduct of their daily transactions, the organization of space in their houses and buildings, and ultimately the layout of their towns." In his analysis of the physical space between individuals in their interpersonal relationships, Hall (1966, 84-89) distinguishes four distances that he feels define the type of relationship permitted. Each of these four distances has a close phase and a far phase, giving a total of eight clearly identifiable distances. These four distances, according to Hall, correspond to the four major types of relationships: intimate, personal, social, and public.
- 19 In intimate distance, ranging from the close phase of actual touching to the far phase of 6 to 18 inches, the presence of the other individual is unmistakable. Each individual experiences the sound, smell, and the feel of the other's breath. The close phase is used for lovemaking and wrestling, for comforting and protecting. In the close phase, the muscles and the skin communicate, while actual **verbalizations** play a minor role. In this close phase, whispering, Hall argues, has the effect of increasing the psychological distance between the two individuals. The far phase allows touching the other by extending the hands. The distance is so close that it is not considered proper for strangers in public, and because of the feeling of inappropriateness and discomfort (at least for some), the eyes seldom meet but remain fixed on some remote object.
- 20 Moreover, according to Hall, each individual carries a type of protective bubble defining personal distance, which maintains protection from being touched by others. In the close phase of personal distance (1 to 2 feet) holding or grasping can still occur, but only by extending the arms. Certain individuals - for example, loved ones, can then be taken into the protective bubble. In the far phase (2 to 4 feet) two individuals can touch each other only if they extend their arms. This far phase is the extent to which it is physically possible to reach things, hence **it** defines in one sense the limits of physical control over others. Even at this distance many of the fine details of an individual can be seen - the grey hairs, tooth stains,

clothing lint, and so on. However, body heat can no longer be detected. At times breath odour may be detected, but generally at this distance **etiquette** demands that breath be directed to some neutral corner so as not to offend (1966, 121-7).

- 21 At this distance normal cologne or perfume cannot be perceived. Thus it has been proposed that cologne has two functions. First, it serves to disguise the body odour or hide it; and second it serves to make clear the limit of the protective bubble around the individual. The bubble, defined by the perfume, signals that entry is not permitted beyond the point at which the wearer's smell can be detected.
- 22 At the social distance, the visual detail experienced at the personal distance is lost. The close phase (4 to 7 feet) is the distance at which impersonal business is conducted, the distance at which interaction at a social gathering occurs. The far phase (7 to 12 feet) is the distance to stand when asked to "Stand away so that I can look at you." At this distance, business transactions have a more formal tone than when conducted in the close phase. In offices of high officials, the desks are positioned so that the individual is assured of at least this distance when dealing with clients. Unlike the intimate distance, where eye contact is awkward, the far phase of the social distance makes eye contact essential - otherwise communication is lost. The voice is generally louder than normal at this level, but shouting or raising the voice has the effect of reducing the social distance to a personal distance. It is at this distance that it is possible to work with others and yet not constantly interact with them. The social distance requires that a certain amount of space be available. In many instances, **however**, such distances are not available; yet it is necessary to keep social distance, psychologically if not physically. In order to achieve **this**, different arrangements with the furniture are attempted. In a small office, for example, colleagues sharing an office might have their desks facing in opposite directions so that each worker may stay separated from the other. Alternatively, they may position their desks against opposite walls so that each will feel psychologically alone in the office, and thus be able to maintain a social rather than a personal distance.
- 23 Furthermore, in the close phase of public distance (12 to 15 feet), an individual seems to be protected by space. At this distance, it is possible to take a defensive action should there be a threat. On a public bus or train, for example, a passenger might keep at least this distance from a drunkard so that should anything happen, they could get away in time. Although at this distance the fine details of the face and eyes are lost, the distance is still close enough to see what is happening in case defensive action needs to be taken.
- 24 At the far phase (more than 25 feet) individuals are seen not as separate individuals but as part of the whole setting. Crowds automatically set approximately 30 feet around public figures who are of considerable importance and this seems to be done whether or not there are guards preventing the public from entering this distance. This far phase is, of course, the distance from which actors perform when on the stage; consequently, their actions and voices have to be somewhat exaggerated.
- 25 In addition, although this paper has concentrated so far on behaviours, it would be a mistake to assume that all nonverbal communication takes place behaviourally. Numerous nonverbal messages are communicated by clothing and other artifacts, such as jewellery, makeup, buttons, and personal possessions such as cars, homes, furniture, and in fact, just about every object with which an individual associates themselves. Associations with an Alfa Romeo, Gucci leather, and cashmere sweaters say something very different from what associations with a Volkswagen, vinyl, and polyester would say. A Rolex and a Timex may both give the correct time, but each communicates a different signal about the wearer. Whatever is worn (or not worn) and what is associated with it (or is not associated with it) will communicate something about the wearer.
- 26 **Impressions** of individuals can be formed on the basis of their clothing. In a study by

