

“Convo!”

Speak confidently

B2: Connect 1 - Japan (1/3) students always read aloud

The Culture Map, by Erin Meyer, takes a detailed look at 8 dimensions (or scales) of professional interpersonal communication, around the world. The 8 dimensions are: **Communicating**: explicit vs. implicit; **Evaluating**: direct negative feedback vs. indirect negative feedback; **Persuading**: deductive vs. inductive; **Leading**: egalitarian vs. hierarchical; **Deciding**: consensual vs. top down; **Trusting**: task vs. relationship; **Disagreeing**: confrontational vs. avoiding confrontation; and **Scheduling**: structured vs. flexible.

If you have worked with Japanese people, then you will know that they work differently to a lot of other cultures and nationalities. The truth is, most nationalities work in a particular way, and there are some important cultural differences that we all need to appreciate when working globally.

Japanese culture is extremely high context. This means that collective understanding is more important than explicit and literal communication. **Furthermore**, background and intuitive knowledge is key, and people pay attention to more than just the literal words spoken. **Consequently**, Japanese people tend to value group consensus over the clarity of words and contracts.

There is a concept known as spiral logic, where people circle around a topic and look at it from many perspectives. **Broadly speaking**, this connects with the Japanese concept of *nemawashi*, an informal process of quietly laying the foundation for some proposed change or project, by talking to everyone concerned individually and gathering support and feedback, before the decisions and implementation.

student reads aloud - copy and paste line by line

Use the connectors below in your answers to the following questions:

- furthermore - on top of this/that - what's more - in terms of - regarding - with regard(s) to
- therefore - hence - as a result - for this reason - as a consequence - consequently - thanks to
- broadly speaking - by and large - on the whole - nevertheless - nonetheless - whereas - owing to
- for the purpose of (ING) - in order to - with the aim of (ING)

Please give as much detail and information as possible!

1. With regards to the 8 cultural communication dimensions, compare your own culture with English culture (e.g. from the US, Australia, UK, etc.). Give specific examples and experiences.
 - a. **Communicating**: explicit vs. implicit;
 - b. **Evaluating**: direct negative feedback vs. indirect negative feedback;
 - c. **Persuading**: deductive vs. inductive;
 - d. **Leading**: egalitarian vs. hierarchical;
 - e. **Deciding**: consensual vs. top down;
 - f. **Trusting**: task vs. relationship;
 - g. **Disagreeing**: confrontational vs. avoiding confrontation;
 - h. **Scheduling**: structured vs. flexible.