

Cultural Differences

Based on the book
Foreign to Familiar
by Sara A. Lanier, 2000

Types of Cultures

- Hot-Climate Cultures
 - ✓ Relationship- motivated
 - ✓ Group-oriented
 - ✓ Inclusion-based
 - ✓ Spontaneous hospitality
 - ✓ Event-oriented
 - ✓ Indirect communication
- Cold-Climate Cultures
 - ✓ Task- motivated
 - ✓ Individualistic
 - ✓ Privacy-based
 - ✓ Planned hospitality
 - ✓ Time-oriented
 - ✓ Direct communication

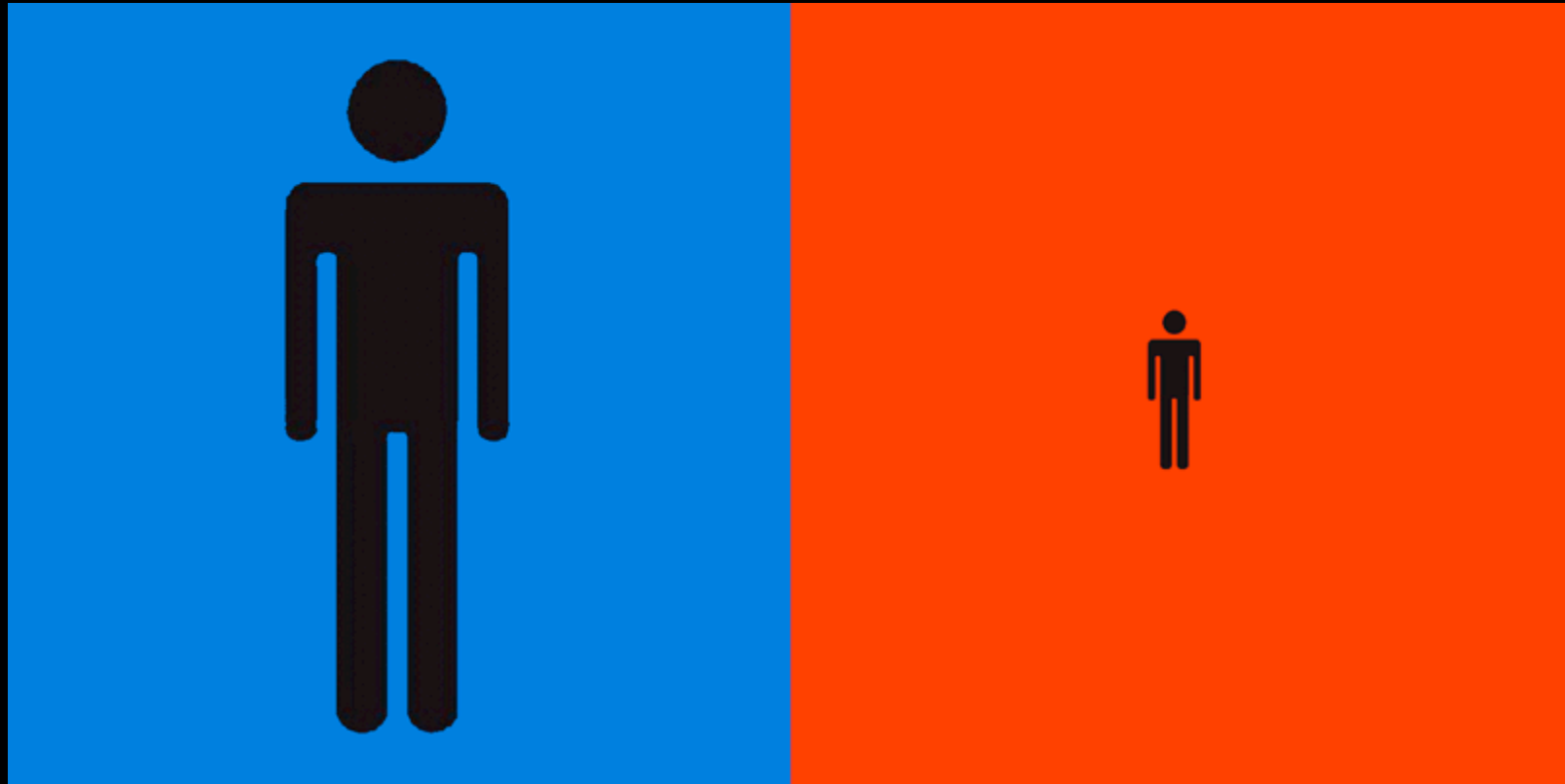
Context and Culture

- High-Context Cultures
 - ✓ Formality
 - ✓ Who you know matters
 - ✓ Protocol/honor
 - ✓ Err towards over-dressing
 - ✓ Rules respected
- Low-Context Cultures
 - ✓ Informality
 - ✓ What you know matters
 - ✓ Familiarity
 - ✓ Informal dress
 - ✓ Accommodation/
flexibility

