

COMMUNICATION STYLES

Direct/indirect styles

The extent to which speakers reveal their intentions through explicit verbal communication.;

Direct style: Verbal messages reveal the speaker's true intentions, needs, wants, and desires.

Example: American demands for directness, such as "Get to the point" "What exactly are you trying to say?"

Indirect style: verbal message is often designed to camouflage the speaker's true intentions, needs, wants, and desires. Speakers look for "soft" ways to communicate that there is a problem in the relationship, perhaps providing contextual cues.

Example: Indonesians hesitate to say no directly and may give an answer they know the speaker wants to hear rather than disappoint them.

Elaborate/exact/succinct styles

Refers to the quantity of talk that people value.

Elaborate style: use of rich, expressive language in everyday talk.

Example: the Arabic language has many metaphorical expressions used in everyday speech. In this style, a simple assertive statement means little; the listener will believe the opposite.

Succinct Style: Values understatement, simple assertions, and silence.

Example: The Amish people use this style and say, "If you can't say anything good, don't say anything at all."

Exact Style falls between elaborate and succinct, as expressed in the maxim, "verbal contributions should be no more or less information than is required"

Example: Germans advertisements tend to communicate all of the necessary facts with little or no embellishment

Instrumental/affective styles

Instrumental Style: Sender-oriented and goal-oriented

Example: In the United States, the burden is on the sender to make the message clear. Assertiveness is valued, and persuasion is an important skill.

Affective Style: receiver-oriented and process-oriented

Example: In Japan, the burden is on the receiver to sense the message before the speaker actually expresses him- or herself verbally by reading contextual cues.

Linear/circular discussion styles

Linear: Thought patterns are linear and direct.
Example: In English writing a typical paragraph consists of (1) a topic statement followed by (2) subdivisions of the topic statement, (3) examples to support each idea, and (4) examples of the relationships between ideas. Ideas are communicated as a bridge from point a to point b.

Circular: Thought patterns circle around and stress the harmony between the whole and its parts. This type of thought is more intuitive and more common in high context cultures where the listener already possesses some of the information.

Example: The development of a paragraph turns and turns in a widening gyre. Japanese writing is characterized as "stepping stones" that lead the reader to make their own inferences.

Attached/detached argument styles

Extent to which people become emotionally involved in arguments.

Attached: If it's important, it's worth getting worked up over.
Example: Impassioned Russian argument

Detached: If it's important, it shouldn't be tainted by personal bias.
Example: Rational British argument