Solomon (1986), children from the fourth and sixth grades rated wearers of a variety of jeans and shoes, in such dimensions as popularity, attractiveness, and friendliness. For example, when the children were shown wearers of three brands of jeans - Calvin Klein (designer type, high-priced), Levi Strauss (medium-priced), and Sears Toughskins (inexpensive), the children perceived the Levi Strauss wearers most favourably and the Sears wearers most negatively.

- 27 Finally, a number of theorists have recently pointed out how communication occurs even in gift-giving. One type of gift has been referred to as the Pygmalion gift, **that is**, the gift that seems to be designed to change the receiver into what the giver wants the person to become. The husband who buys his wife a new cookery book may be conveying a message that he would prefer better or another type of food at the table; the wife who buys her husband a weight-lifting machine may well be asking him to take care of his body shape. The parent who repeatedly gives a child books or scientific equipment, such as a microscope, may be asking the child to be a scholar. The problem with some of these gifts is that the underlying motives - the underlying displeasures - may never be talked about and hence never resolved.
- 28 This is not to say that all gifts are motivated by negative aspects of personalities, only to suggest that even in gift-giving there are messages communicated that are often overlooked and that often function below the level of conscious awareness. Such messages, however, may have considerable impact on the receiver, the giver, and the relationship itself (Dullea, 1981, 19).
- 29 In conclusion, this paper has examined various research studies conducted over the years concerning different aspects of communication. It has looked at five functions of touch communication, as well as the differences between men and women and other cultures concerning touch, the way space and distance are managed, and finally non-verbal communication through the use of artifacts. Being aware of personal non-verbal communication methods can be extremely useful when interacting with others, particularly in formal situations or with those from other cultures.

Adapted from Seal, B. (1997), *Academic Encounters: Human Behaviours*, Cambridge: Cambridge University Press.

BIBLIOGRAPHY

Dullea, B.W. (1981) 'Considering Artifactual Language', *New Scientist*, 41. 7, pp 12-16.

Hall, E.T. (1963) *A System for the Notation of Proxemic Behaviour*, O.U.P: New York

Hall, E.T. (1966) 'Relationships in Context' in J.A. DeVito (ed) *The Interpersonal Communication Book (5th edition)*, Harper Collins: New York.

Henley, N. (1977) *Body Politics*, Libra: San Francisco.

Jones, S.J. and Yarborough, E. (1985) 'Haptics as Human Behaviour' in Z. Rubin and E.B. McNeil (eds) *Psychology: Being Human (4th edition)* Harper Collins: New York.

Morris, D. (1974) 'Communicating through Touch' in J.A. DeVito (ed) *The Interpersonal Communication Book (5th edition)*, Harper Collins: New York.

THIS IS THE END OF THE READING TEXT

QUESTIONS

PART 1: SKIM READING (Reading for the main ideas)

(20 marks)

Read the text "The Language of Touch, Space and Artifacts" and answer the following questions.