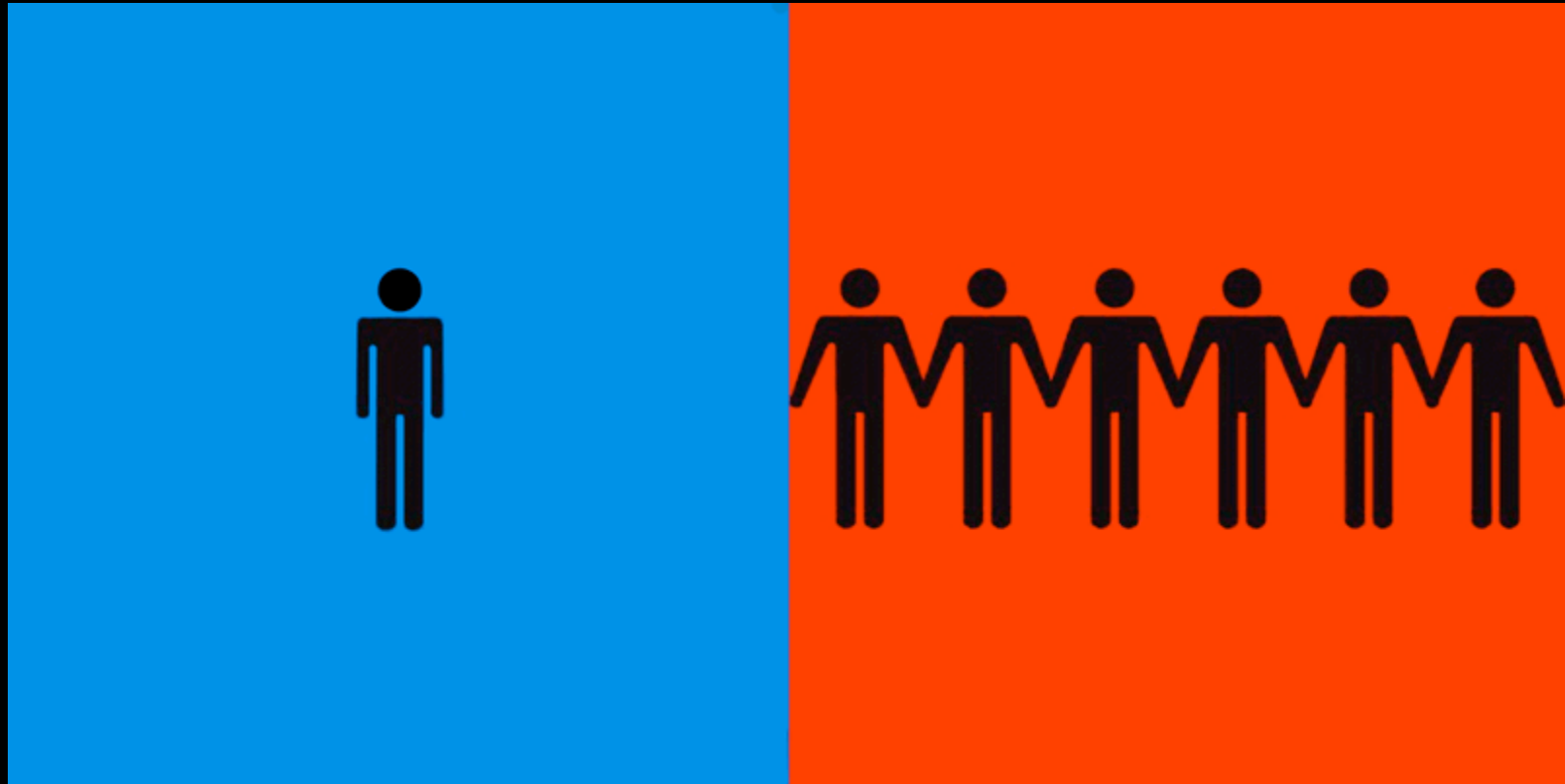
A comparison of Eastern and Western cultures by Yang Liu.

