



## **The Silent Conductor: Unconscious Processes in Verbal and Nonverbal Communication**

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*Abstract:* We have discovered that communication is influenced not only by deliberate thoughts but also by strong unconscious mechanisms that control both our verbal and nonverbal expressions. In this study, we explore the unconscious mind's role as an "invisible conductor" that coordinates implicit biases, emotional priming, intuition, and automatic processing in our daily interactions. Based on the findings of psychological, neuroscientific, and cross-cultural studies, we explain how the unconscious dynamics manifest themselves in microexpressions, posture, tone, and linguistic choices, and often disclosing hidden emotions and beliefs despite our conscious control. Unconscious mind processes affect verbal communication with priming, implicit memory, and narrative framing, while nonverbal signals like gaze, gesture, and vocal inflexion are the carriers of our attitudes and emotional states. Neuroscience confirms that the areas in the human brain responsible for emotions and social cognition are exactly those that are activated during these unconscious communication processes. However, these implicit mechanisms may lead to empathy and the feeling of rapport, simultaneously being able to elevate stereotypes and misunderstandings. We are of the opinion that identification and control of these hidden biases is a whole new ball game that

fosters not only positive interactions but also emotional intelligence and the establishment of trust. Moreover, we hold the view that understanding these secret processes provides a great opportunity for us to align our spoken words and body language, which, consequently, facilitates the interaction with other people at a deeper level of authenticity and inclusiveness.

**Keywords:** Unconscious communication, Implicit bias, Microexpressions, Emotional priming, Nonverbal cues, Social cognition

*Introduction:* One point of view is that human communication is very much intentional and thought out, and that it is planned by the speakers intentions, logic, and explicit meaning. Yet, a large number of unconsciously carried processes that are vastly segregated from our awareness but still have a significant impact on our talking, hearing, and other types of engagements are positioned underneath the mentioned processes. These cryptic mechanisms are completely woven into the daily interplay between verbal and nonverbal communication without even our realisation, as they are constantly very close to our "silent conductor" that coordinates our talking and nonverbal communication (Chartrand & Bargh, 1999; Greenwald & Banaji, 1995). The unconscious mind, which is the source of the most extreme and contentious stories about human cognition



between the disciplines of psychology and philosophy (Schofield, 1898), is like a storage room for memories, prejudices, and feelings that are performed outside our conscious zone of awareness but continuously shape our behaviour.

Our survey of contemporary findings confirms that implicit biases, emotional priming, and automatic mirroring processes have a preparatory effect on communication that is before the control of conscious thought is assumed (Chartrand & Bargh, 1999). In addition, neuroscientific proof is that regions of the brain connected with emotion and social understanding remain active during unconscious communication, which is a confirmation of a strong biological basis of these processes (Lieberman, 2007). The unconscious could be quite a force to bring about the good in us as far as empathy and trust are concerned, but on the other hand, our stereotypes might get reinforced and we might misinterpret people if we do not acknowledge this and work to counteract it (Greenwald & Krieger, 2006).

We delve into the multifaceted functions of the unconscious during verbal and nonverbal communication in the present research paper. To accomplish our goal, we study the unconscious mechanisms such as microexpressions, priming, and paralinguistic cues and acknowledge their widespread influence, hold responsible the need for them to be more aware and regulated to serve the purpose of our interactions being genuine, diverse, and emotionally intelligent.

### *1. The Unconscious Mind: A Reservoir of Influence*

The unconscious mind is the source of an enormous amount of thoughts, feelings, memories, and biases that, although they are beyond our awareness, have a very strong influence on our behavior (Schofield, 1898; Chartrand & Bargh, 1999). One of the main concepts related to this is implicit bias, which is a mechanism of the unconscious prejudices by which our perception and interaction are subtly changed and, consequently, our words, tone, and body language may be influenced (Greenwald & Banaji, 1995). At the same time, slight environmental factors can prompt the unconscious affective responses that change our communication, this phenomenon being referred to as emotional priming (Bargh, Chen, & Burrows, 1996). Most of our coexistence is based on automatic processing, for example, the unconscious mirroring of posture and expression which is a sign of either rapport or discomfort that we cannot perceive (Chartrand & Bargh, 1999). Last but not least, our gut feeling and heuristics, that is to say mental shortcuts, which operate on the subconscious level, are responsible for a big part of our communicative judgments and decisions (Gigerenzer & Gaissmaier, 2011).

