

# 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

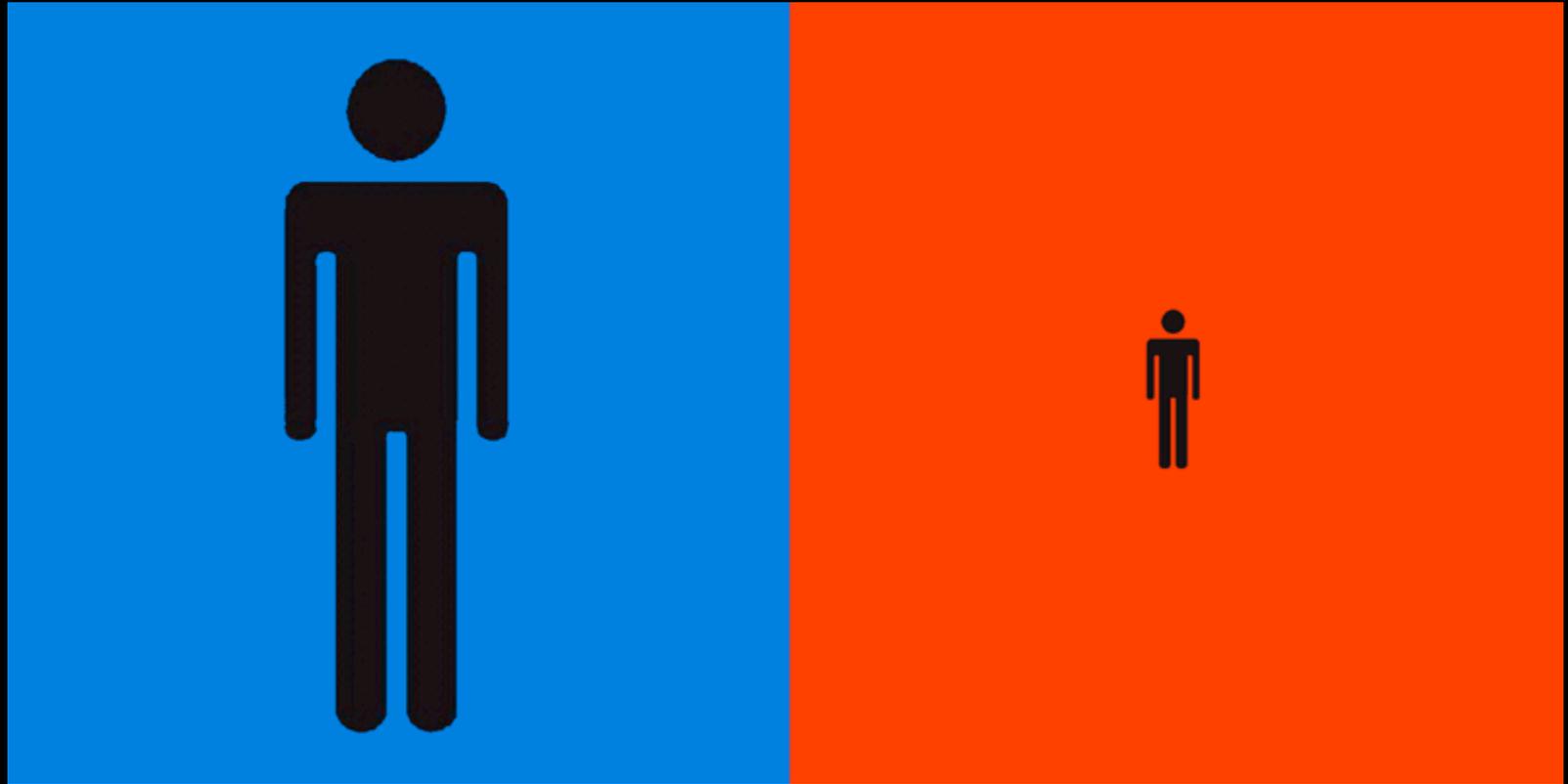
# Context and Culture

- 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

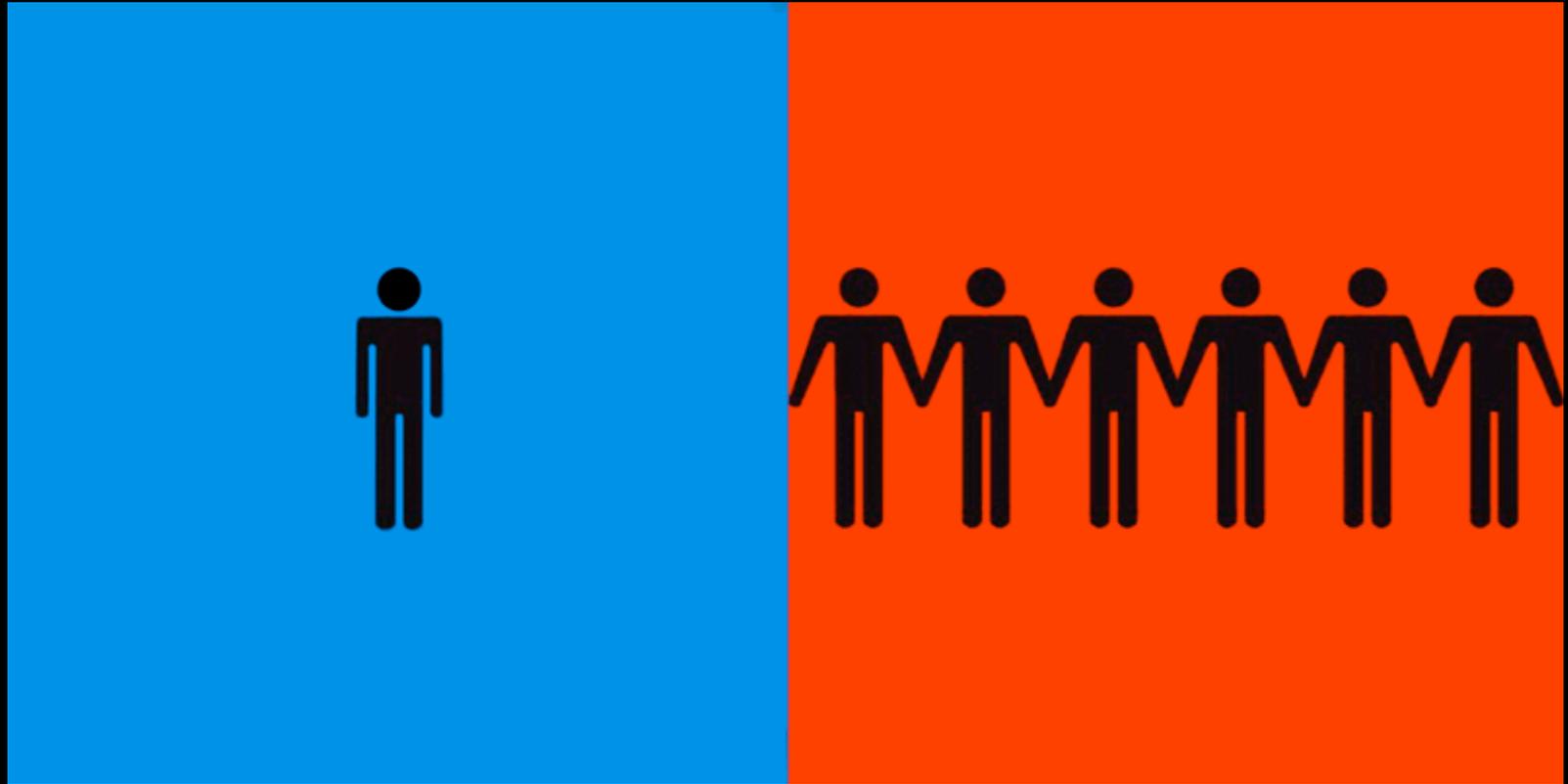
# A comparison of Eastern and Western cultures by Yang Liu.

