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Programme: - FRIDAY – May 16, 2008

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## SPORTS IN INDIA

Speaker : S. Sukhman Preet Singh Sidhu, National Shooting Champion

Venue: President Hotel , Sector 26, Chandigarh

Time: 7.00 PM

### Body Language Conveys More than Words

Dr. SL Sharma, a former Professor, Dean, and Head of the Department of Sociology in Punjab University, is now deeply involved with organizations imparting industrial training to budding CEOs.

He spoke to us on Body Language in our weekly meeting of May 09, 2008. He described body language as a very important and reliable language for the conveyor as well as for the receiver.

Dr. Sharma posed three questions and then went on to answer them in detail:-

- ❖ Why do we care about body language?
- ❖ What is body language?
- ❖ How to read body language and use it to convey?

Body language was used as a means of communication long before the onset of words, and spoken and written languages. Communication is an art and its importance is growing day by day. Educational institutions include communication skills as a part of their syllabi. As the world is becoming smaller, not in size but in approach, due to more inter continent travel, increasing commerce and trade, the art of communication is gaining importance. People from different countries with different languages and



cultures are meeting people from other countries and hence the need for effective communication is paramount. Dr. Sharma cited an urdu couplet to illustrate the effectiveness of good communication-

*Woh kahin bhi apni jagah bana letay hain  
Un ko aata a har dil men utar jane ka.*

There are five means of communicating with one another, explained the learned speaker. They are the spoken word, the written word, the visual projection, the sensory path, and the most important is the body language. Dr. Sharma added that experts say that 65 to 70 percent of all communication is through body language (may be true when face to face, but it is difficult to imagine as the written word seems to be the most common means to convey and receive information). The learned speaker elaborated that in negotiations, body language conveys and reveals more than the words. It reveals what the words try to conceal or it enhances the effectiveness of what the words are trying to convey. Sometimes words fail to communicate but the body language does the job well, a couplet again-

*Meray kalam sa behtar hai meri khamoshi.*

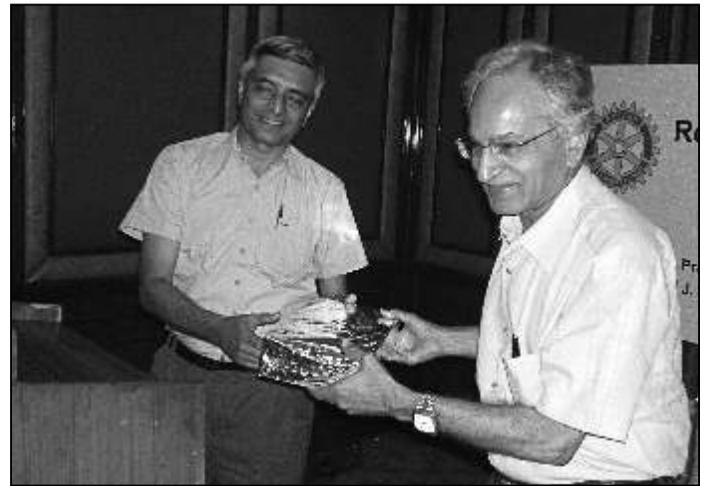


*Memento for the Punctuality Draw*

Where the person deliberately holds back feelings or information, the body language, if correctly interpreted, reveals the effort. Verbal thought conveys information, whereas body language, in addition, conveys the emotions.

All limbs of the body speak the body language except the tongue and the ear. Shaking the head, scratching the head, hand striking the head or the forehead, and hand on the mouth, shuffling feet, biting nails, all convey different responses. Eyes have been considered to be the most expressive in the realm of body language. A couplet again-

*Aankhon hi aankhon mein hooi jo baat  
Meray or un ke darmian  
Us mukhtsar si baat ka charcha bahut hua,  
Nazar unchi kari dua ban gai, Neechi kari haiya ban gai  
Nazar tirchhi kari ada ban gai, nazar pher li to qaza ban gai.*



*Memento for the Guest Speaker*

Rtn Mrs Bhar narrated a very appropriate couplet about the eyes-

*Yeh keh deti hain ik lamhen mein woh baat  
Jo ik ummar lage to keh nahin hoti,*

Dr. Sharma advised that body language should be read in a holistic fashion and not in pieces. The body language and the verbal message may not be complimentary to each other, which factor is of immense value to the recipient.