1. The study of haptics has shown that touching usually occurs
 - a) only when individuals know each other intimately
 - b) for a variety of reasons
 - c) mainly to gain control over another
 - d) because it is the first of the senses used in early childhood
2. Touching practices between genders seem to suggest that
 - a) fathers touch their children as much as mothers
 - b) mothers touch their children more often than fathers
 - c) there are many differences in the touching habits of men and women
 - d) women touch and are touched more often than men
3. Research has shown that
 - a) there are few differences in the way and degree of touching between individuals of diverse cultures
 - b) there are significant variations in touching practices between those from different cultures
 - c) there should not be differences in touching habits between individuals from the same culture
 - d) those from different cultures prefer not to touch each other in order to avoid difficulties that may result
4. Proxemics is a field of study which is mainly concerned with
 - a) how individuals maintain space between themselves and others
 - b) how spaces are constructed between houses, buildings and towns
 - c) different intimate, personal, public, and social touching practices
 - d) why self-protection from others is important
5. The study of artifactual communication seems to show that
 - a) negative feelings towards those who own expensive clothes, cars, and watches are frequently experienced
 - b) nonverbal messages are conveyed through personal possessions
 - c) givers are often criticized because of their gifts
 - d) attempts to impress others by giving expensive gifts such as Alfa Romeo cars, Gucci leatherware, and Rolex watches are often made

PART 2 SCAN READING (Reading for specific information)

(15 marks)

Select the most appropriate multiple choice answer.

6. According to the text, which of the following statements is true?
 - a) Touching may indicate a variety of behaviours such as a desire to play, to dominate, or to perform certain functions
 - b) The basic reason for touching another is to convey a positive emotion between those who are close
 - c) Touching is not a frequently used method of human communication
 - d) Those of a high status are not supposed to touch those of a lower status

7. Henley (1977) reports that
- a) both genders have an equal desire to hold and be held by others
 - b) men prefer to be held than to hold others
 - c) men have a lesser desire to be held than women
 - d) women prefer to be held by men rather than other women
8. Hall (1963) suggests that
- a) verbalization plays a less important role in the intimate distance close phase
 - b) body heat can still be detected in the personal distance far phase
 - c) visual detail is maintained in both social distance phases
 - d) defensive action is not possible in the public distance close phase
9. More formal business transactions usually occur at a distance of
- a) 12 - 15 feet
 - b) 2 - 4 feet
 - c) 7 - 12 feet
 - d) over 25 feet
10. The purpose of a Pygmalion gift is to demonstrate
- a) that the giver wants to change the receiver's personality or lifestyle
 - b) certain negative aspects of the giver's personality or lifestyle
 - c) certain positive aspects of the giver's personality or lifestyle
 - d) that the giver wants to be more intimate with the receiver

PART 3 VOCABULARY

(10 marks)

Select the most appropriate synonym for each of the following words in the text. The words are in bold type in the text.

- | | |
|--------------------------------------|--|
| 11. interaction (paragraph 4) | 16. dramatic (paragraph 15) |
| a) game | a) exaggerated |
| b) argument | b) striking |
| c) exchange | c) theatrical |
| 12. compliance (paragraph 5) | 17. taboo (paragraph 15) |
| a) obedience | a) movement |
| b) resistance | b) religion |
| c) disobedience | c) restriction |
| 13. dominance (paragraph 6) | 18. verbalisations (paragraph 19) |
| a) prominence | a) orations |
| b) status | b) verbs |
| c) strength | c) words |
| 14. intense (paragraph 12) | 19. etiquette (paragraph 20) |
| a) important | a) shyness |
| b) stressful | b) culture |
| c) strong | c) politeness |
| 15. prevalence (paragraph 13) | 20. impressions (paragraph 26) |
| a) control | a) pictures |
| b) frequency | b) opinions |
| c) value | c) perceptions |

Select the most appropriate replacement connector for each of the following connectors (in bold print in the text).

21. **However** (paragraph 1) can best be replaced by:

- a) Yet
- b) Furthermore
- c) Since

22. **Indeed** (paragraph 3) can best be replaced by:

- a) However
- b) As a result
- c) Moreover

23. **In other words** (paragraph 6) can best be replaced by:

- a) For example
- b) That is to say
- c) Nevertheless

24. **however** (paragraph 22) can best be replaced by:

- a) although
- b) therefore
- c) nevertheless

25. **that is** (paragraph 27) can best be replaced by:

- a) for example
- b) or
- c) otherwise

Select the most appropriate summary of paragraphs 25-28 of the text.

26.