Blue represents West

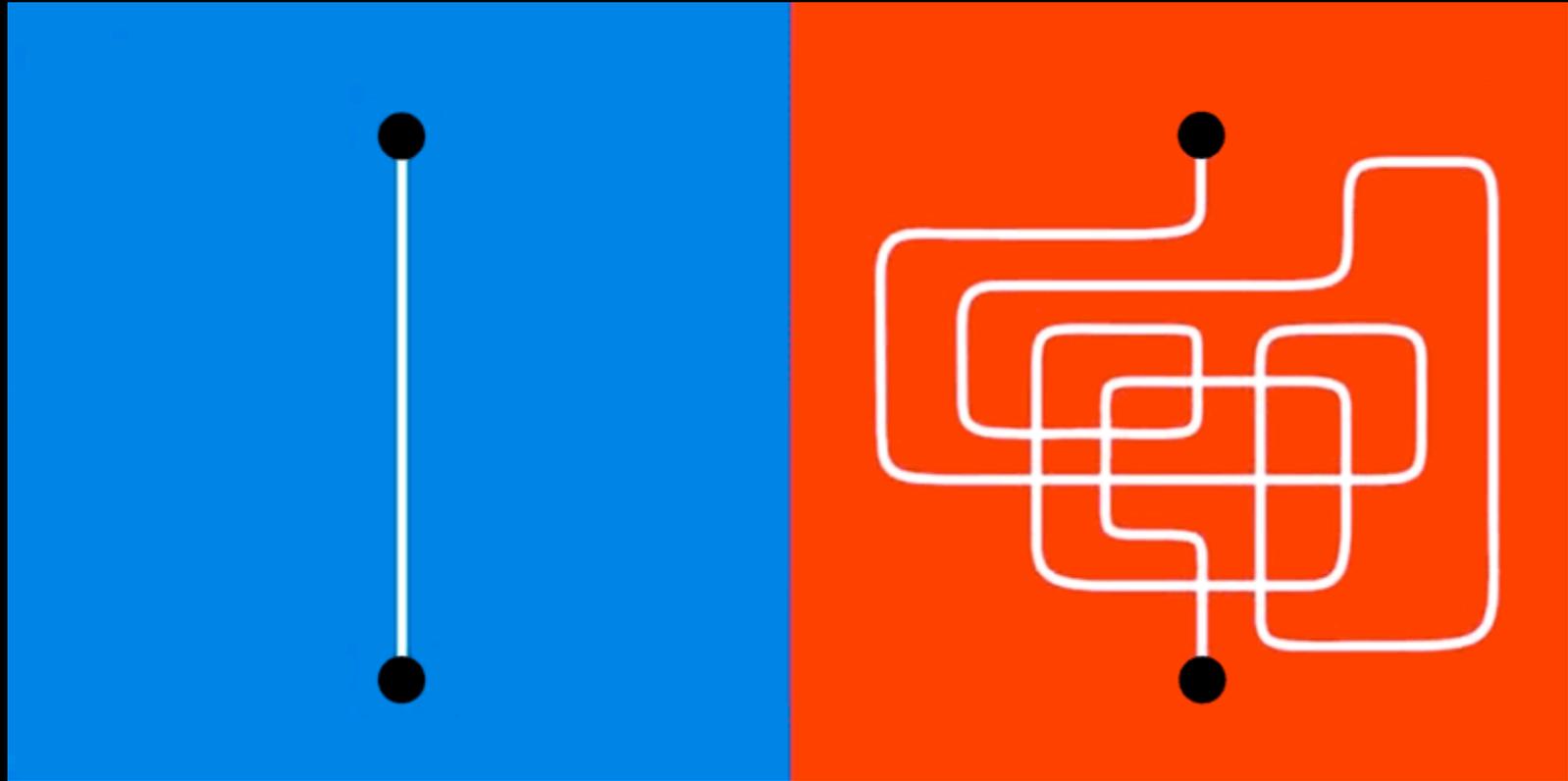
Red represents East



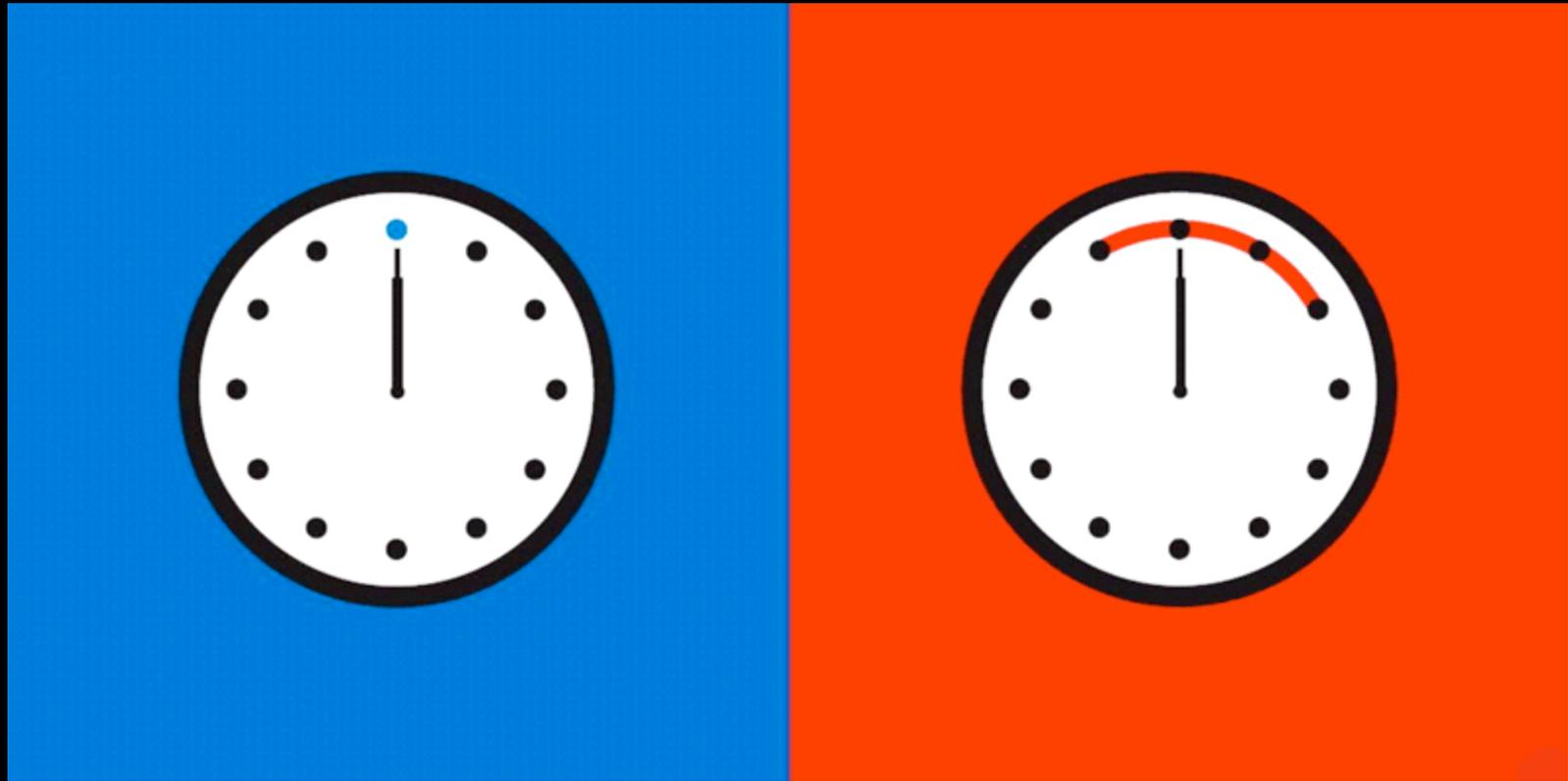