Blue represents West

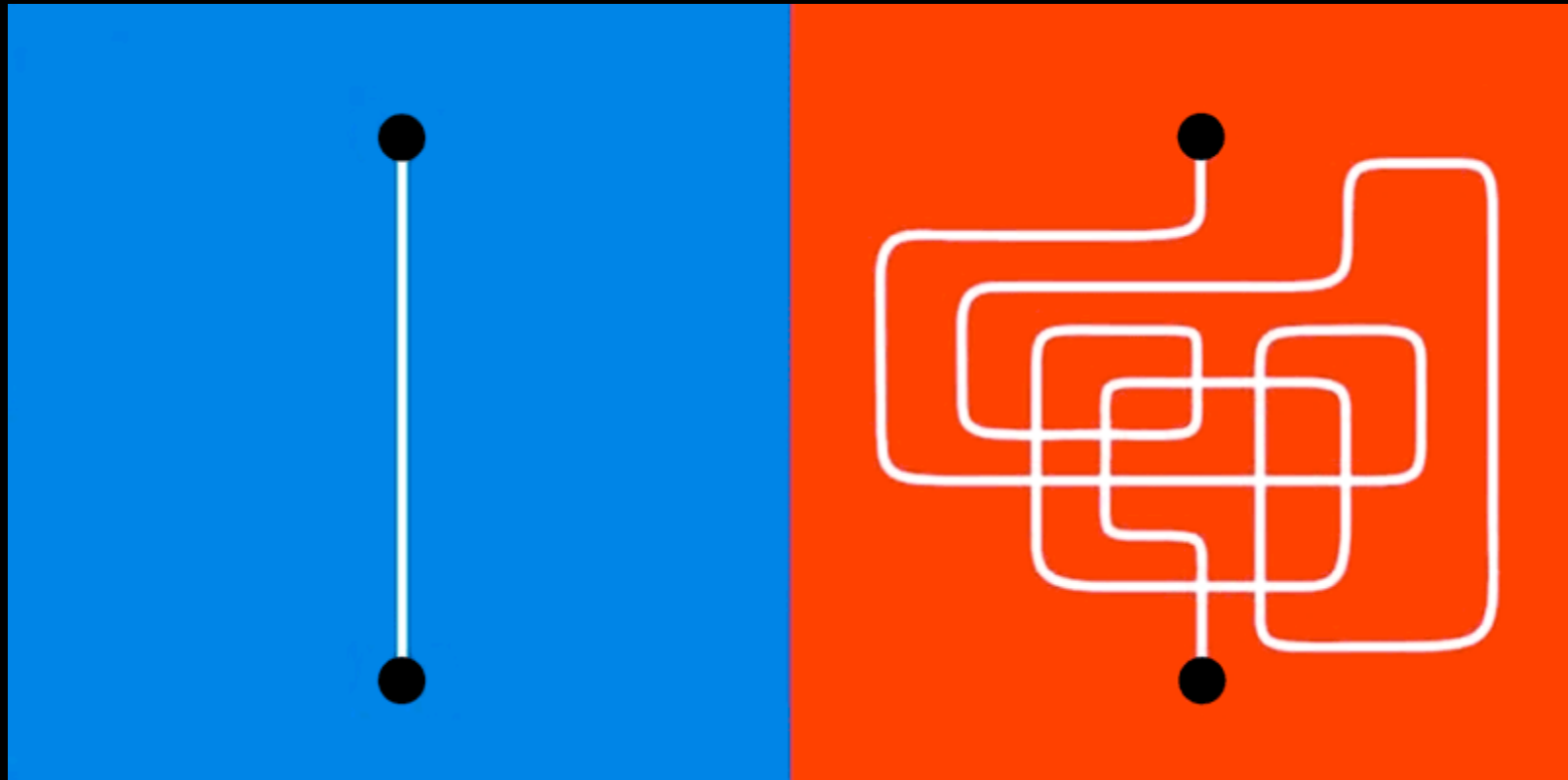
Red represents East



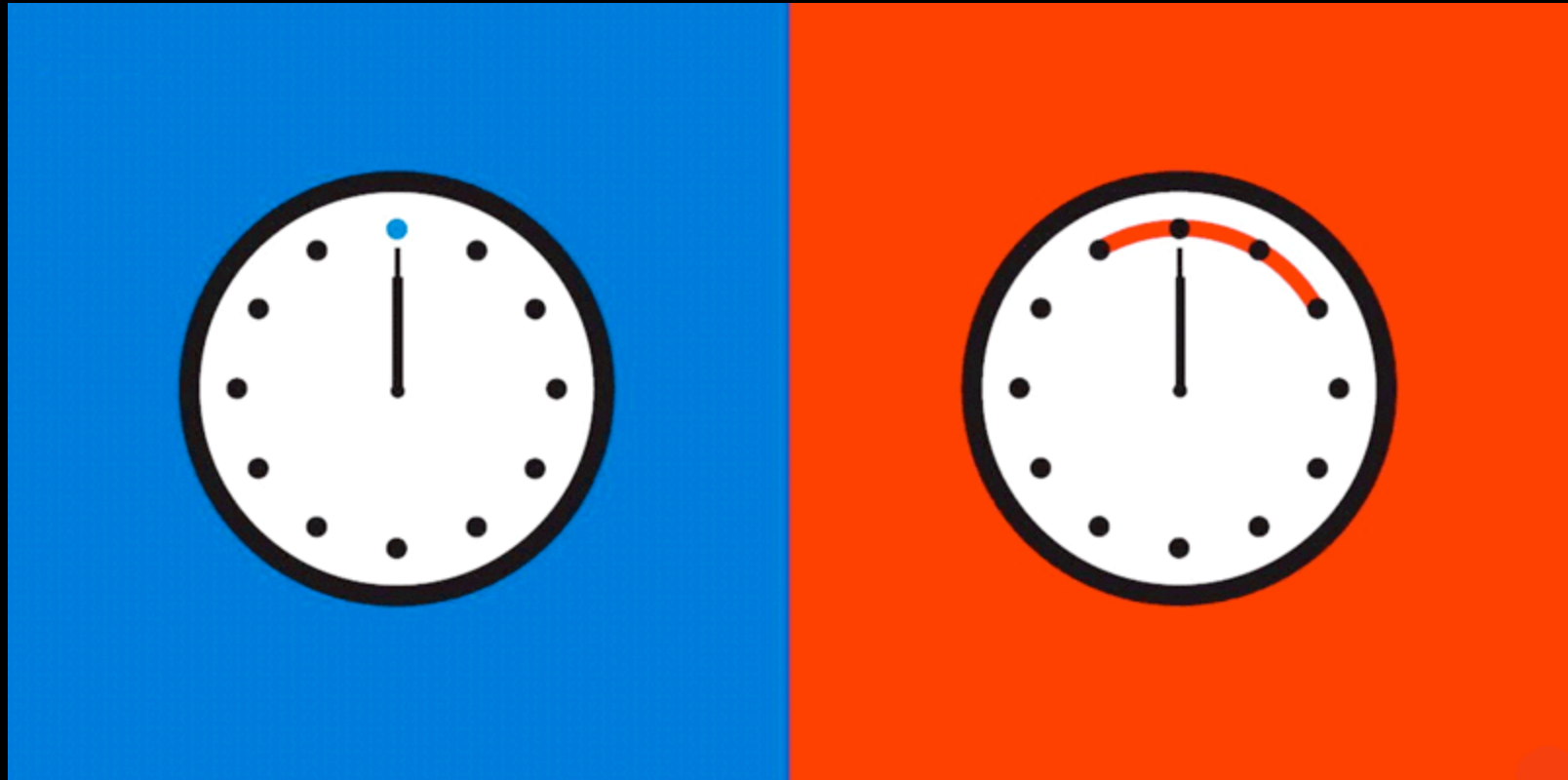
