

"Vapu is physical presence, vani is presence by vibration, but they are all the same."

Similarly: **A man of Knowledge: "-sees everything, whether it be pebbles, stones or gold, as the same."**



EMOJIS!

Yet Srila Prabhupada graciously accepted gold but not pebbles, because he understood the pragmatic difference between the two in this world. Srila Prabhupada resisted the idea of meeting Bhaktisiddhanta but after he met him, he commented: "That (was) a memorable day...when I saw my Guru Maharaja... I was so much struck with wonder. I could understand that 'Here is the proper person who can give real religious idea.'" - Feb 7, 1969 BSG Appearance Lecture.

In this way HDG realized that had it not been for those precious moments in the physical presence of his spiritual master, his life would have been quite different. He knew the difference between **vapu** and **vani**, which is why he invited the following selected guests to:

- "...come stay with him." Siddha Swarupa - Aug 24, 1972
- Bali-mardana - Dec 31 1974
- Sri Arjuna - Sep.5.1975
- Dr.Ghosh, Mar. 29, 1974
- Alfred Ford - Apr 5, 1975
- Mr. Ganguly - Sep 5, 1976
- Arjunan - Jun 39, 1976

Elements of Communication

Choice of words:

Written: Books, letters, BTG articles, diary

Spoken: Classes, interviews, morning walks, darshans (public/private), audio tapes,

Deliberate: Instructive, humor poetic, alliteration, metaphorical

Reactionary/Emotional:

Spontaneous/Random

This is the only method Srila Prabhupada authorized!



Physical Settings &

Uncontrollable: Environment

Body origin, shape, nationality, heart rate, sweatiness etc.

Speech impediments, language barriers, stuttering, lisp, Cultural, expressions, accent, tradition

Controllable: Grooming: face, skin, hair, teeth, eyes, makeup, attire, jewelry, fashion, tribal, historic, uniform

Comfortable: Casual, temporal, un-intimidating

Stressfull: Hectic, extreme hot or cold, intimidating

Spatial Orientation: Facing towards or away

Proximity: sit closely or stand back!

Positions: Standing, sitting on floor/chair, honored seat

Informal/Private: Bosses office, Confidential

Formal/Public: Seminar/conference, potentially embarrassing

Distractions: Ambient noise, five competing senses personal, hormonal, medical, political, cultural

Paralanguage:

Intonation: Tone of voice,

prating, silence, pregnant pauses

Attitude: *Favorable:* pleasant, reverent, happy, instructive, indebted etc. *Unfavorable:* angry, disturbed, resentful, offended, scornful.

Prosody: Timing, voice quality, loudness, tempo, pitch, meter, rhythm

Chronemics/Timing:

Response: Immediate, cyclical, casual, too late, not at all!

Duration: Terse, verbose, appropriate

Arrival time: Early, punctual, late

Focus: Attentive, distracted, urgent

"So the idea is not what you are saying, so much as how you say it."

-Ltr to: Sankarsana, Bombay 31 Dec, 1972



Kinesics/Body Language

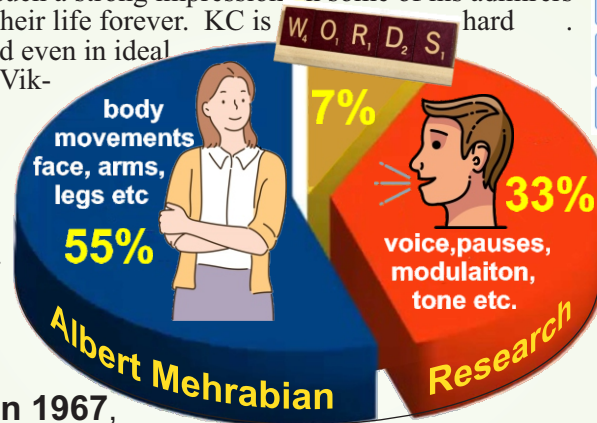
Gestures: Hand usage, posture, leaning in/out, nervousness, mussel twitching, position of head, arms, legs (crossed or uncrossed) etc.

Haptics: Physical contact, embrace, hug, stroking of hair, holding of hand, touching of feet.

Occulesics/Facial Expressions Eye contact/movement, gaze, focus, durations, frowning, smiling, poker face, shape of mouth, eyes, eyebrows, nostrils,

Bg. 6.8 Those who study communications understand there are several factors involved in expressing ourselves effectively. Written text alone is so handicapped in conveying our thoughts that emojis were invented to compensate for all the nonverbal signaling that it cannot convey. The chart below illustrates the full spectrum of how we express ourselves to others. Many disciples have shared what it was like to be in Srila Prabhupadas personal presence and how it impacted them even more then his books. A short exchange, or even just a short glance made such a strong impression on some of his admirers that it changed their life forever. KC is hard

enough to understand even in ideal conditions, but the RtVik-Charade cripples the learning process by stripping away the non-spoken elements from the process of communication.



In 1967, social scientist **Albert Mehrabian's** researched the way people conveyed meaning and concluded that 55% of what we communicate is expressed with facial expressions, 38% is conveyed by paralanguage and only 7% is the words we use.

Although the exact ratios he established are disputed among experts, based on the limitations of his study, **everyone agrees that body language and tone of voice have a big impact on how we listen.**

"What you do speaks so loudly I cannot hear what you are saying"

- Ralph Waldo Emerson