Me



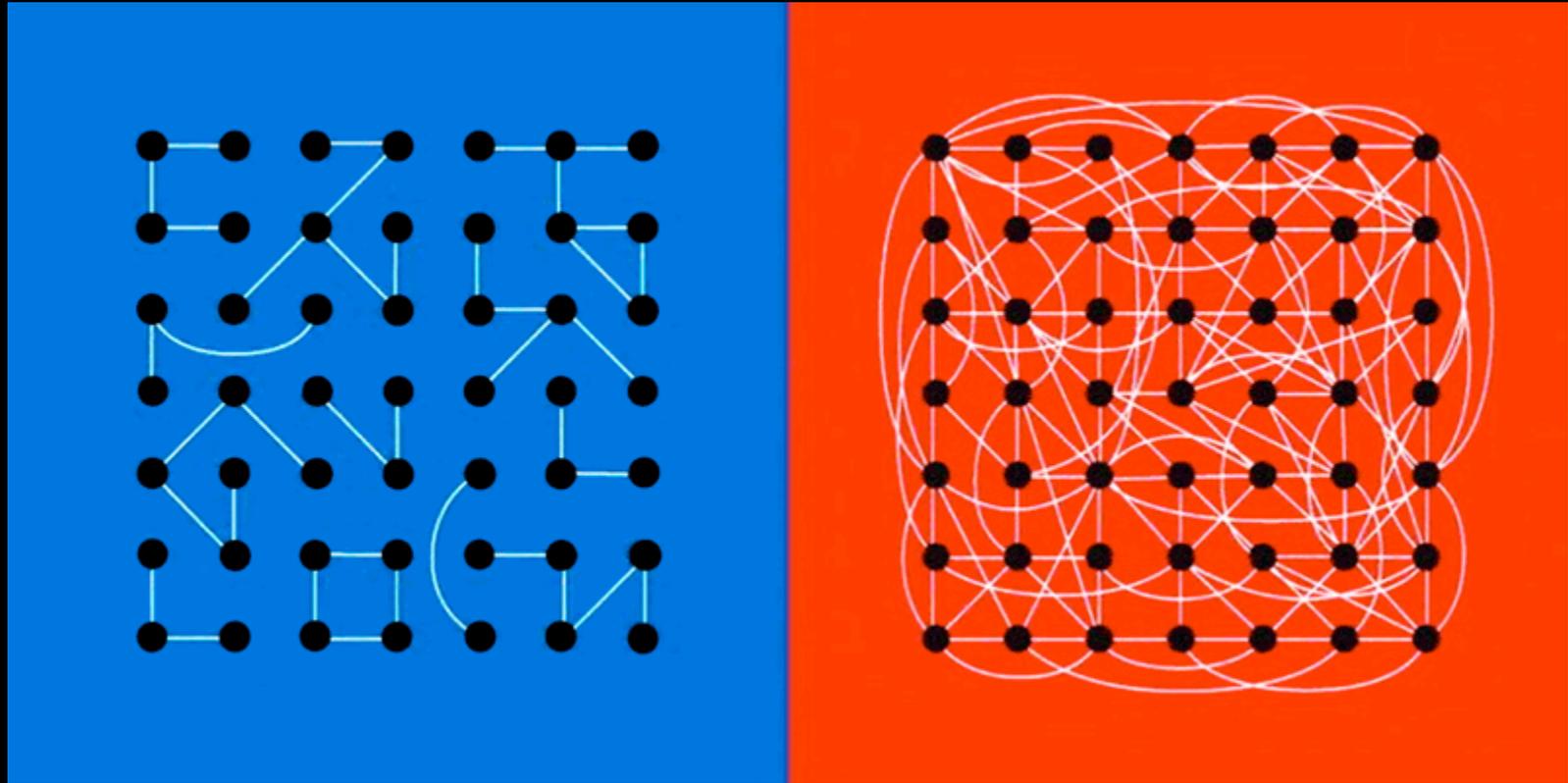
Lifestyle



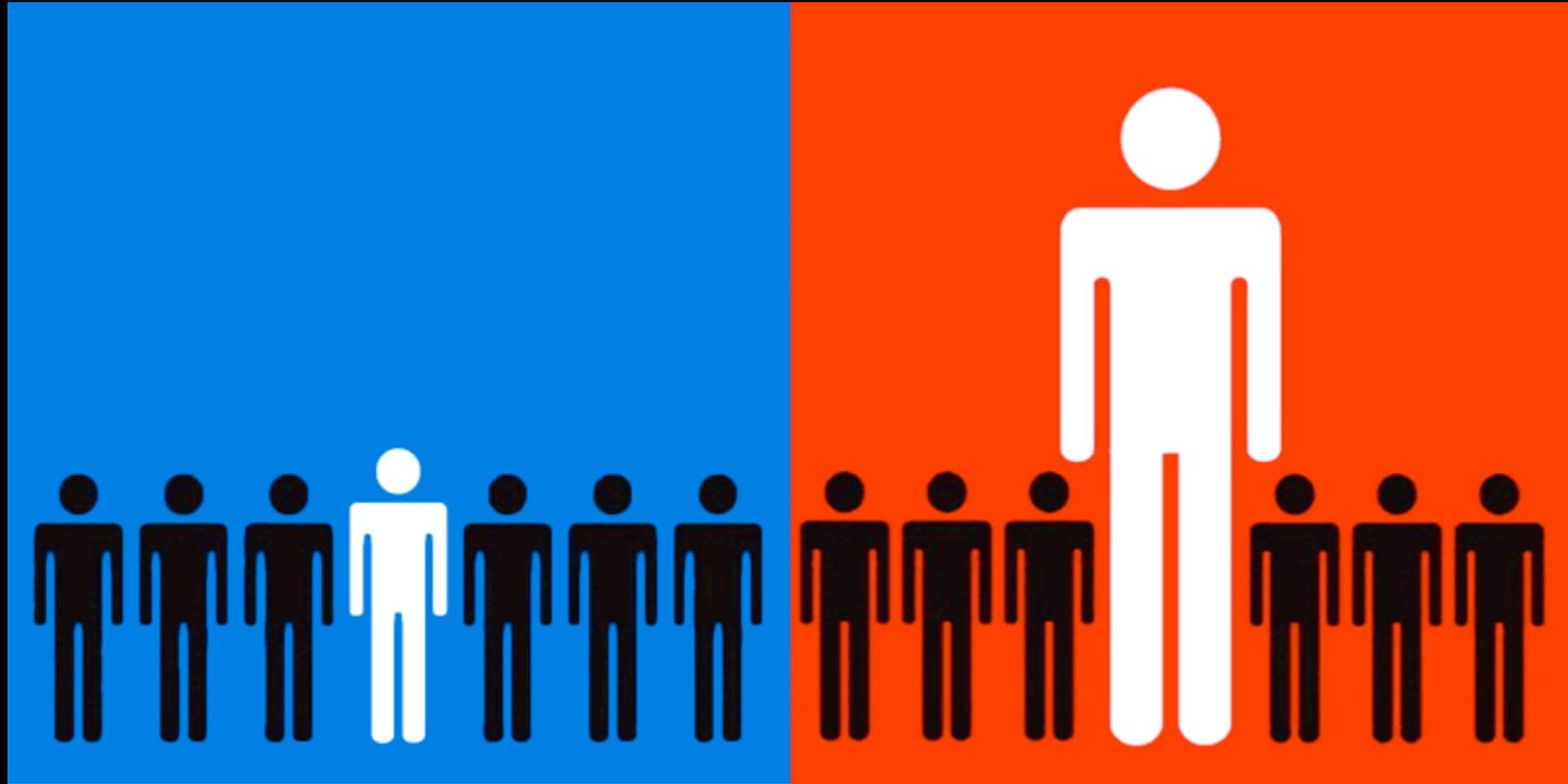
