

- b. *Practices*—Behavioral practices include social norms, approaches to communication and conflict, orientation to hierarchy, power, class, status, and gender roles, etc., that constitute the norms of a culture.
- c. *Products*— These are tangibles such as food, clothing, books and tools, and intangibles such as songs, parables, rituals, language, and laws that comprise the artifacts of a culture.

3. Cultural Tendencies

American cultural tendencies vary, depending on race and ethnic identification.

- a. Identity orientation
- b. Direct/indirect communication preference
- c. Eye contact
- d. Gestures
- e. Emotion
- f. Speaking, turns, pauses

C. Factors That Impact Cross Gender Communication

Definition of Gender/Sex:

“Gender includes the social construction of masculinity and femininity within a culture and incorporates his or her biological, psychological, and sociological characteristics.

Sex refers to a person's biological or physical self. Although sex determines who will bear children, gender accounts for our roles in life and how these life roles affect our communication.”

1. Childhood Gender Communication

- a. Gender communication differences begin during childhood. From a very early age, males and females are taught different linguistic styles. Communication behaviors that are acceptable for girls may not be acceptable for boys and vice versa.
 - 1) Girls are told to use their manners, play quietly, and be ladylike. However it is okay for boys to use rough language, play loudly, and be rambunctious. Girls are allowed to show feelings.