Me



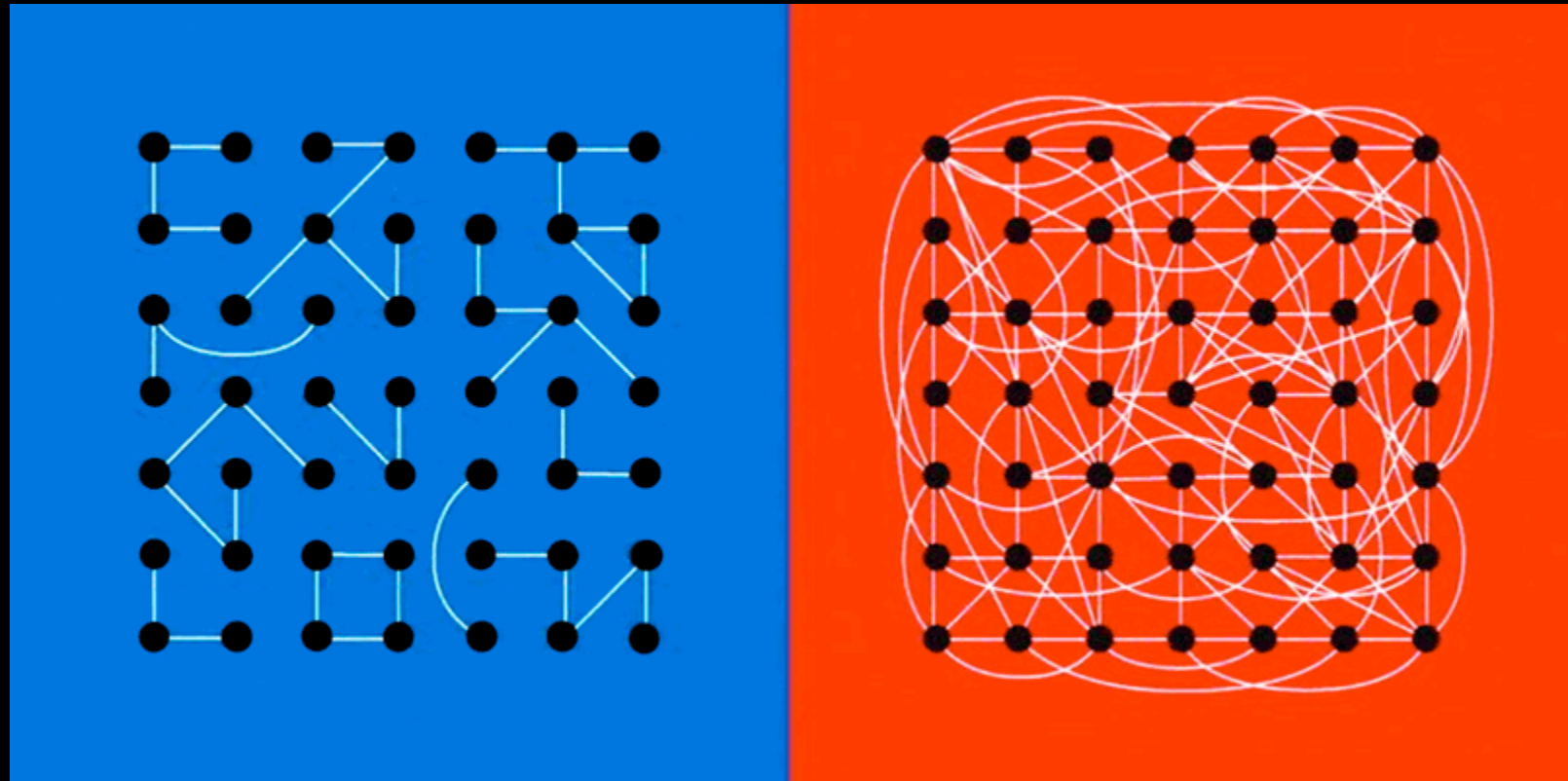
Lifestyle



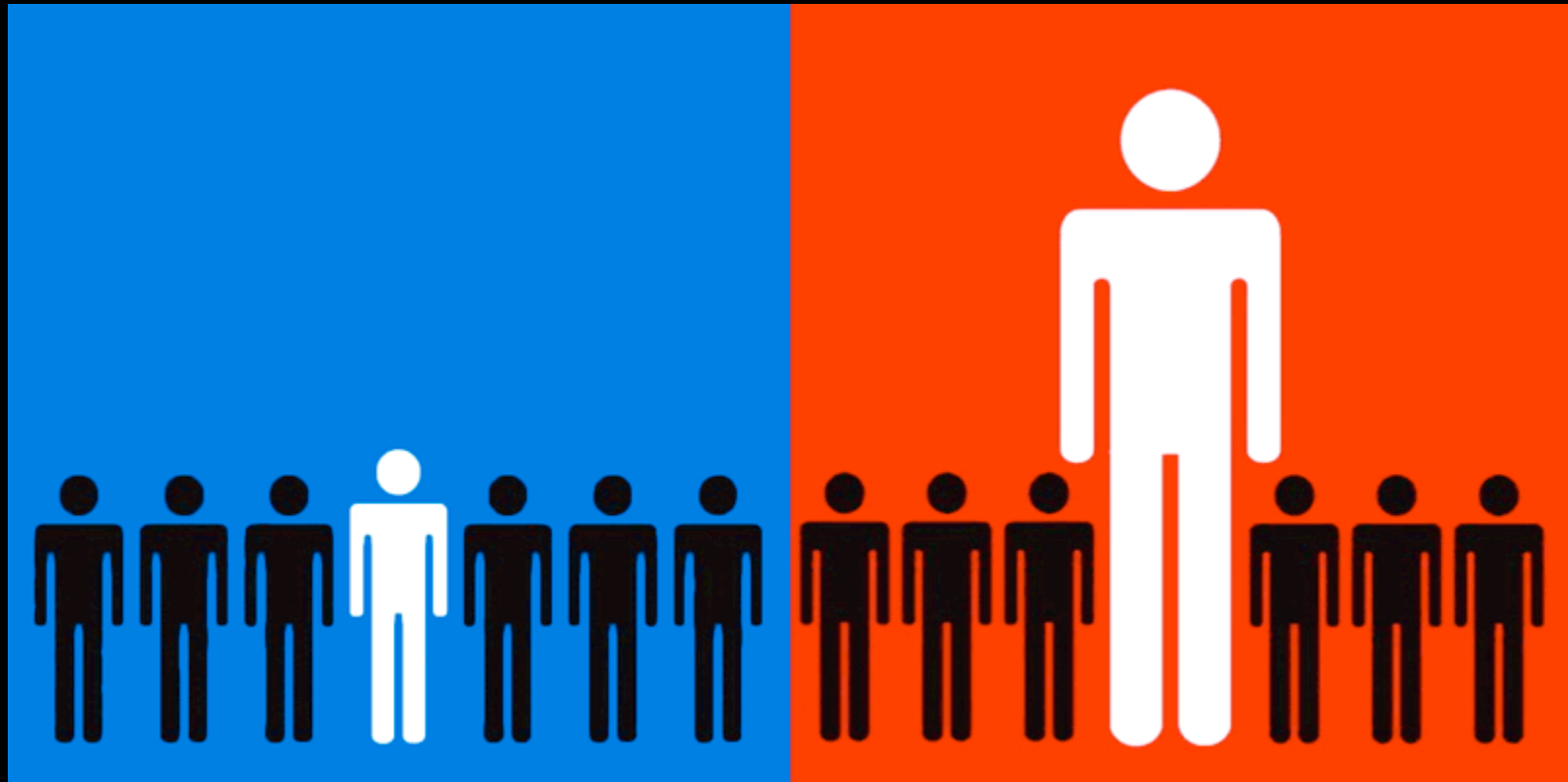
Opinion



