

Variation in Eye Contact (1)

Very Direct Eye Contact

Cultures: Middle Eastern; Hispanic;
Latin American; French.

Wrong Interpretation: Hostility, aggressiveness,
intrusiveness, bossiness.

Right Interpretation: Desire to express interest;
desire to communicate effectively.

Variation in Eye Contact (2)

Moderate Eye Contact

Cultures: North Americans; Northern Europeans; British/Anglos.

Wrong Interpretation: Lack of interest in what is being said.

Right Interpretation: Desire not to appear aggressive/intrusive.

Variation in Eye Contact (3)

Minimal Eye Contact

Cultures: East/Southeast Asians; East Indians; Native Americans.

Wrong Interpretation: Lack of general interest, intelligence, or understanding; dishonesty; fear; shyness.

Right Interpretation: Desire to show respect; desire to avoid intrusion.