Opinion



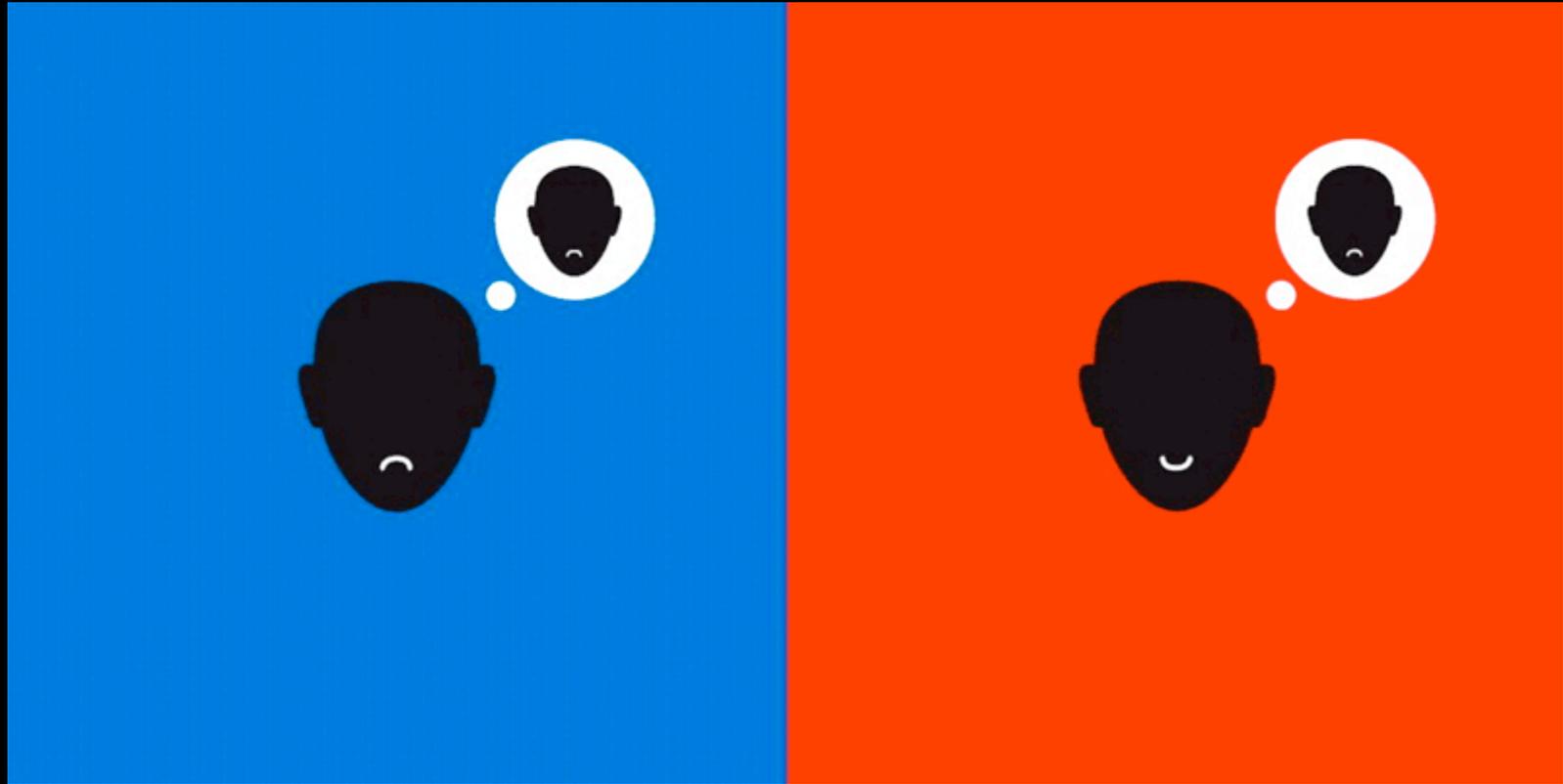
Punctuality



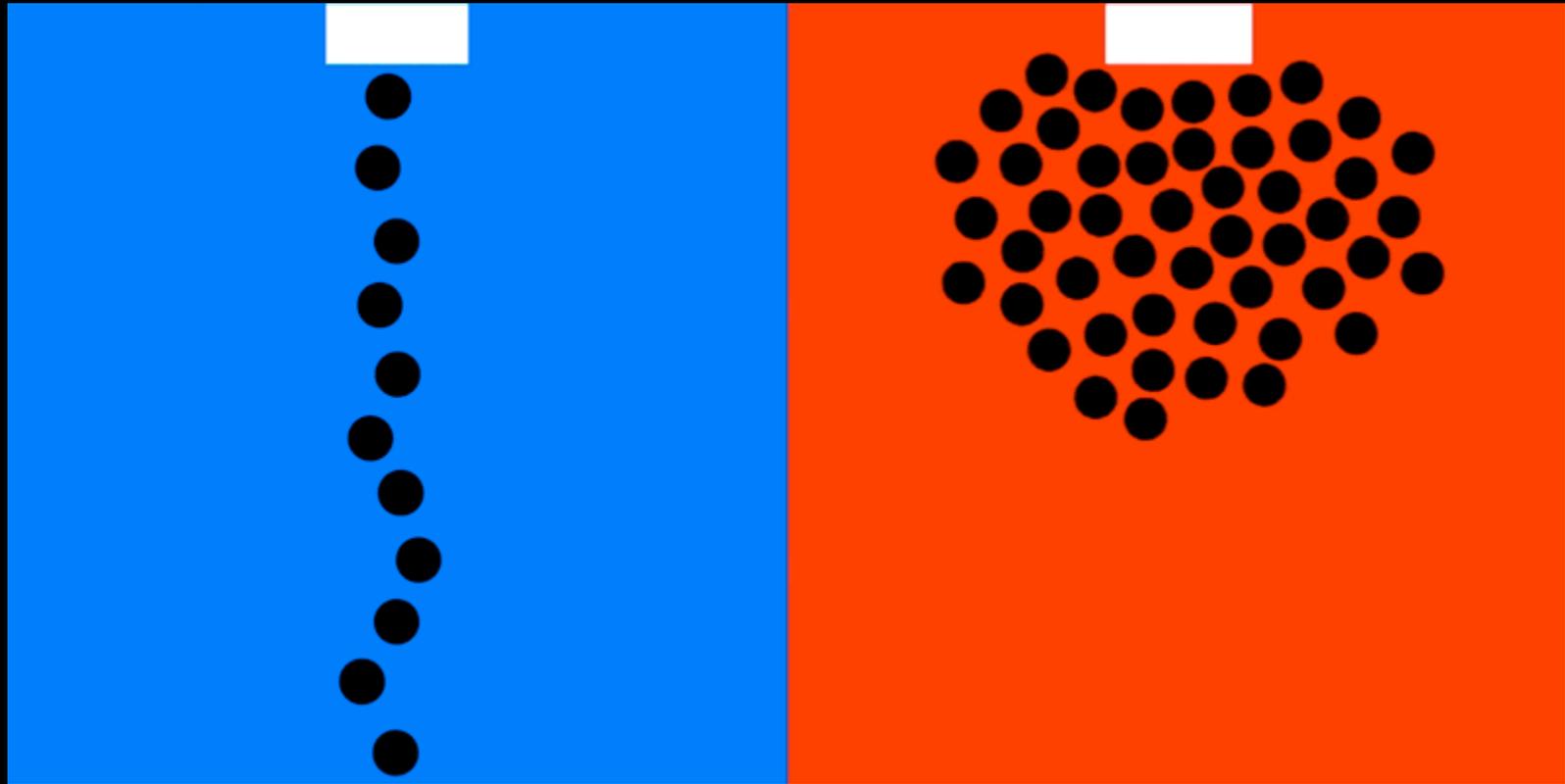
