

tools of the trade

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Nonverbal Communication *Nonverbal Communication (F-127). Santa Monica, California: Salenger Educational Media. Film (color), 17 minutes. \$110 for 10-day rental. \$395 purchase.*

This new training film helps an audience become more aware of the nonverbal messages others send and more conscious of their own. Based on the research of Albert Mehrabian, professor of psychology at UCLA and the author of *The Silent Messages*, the film focuses on nonverbal communication:

- Clue 1: Immediacy—how people show their likes and dislikes.
- Clue 2: Response—how people show the intensity of their likes and dislikes.
- Clue 3: Power—how people show their power, status, or degree of assertiveness.

The film package contains a leader's guide, set of 20 participant worksheets, and the book *The Silent Messages*. The materials provided could be used to effectively conduct the suggested two-hour session on nonverbal communication.

This is a straightforward, well-done film that uses realistic vignettes as a method of demonstrating concepts presented by the expert. Mehrabian's accent may be troublesome to some viewers.