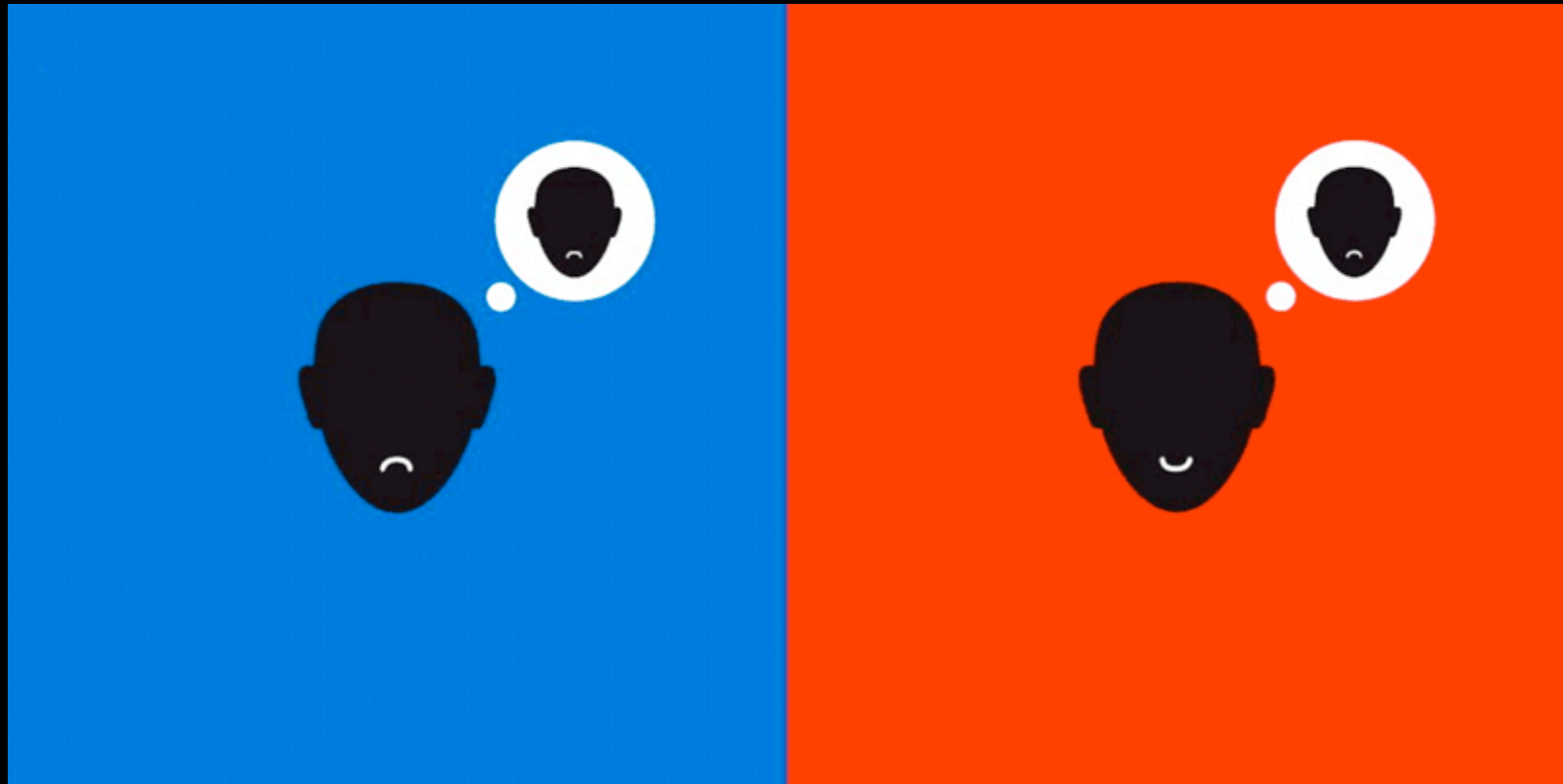
Punctuality



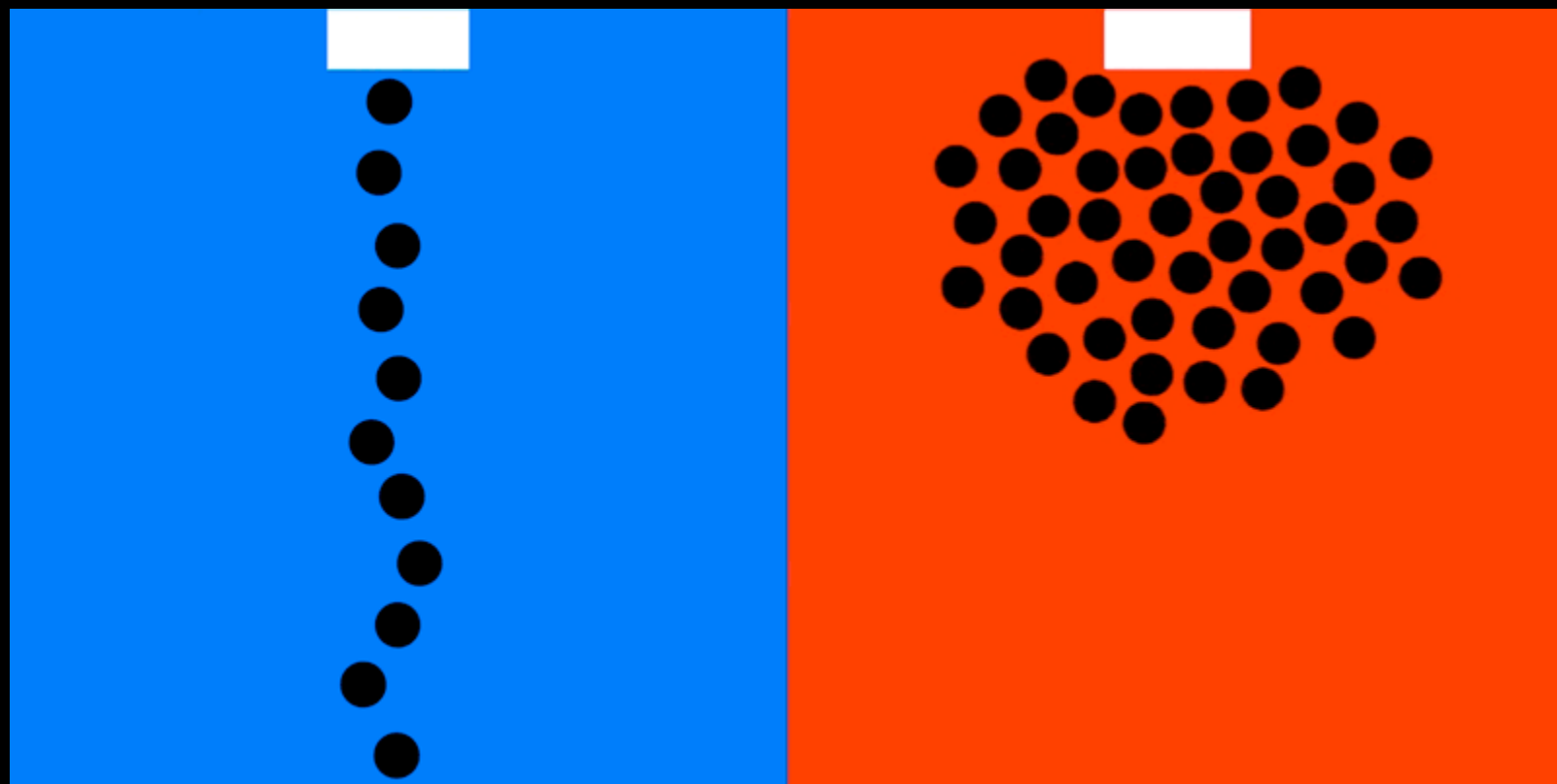
Contacts/Social Relations