Contacts/Social Relations



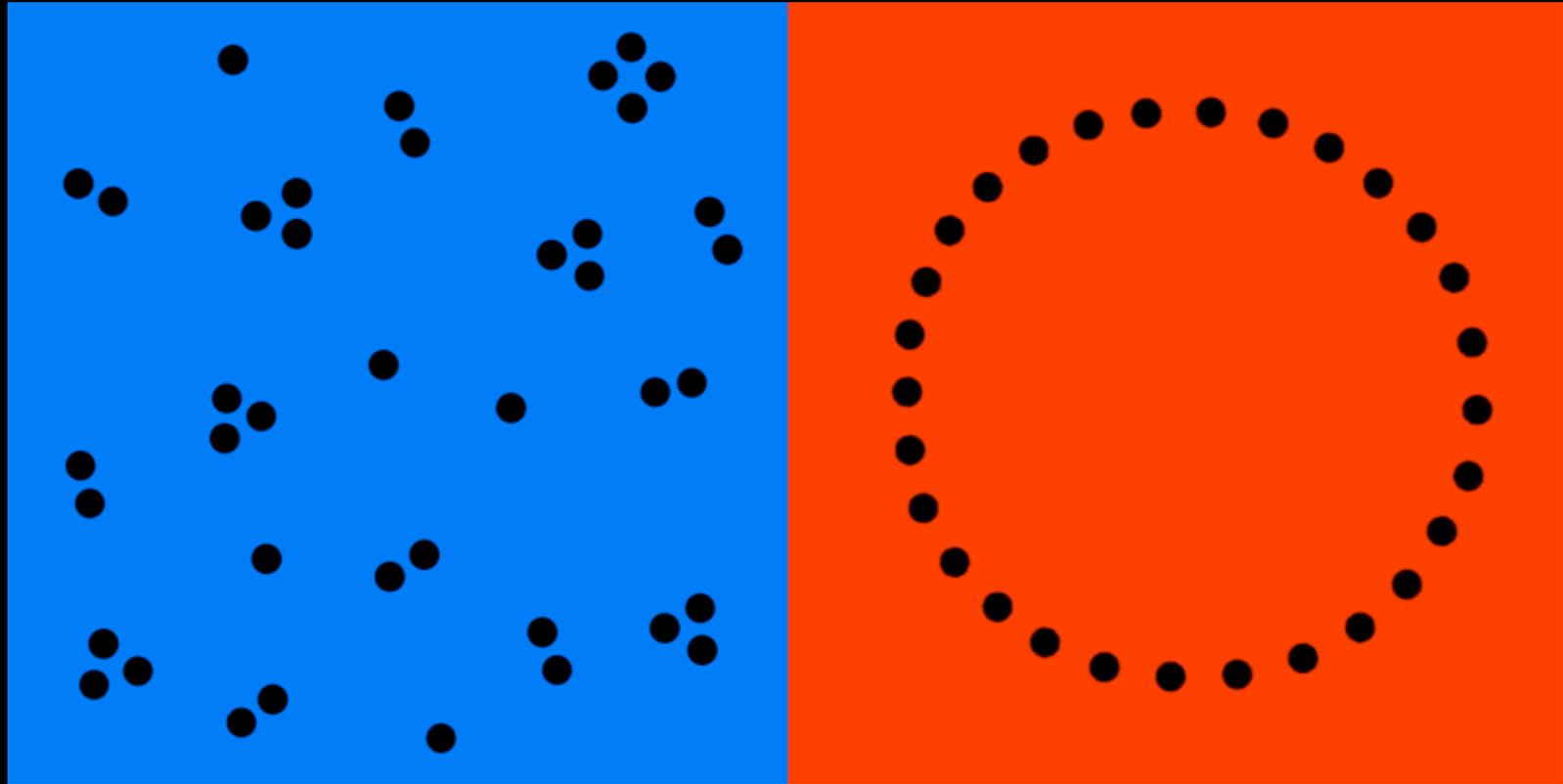
Boss/Leader



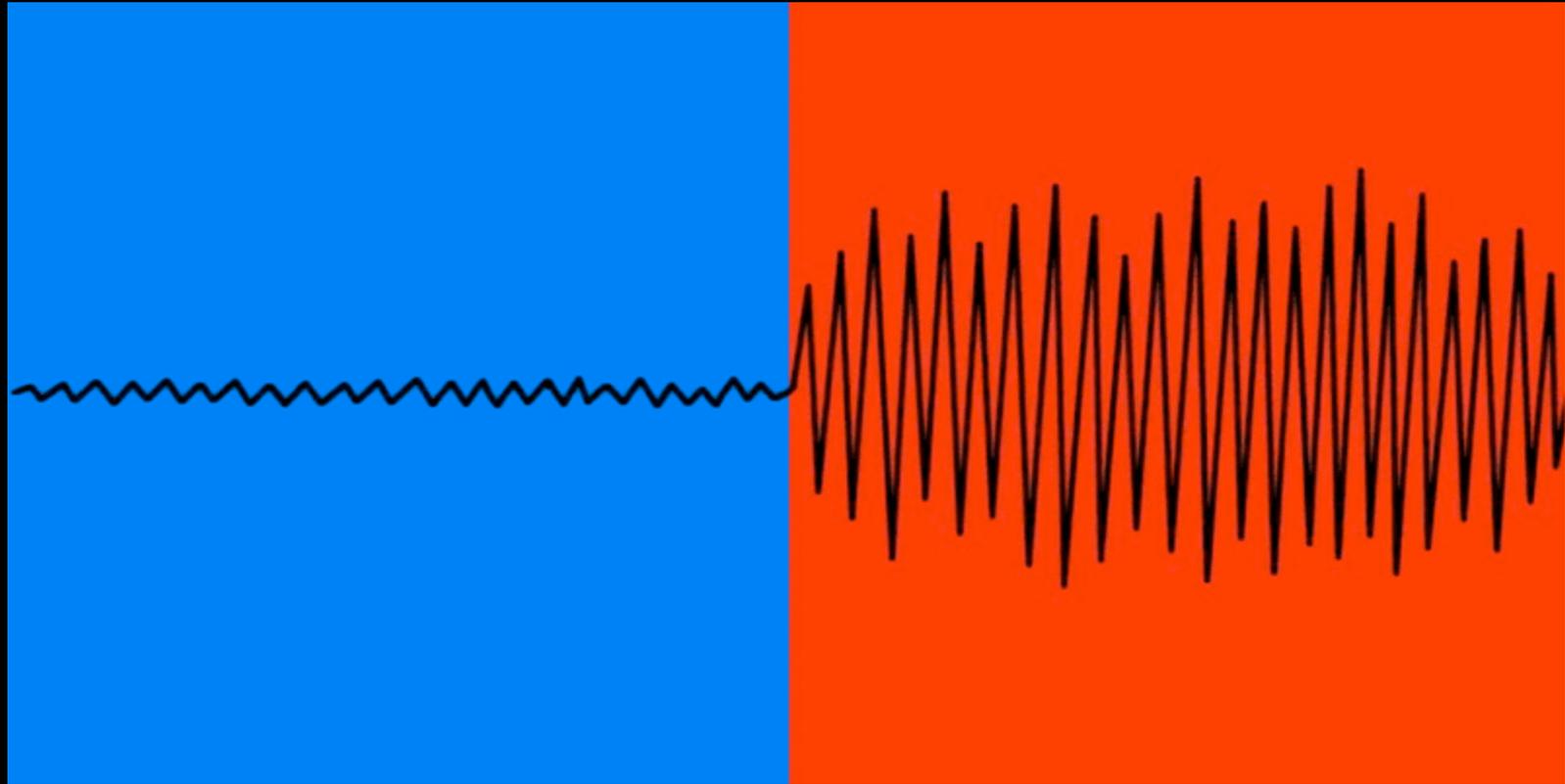
