



## Keyword

Behavioral science, Nonverbal communication, Group Dynamics

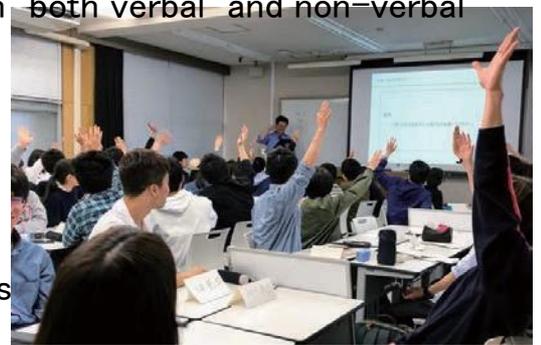
## Introduction of research

In today's diversifying needs, there is a strong need to generate new ideas and connect them to

new products and experiences. In order to capture the needs of society and generate timely output, it is essential not only to improve individual thinking skills but also to have skills that enable the entire team to cooperate and collect wisdom. The key to improving these skills is how we can cooperate and deepen our thinking through dialogue. I am examining tools and desirable environments that promote thought and dialogue in both verbal and non-verbal communication.

## Design of dialogue in groups

How do you make a lively and effective discussion? We are studying the design of dialogue so that participants can express their opinions clearly and actively exchange opinions and consolidate their satisfaction. In particular, revitalizing classes at educational sites is an important mission. I am studying the design of verbal and non-verbal communication approaches that faculty should perform in order for students to think on their own and repeat effective output repeatedly.



(Discussion in a logical thinking)

## Effects of media on commercial negotiations

Communication using electronic media is rapidly evolving and becoming familiar. These media are also widely used in commerce. How do you use various media during business negotiations to conduct effective dialogue that produces the desired effects in negotiations? Focusing on the

fact that non-verbal communication that can be used differs depending on the media, I am studying the effects of media in negotiations.

## Effects of psychological distances on thinking

It is said that the difference in psychological distances affects the way of thinking. Psychological distances include temporal distances, spatial distances, social distances, and hypothetical distances. I want to elucidate psychological distance on group thinking. Through research on psychological distance, I want to devise strategies to create new products and experiences.

### 『Construal level theory』

Trope, Y., Liberman, N. (2010). Construal level theory of psychological distance.