- a) Seal explains that although most nonverbal communication occurs through human behaviour patterns, several other methods are used to convey messages. Indeed, many ideas about others are often based on the clothing and artifacts they choose to wear or own. Moreover, according to Seal, there is often a tendency to relate to others through the practice of giving gifts, although sometimes the motives behind such gift-giving practices are sub-conscious, and may not always result in achieving resolutions to the problems existing between the giver and the recipient (1997).
- b) According to Seal, thoughts about the self and others usually relate to the types of clothing and other artifacts different individuals decide to possess and wear. In other words, many things about others can be understood if the way they dress and the watches and cars that they own are observed. Therefore, Seal believes, if there is a desire to become closer to others, gifts should be given to them that are suitable for them and that will please them. This way, family and social relationships will probably improve (1997).
- c) Seal states that the suggestion that human behaviour can be judged just on haptics, gender and cultural differences, and proxemics is definitely wrong. Others can be understood far better by looking at the clothing they wear, the artifacts (such as watches, cars, and homes) they have, and the presents they give to others. However, according to Seal, when gifts are given to family and friends, they are usually given the sort of present that is most suitable for them. In this regard, the Pygmalion gift is typical of the type of gift most individuals choose for others even if it is sometimes given for selfish reasons (1997).

PART 6 REFERENCE**(10 marks)**

Select the most appropriate choice regarding what the following reference words (in bold print in the text) are referring to:

27. **it** (paragraph 9)

- a) the question
- b) touching
- c) research

30. **it** (paragraph 20)

- a) the limit
- b) the extent
- c) the far phase

28. **This** (paragraph 12)

- a) report
- b) men's desire to be held
- c) less intense desire

31. **this** (paragraph 22)

- a) physical social distance
- b) psychological social distance
- c) furniture arrangements

29. **who** (paragraph 17)

- a) Japanese
- b) Southern Europeans
- c) Northern Europeans

ANSWER KEY

PART 1: SKIM READING (Reading for the main ideas)

(20 marks)

1. The study of haptics has shown that touching usually occurs
 - a) only when individuals know each other intimately
 - b) for a variety of reasons**
 - c) mainly to gain control over another
 - d) because it is the first of the senses used in early childhood
2. Touching practices between genders seem to suggest that
 - a) fathers touch their children as much as mothers
 - b) mothers touch their children more often than fathers**
 - c) there are many differences in the touching habits of men and women
 - d) women touch and are touched more often than men
3. Research has shown that
 - a) there are few differences in the way and degree of touching between individuals of diverse cultures
 - b) there are significant variations in touching practices between those from different cultures**
 - c) there should not be differences in touching habits between individuals from the same culture
 - d) those from different cultures prefer not to touch each other in order to avoid difficulties that may result
4. Proxemics is a field of study which is mainly concerned with
 - a) how individuals maintain space between themselves and others
 - b) how spaces are constructed between houses, buildings and towns
 - c) different intimate, personal, public, and social touching practices**
 - d) why self-protection from others is important
5. The study of artifactual communication seems to show that
 - a) negative feelings towards those who own expensive clothes, cars, and watches are frequently experienced
 - b) nonverbal messages are conveyed through personal possessions**
 - c) givers are often criticized because of their gifts
 - d) attempts to impress others by giving expensive gifts such as Alfa Romeo cars, Gucci leatherware, and Rolex watches are often made

PART 2 SCAN READING (Reading for specific information (15 marks))

6. According to the text, which of the following statements is true?
 - a) Touching may indicate a variety of behaviours such as a desire to play, to dominate, or to perform certain functions**
 - b) The basic reason for touching another is to convey a positive emotion between those who are close
 - c) Touching is not a frequently used method of human communication
 - d) Those of a high status are not supposed to touch those of a lower status
7. Henley (1977) reports that
 - a) both genders have an equal desire to hold and be held by others
 - b) men prefer to be held than to hold others
 - c) men have a lesser desire to be held than women**
 - d) women prefer to be held by men rather than other women
8. Hall (1963) suggests that
 - a) verbalization plays a less important role in the intimate distance close phase**
 - b) body heat can still be detected in the personal distance far phase
 - c) visual detail is maintained in both social distance phases
 - d) defensive action is not possible in the public distance close phase