Anger



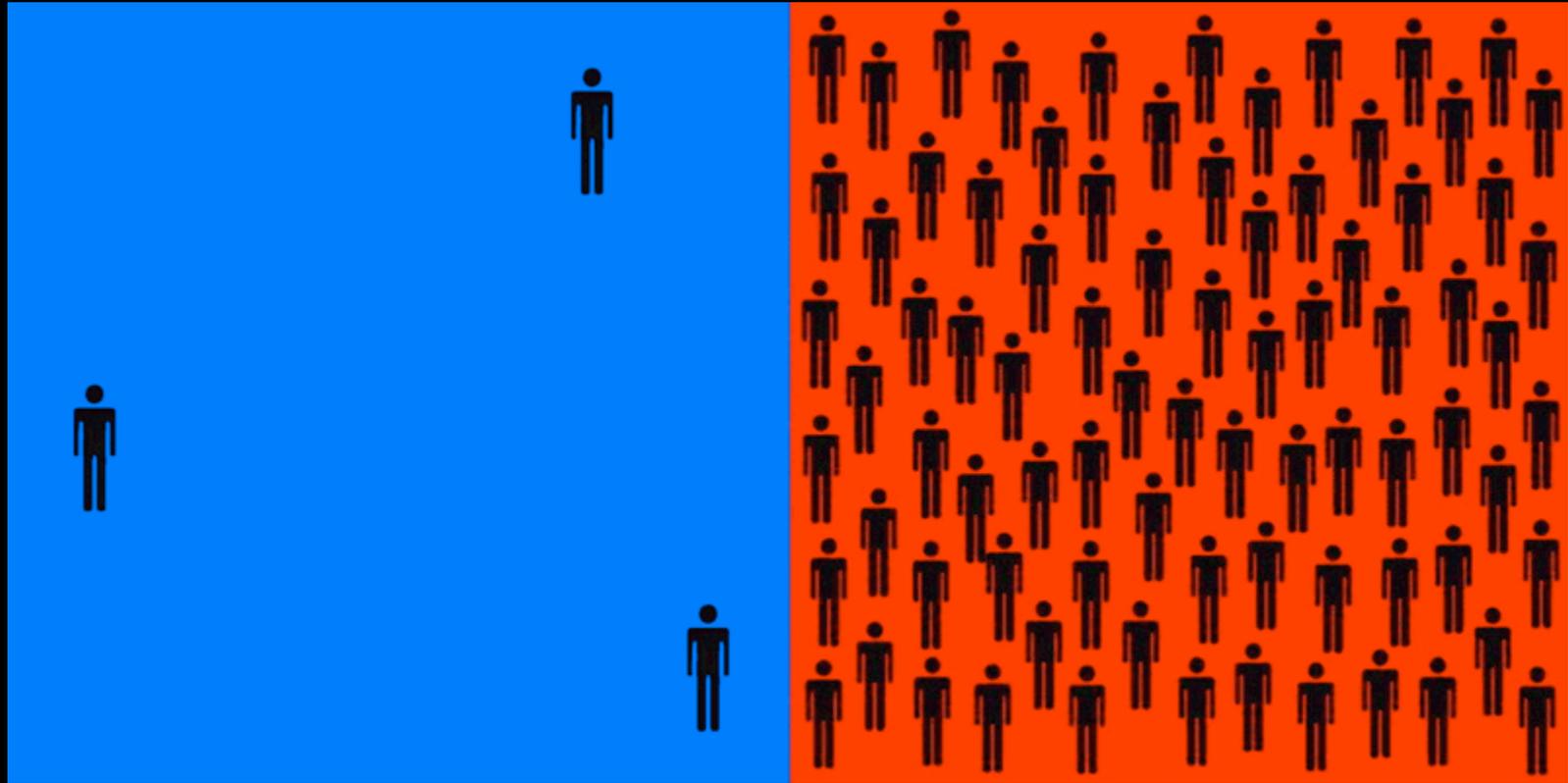
Line/queue



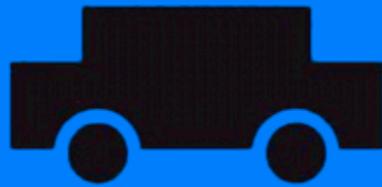