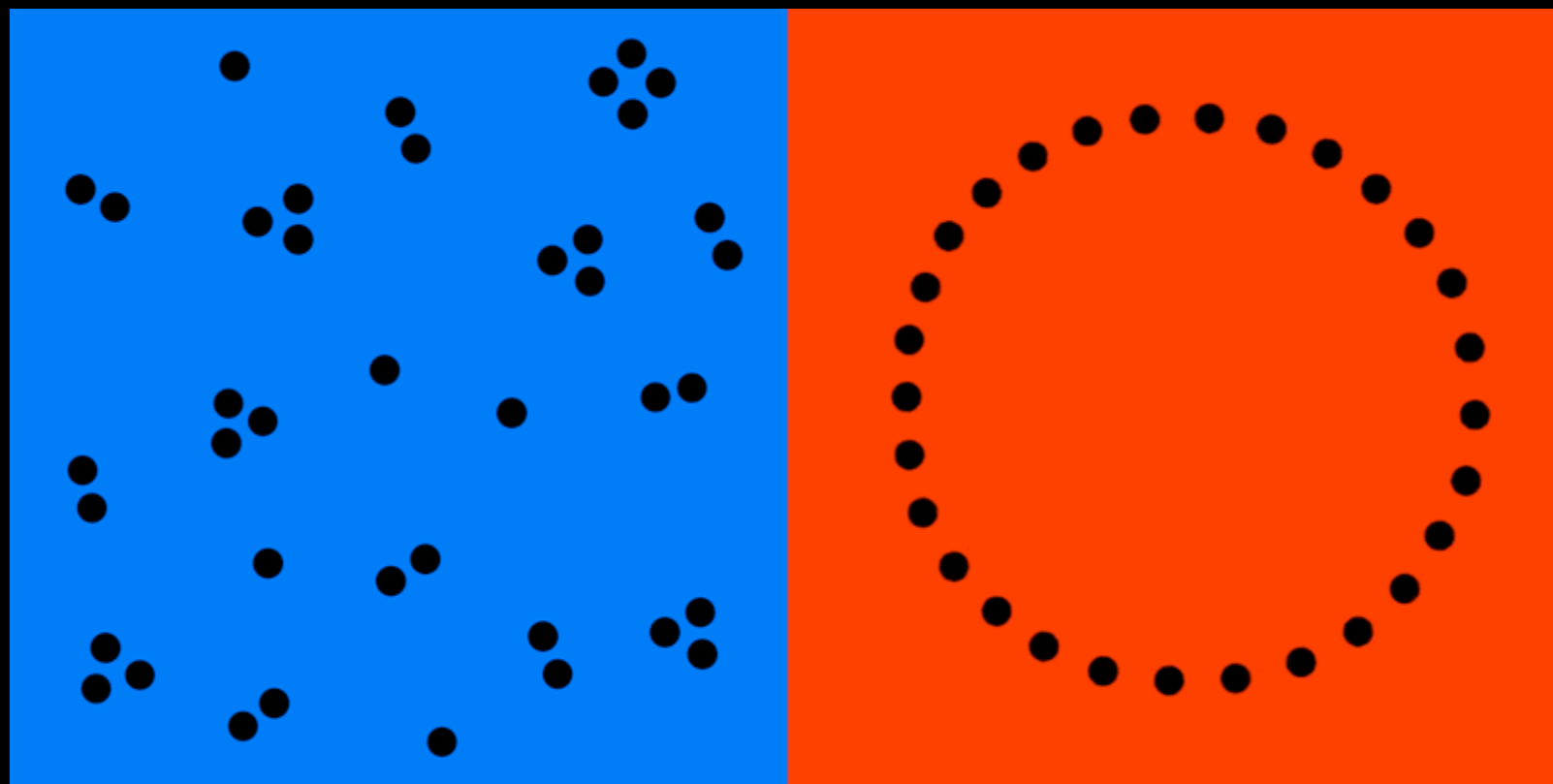
Boss/Leader



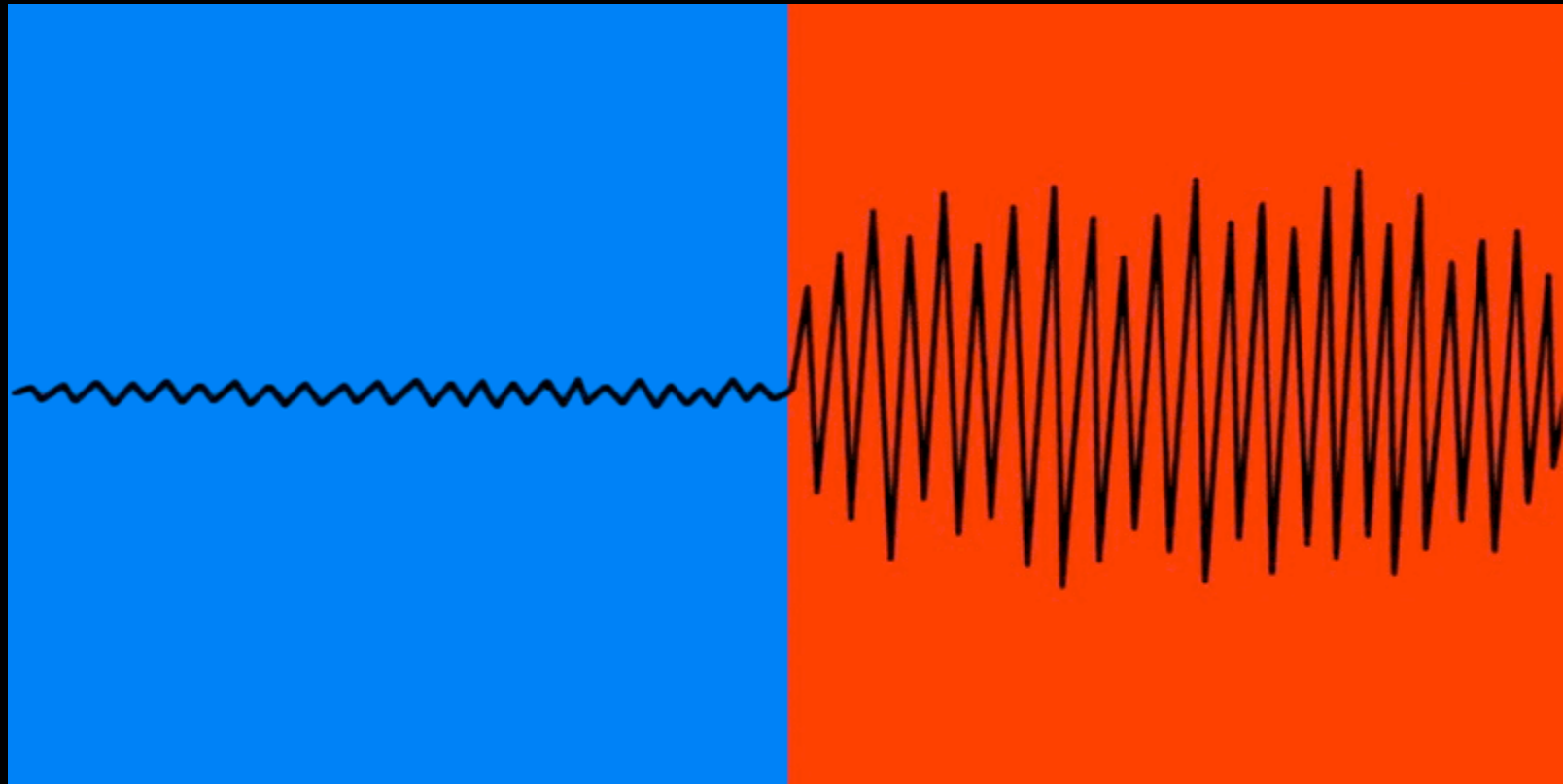
Anger



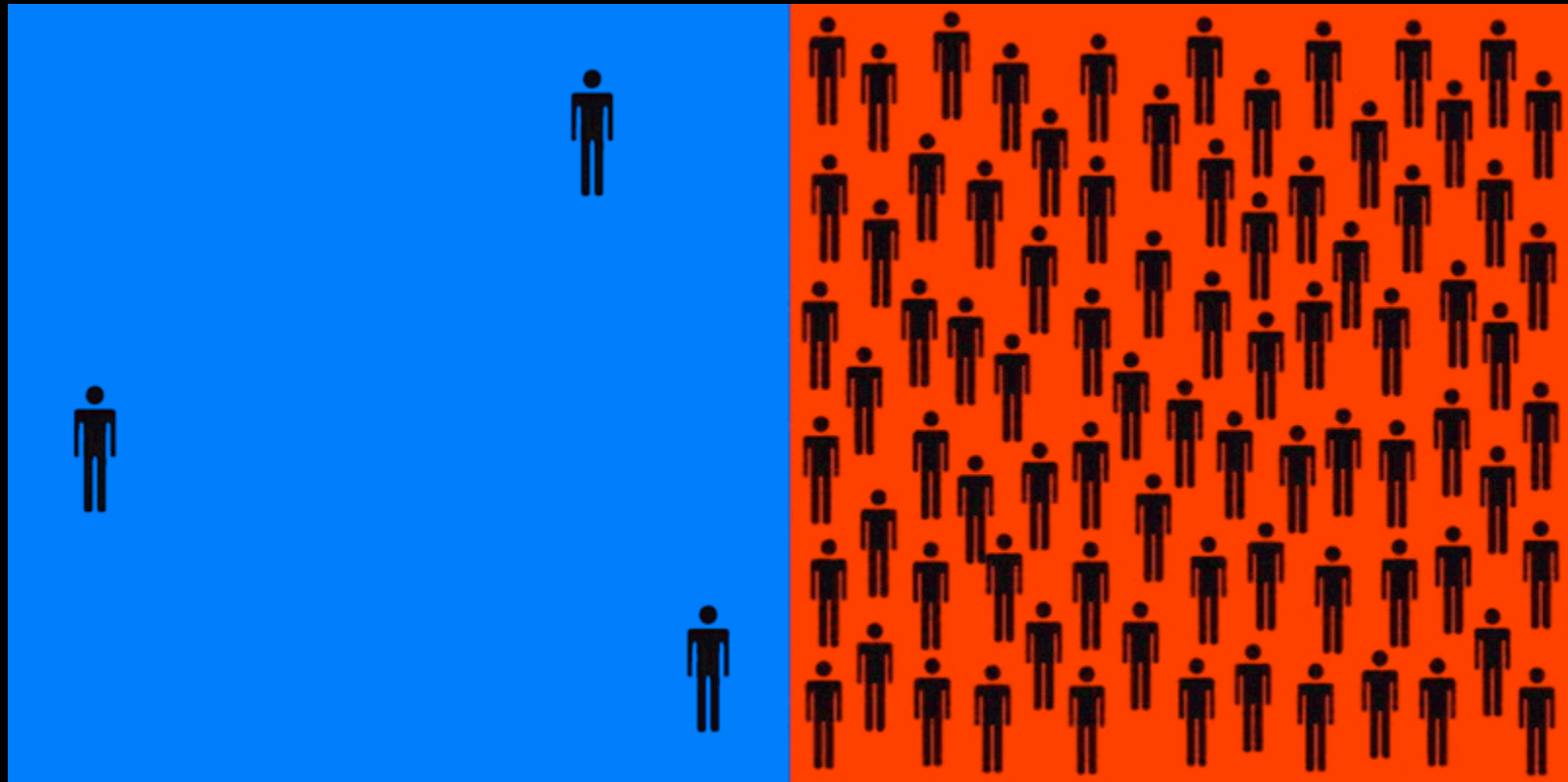