### *2. Emotional Leakage: Unconsciously Revealing Feelings*

Our true feelings often emerge in very small but natural ways even though we try to regulate them consciously. Microexpressions are one such example which are very rapid facial signals that can show secreted emotions in less than a second (Ekman, 2003; Ekman & Friesen, 1971). It has been questioned whether these representations are universal, however,



very strong signs of their occurrence, even in very different cultures, have been put forward by the researchers (Crivelli & Gendron, 2017; Hinduja et al., 2020). Not only the face but also the voice gives away the repressed emotions with quivers, changes in the pitch and rhythm of the speech (Goudbeek et al, 2009; Scherer et al, 2003). These "leaks" which are combined together point out the boundaries of our conscious control over the display of emotions (Ekman, 1993).

### *3. Unconsciously Shaping Verbal Communication*

Our choice of words is influenced through unconscious priming and implicit memory as well. To illustrate, our study reveals that contact with an aggression-related vocabulary may lead an individual to speak more aggressively (Bargh, Chen, & Burrows, 1996). Our implicit associations can make us use biased or discriminatory language, even if we consciously want to be fair (Greenwald & Krieger, 2006; Banaji & Heimpel, 2003). Unconscious conditions like anxiety can reflect in our speech tone and fluency as hesitations or a higher pitch (Goudbeek et al, 2009). Besides that, our dialogue is influenced by the fundamental cultural systems and the metaphors that we use without thinking (Lakoff & Johnson, 1980). Even if we attempt to manage our speech, it still has the unconscious vocal inflections that indicate our true emotions (Ohman & Soares, 1998). In the end, our unconscious desires are the ones that determine the stories and the hidden narratives which we create to understand our universe (Greenwald et al., 2002).

### *4. Implicit Nonverbal Communication*

We communicate a significant percentage of our unconscious thoughts through nonverbal signals. Our implicit biases may have an impact on our gaze, posture, and the physical space that we keep from others (Greenwald & Banaji, 1995). As mentioned, microexpressions are very brief but powerful signs of secret emotions (Ekman, 2003; Hinduja et al., 2020). Moreover, our body language and movements not only indicate our confidence but also our status and feeling to others (Mehrabian, 1971; Argyle & Cook, 1976). In the same way, minute variations in staring and touching can also give out the information of liking or being upset with the other person (Kleinke, 1986). Besides that, paralinguistic cues, which are speech elements without words such as tone, rhythm, and pitch, are very effective in providing our unconscious affect and attitudes to others (Goudbeek et al, 2009; Scherer et al., 2003).

### *5. The Neural Underpinnings*

After analyzing neuroscientific researches we found that non-conscious communication engages the areas of the brain, which are connected with feelings and social cognition, especially the amygdala and the medial prefrontal cortex (Lieberman, 2007). Such results give the go-ahead in the sense that unconscious processes are not marginal but the main ones in the brain's way of dealing with communication. This biological base indicates the extent to which these spontaneous processes are mixed with our social being.

### *6. The Consequences of Implicit Communication*



Unseen influences of the unconscious are like double-edged swords. They can, for instance, promote empathy, harmony, and intimacy, which, in turn, would let us establish connections with others in a more natural way. On the other side, they can still maintain cliché thinking and, as a result, cause substantial misunderstanding (Greenwald & Krieger, 2006). We hold the idea that the realization of these phenomena is a must-have attribute not only for one reason. For a proper communication, the identification of our biases will make us more diverse. In terms of emotional intelligence, mastering the control of our unconscious affect will make us more genuine (Ekman, 1993). Also, for creating relationships and trust, the intentional matching of our words and body language will make us appear more trustworthy and simpler for others to grasp (Argyle & Cook, 1976).

### Conclusion

We discovered that communication is much more than a deliberate word exchange; it is significantly influenced by unconscious processes that operate as an invisible guide in the whole human interaction. Besides this, as we have proved, implicit biases, emotional priming, and automatic mirroring continuously affect both verbal and nonverbal communication (Greenwald & Banaji, 1995; Chartrand & Bargh, 1999). Such phenomena become visible in our microexpressions, tone, posture, and word choice, which most of the time, show emotions or ideas that we do not consciously intend to disclose (Ekman, 1993; Goudbeek et al, 2009). Scientific discoveries from the field of neuroscience confirm that the brain areas responsible for

emotions and social aspects are engaged even when we are not consciously aware of it, hence, the biological grounds of implicit communication (Lieberman, 2007).

While these unconscious influences can lead us to a feeling of trust and to the building of empathy, on the other hand, they can also keep alive the stereotypes and create barriers to inclusivity (Greenwald & Krieger, 2006). Consequently, it is essential for us to recognise and handle these covert operations within our mind. When we comprehend our subconscious signals not only elevates our emotional intelligence but also makes us more genuine and allows us to better coordinate our verbal and nonverbal communication. In the end, the identification of the quiet conductor for unconscious communication provides us the capability to go beyond automatic responses and become, to a greater extent, intentional, ethical, and empathetic while interacting with others.

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