Party



In the restaurant



The street on Sunday



1970



2006

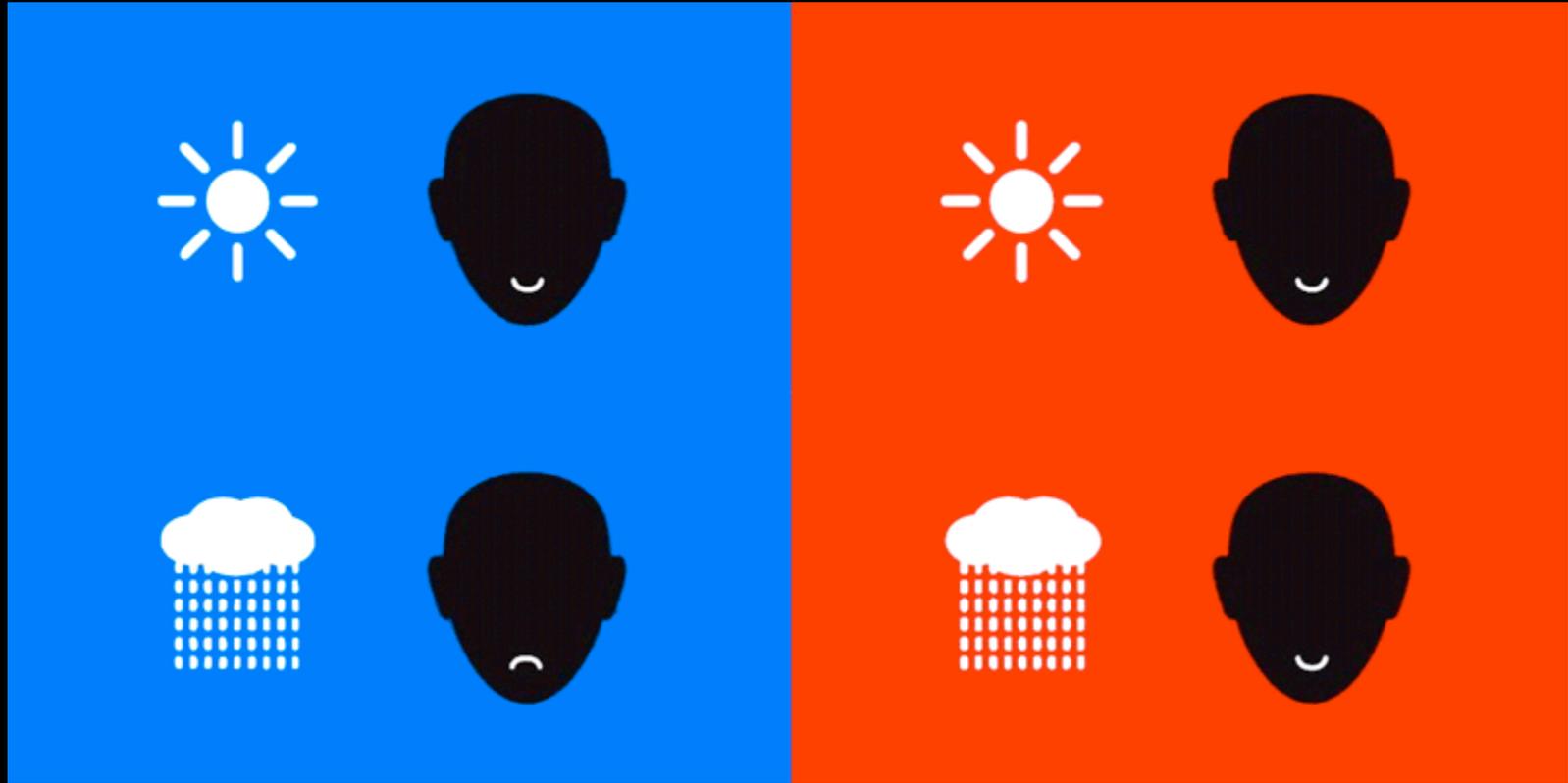