Line/queue



Party



In the restaurant



The street on Sunday



1970



2006

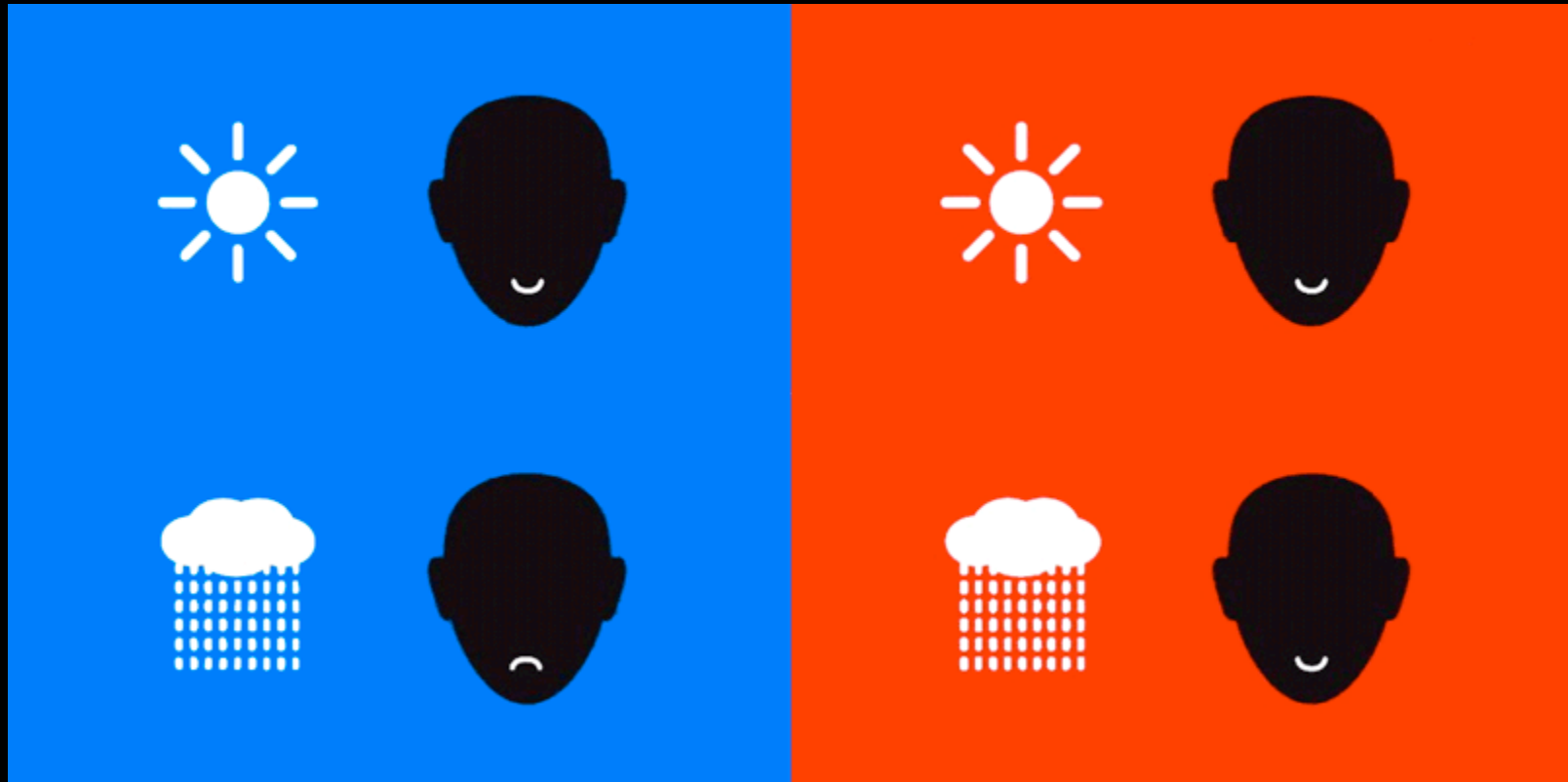