Local culture, habits and biological inheritance have a lot to do to get the true meaning of the body language. Class and power structure also affect the usage and meanings of the body gestures.

Dr. Sharma added that there are various zones of this language. They are intimate zone, personal zone, social zone, and the public zone with varied distances from the body. The nearest is the intimate zone and the farthest is the public zone.

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*Happy Anniversary Cake Cutting*

The Learned Speaker illustrated each point with appropriate and varied day-to-day examples and situations including interrogation techniques.

The address generated much interest with many questions and comments from the audience. The speaker responded to each question and comment with detailed elaborations and examples of relevant situations.

Dr. Sharma explained the brief history of the science of body language and again emphasized its progressive significance from the later half of the twentieth century. The reason, he elaborated, is the increasing globalization.

PP Rtn Pallav Mukherjee proposed the vote of thanks and, on behalf of the Club, presented a memento to the speaker.



*Gifts for the Happy Anniversary Couples*

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## Appeals

Ann Indu Luthra told the Midtowners the achievements of ten slum children who need school uniforms, books, stationery, and help to pay their school fees. She made a fervent appeal to help these slum children who are trying to help themselves successfully.

Rtn Jawahar Luthra and Rtn Mrs. Deepa Bhar, each donated Rs. 1,000.

Mr Som, a document designer and computer operator, working in Azad Offset Printers Pvt. Ltd, a unit owned by our Rtn Lalit Azad, has been diagnosed with blood cancer, and is admitted in the PGI Chandigarh. Mr. Som has been greatly instrumental, sometimes beyond the call of duty, when required, to ensure that our club bulletin, The Midtowner, is ready for distribution, in time, week after week. He needs financial help to pay for his treatment. Even an injection costs more than Rs, 50,000 and he has been prescribed eight of them. Doctors say that the cancer is in its nascent stage and can be successfully treated.

Rtn Col Gill appealed to the Midtowners to donate money, whatever amount is convenient, for the treatment. The amount may please be handed over to Mr. VP Sharma, our Club Office Secretary.

## Club Directory

No photographs, with details, have reached the Office Secretary so far. Rotarians are requested to please hand over the latest photographs, of the Rotarian and the Spouse, to the Office Secretary, as early as possible.

## Smart Sardar !!!

A Sardar and an American are seated next to each other on a flight from Los Angeles to New York. The American asks if he would like to play a fun-game.

The Sardar, tired, just wants to take a nap, so he politely declines and rolls over to the window to catch a few winks.

The American persists and explains that the game is easy and a lot of fun. He says, "I ask you a question, and if you don't know the answer, you pay me \$5, and vice versa."

Again, the Sardar declines and tries to get some sleep. The American, now worked up, says, "Okay, if you don't know the answer, you pay me \$5, and if I don't know the answer, I'll pay you \$500."

This gets the sardar's attention and, figuring there will be no end to this torment, agrees to the game.

The American asks the first question, "What's the distance from the earth to the moon?"

The Sardar doesn't say a word, reaches into his wallet, pulls out a \$5 bill and hands it to the American.

"Okay," says the American, "Your turn."

So the Sardar asks, "What goes up a hill with three legs and comes down with four legs?"

The American thinks about it. No answer. Puzzled, he takes out his laptop computer and searches all his references. No answer! He taps into the air-phone with his modem and searches the Internet and the Library of Congress. No answer. Frustrated, he sends e-mails to all his friends and co-workers. Checks the input. All to no avail!

Finally, a long time later, he wakes the Sardar and hands him \$500.

The Sardar thanks him and turns back to get his sleep.

The American, more than a little miffed, stirs the Sardar and asks, "Well, what's the answer?"

Without a word, the Sardar reaches into his purse, hands the American \$5, and goes back to sleep!



## WEDDING ANNIVERSARY GREETINGS

R'ann Chanchal & Rtn. C.J. Rai

May 17

R'ann Indu & IPP Rtn. Dr. V.J.S. Vohra

May 21



## PUNCTUALITY DRAW Won by Rtn. R.P.S. Gulati

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