1970

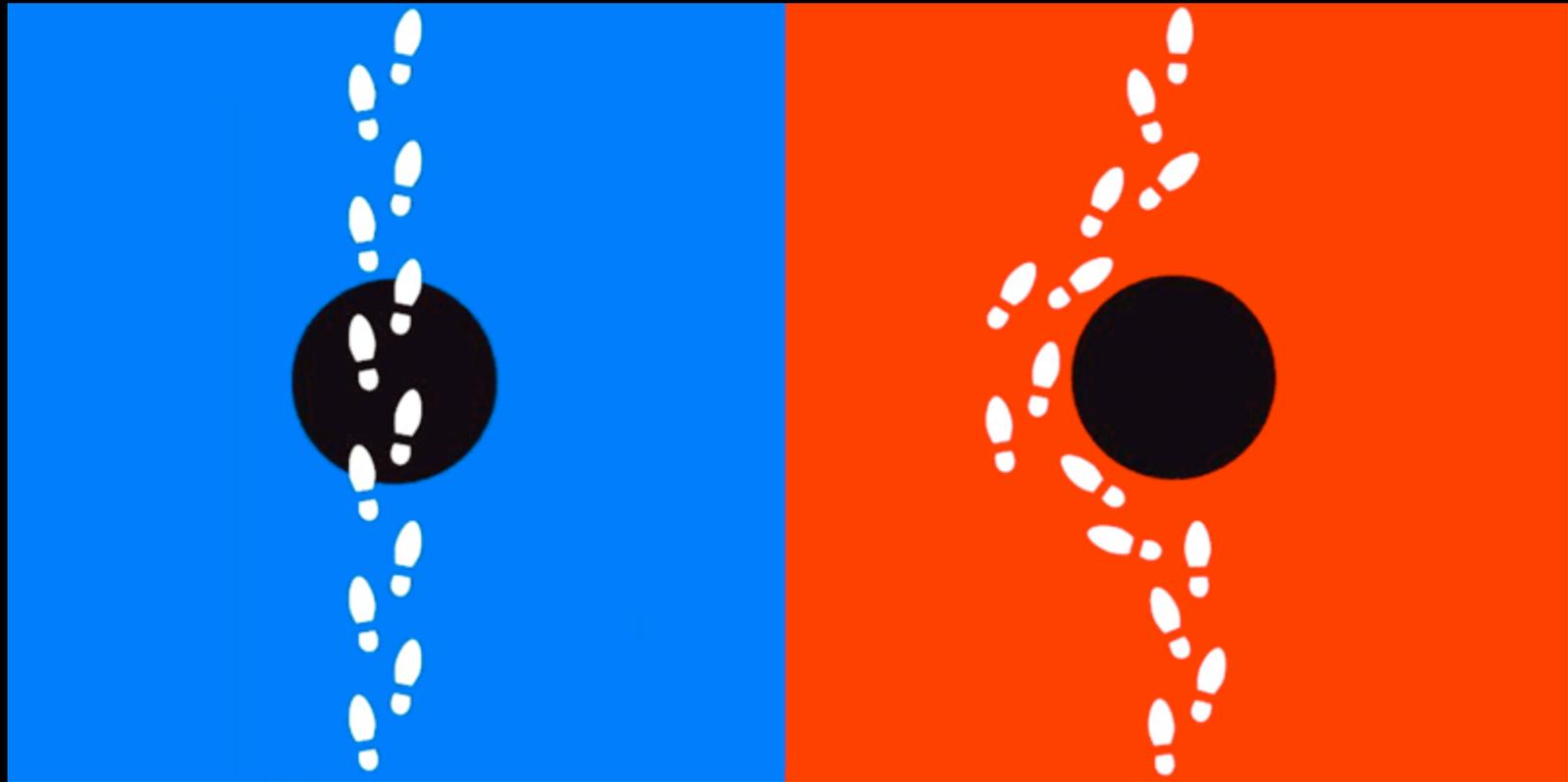


2006

# Transportation



Mood & weather



Dealing with a problem