1970

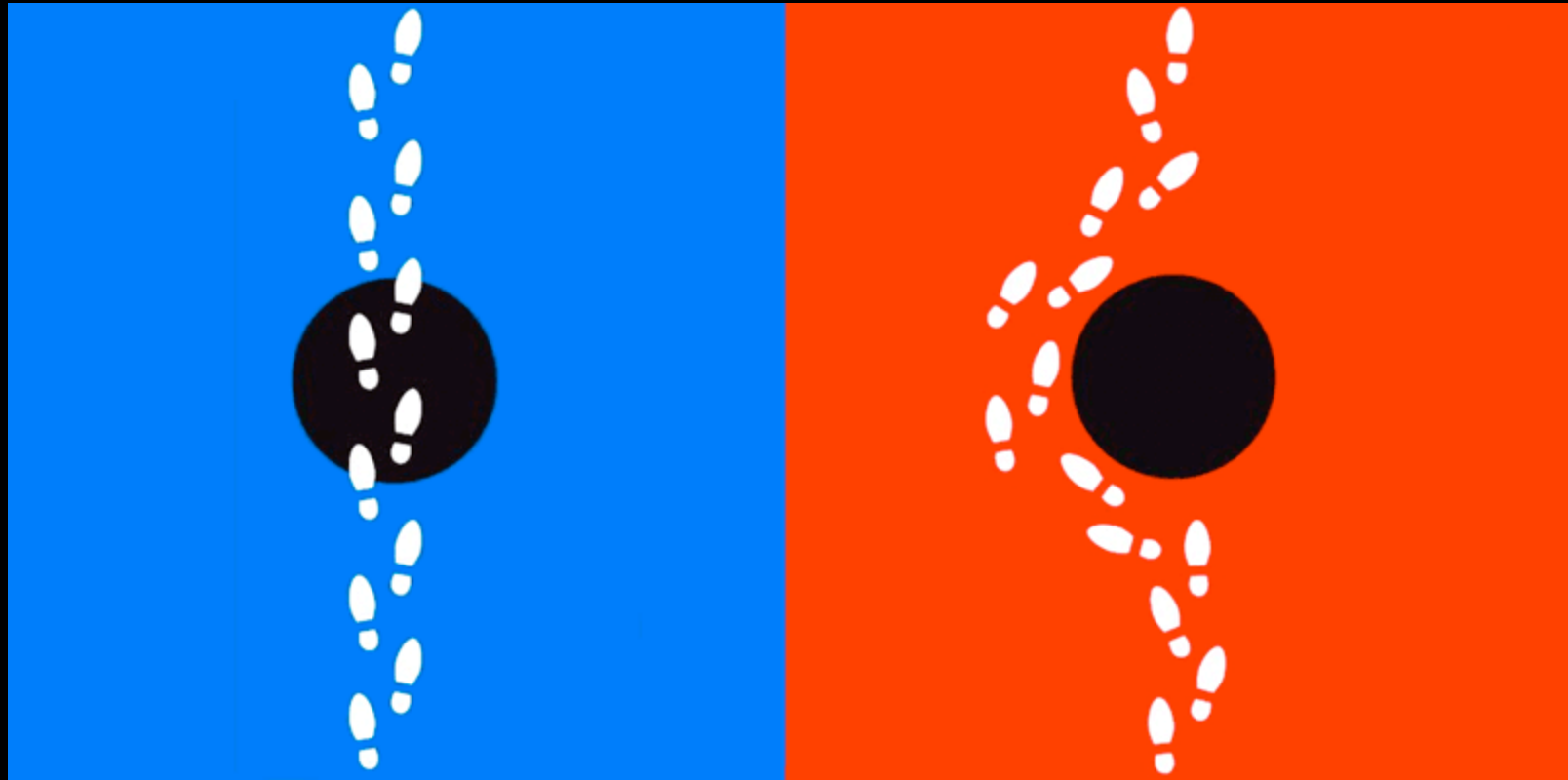


2006

Transportation



Mood & weather



Dealing with a problem