9. More formal business transactions usually occur at a distance of
 a) 12 - 15 feet
 b) 2 - 4 feet
c) 7 - 12 feet
 d) over 25 feet
10. The purpose of a Pygmalion gift is to demonstrate
a) that the giver wants to change the receiver's personality or lifestyle
 b) certain negative aspects of the giver's personality or lifestyle
 c) certain positive aspects of the giver's personality or lifestyle
 d) that the giver wants to be more intimate with the receiver

PART 3 VOCABULARY

(10 marks)

Select the most appropriate synonym for each of the following words in the text.

11. **interaction** (paragraph 4)
 a) game
 b) argument
c) exchange
12. **compliance** (paragraph 5)
a) obedience
 b) resistance
 c) disobedience
13. **dominance** (paragraph 6)
 a) prominence
b) status
 c) strength
14. **intense** (paragraph 12)
 a) important
 b) stressful
c) strong
15. **prevalence** (paragraph 13)
 a) control
b) frequency
 c) value
16. **dramatic** (paragraph 15)
 a) exaggerated
b) striking
 c) theatrical
17. **taboo** (paragraph 15)
 a) movement
 b) religion
c) restriction
18. **verbalisations** (paragraph 19)
 a) orations
 b) verbs
c) words
19. **etiquette** (paragraph 20)
 a) shyness
 b) culture
c) politeness
20. **impressions** (paragraph 26)
 a) pictures
 b) opinions
c) perceptions

PART 4 (10 marks) CONNECTORS

21. **However** (paragraph 1) can best be replaced by:
a) Yet
 b) Furthermore
 c) Since
22. **Indeed** (paragraph 3) can best be replaced by:
 a) However
 b) As a result
c) Moreover
23. **In other words** (paragraph 6) can best be replaced by:
 a) For example
b) That is to say
 c) Nevertheless
24. **however** (paragraph 22) can best be replaced by:
 a) although
 b) therefore
c) nevertheless
25. **that is** (paragraph 27) can best be replaced by:
 a) for example
b) or
 c) Otherwise

PART 5 SUMMARISING**(5 marks)**

Select the most appropriate summary of paragraphs 25-28 of the text.

26.

- a) *Seal explains that although most nonverbal communication occurs through human behaviour patterns, several other methods are used to convey messages. Indeed, many ideas about others are often based on the clothing and artifacts they choose to wear or own. Moreover, according to Seal, there is often a tendency to relate to others through the practice of giving gifts, although sometimes the motives behind such gift-giving practices are sub-conscious, and may not always result in achieving resolutions to the problems existing between the giver and the recipient (1997).*
- b) According to Seal, thoughts about the self and others usually relate to the types of clothing and other artifacts different individuals decide to possess and wear. In other words, many things about others can be understood if the way they dress and the watches and cars that they own are observed. Therefore, Seal believes, if there is a desire to become closer to others, gifts should be given to them that are suitable for them and that will please them. This way, family and social relationships will probably improve (1997).
- c) Seal states that the suggestion that human behaviour can be judged just on haptics, gender and cultural differences, and proxemics is definitely wrong. Others can be understood far better by looking at the clothing they wear, the artifacts (such as watches, cars, and homes) they have, and the presents they give to others. However, according to Seal, when gifts are given to family and friends, they are usually given the sort of present that is most suitable for them. In this regard, the Pygmalion gift is typical of the type of gift most individuals choose for others even if it is sometimes given for selfish reasons (1997).

PART 6 REFERENCE (10 marks)

Select the most appropriate choice regarding what the following reference words are referring to:

27. **it** (paragraph 9)
a) the question
b) touching
c) research
28. **This** (paragraph 12)
a) report
b) men's desire to be held
c) less intense desire
29. **who** (paragraph 17)
a) Japanese
b) Southern Europeans
c) Northern Europeans
30. **it** (paragraph 20)
a) the limit
b) the extent
c) the far phase
31. **this** (paragraph 22)
a) physical social distance
b) psychological social distance
c) furniture arrangements