

“Convo!”

Speak confidently

B2: Connect 1 - Introduction paste paragraph by paragraph. 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. These dimensions help us to separate out and analyse the various aspects of how different cultures communicate differently within professional contexts.

Speak about your own culture with regards to each of the cultural dimensions below. Give specific examples, experiences, and your own personal preferred style of communication for each dimension. Please give as much detail and information as possible!

student reads aloud - copy and paste line by line and ask your student to read out the connectors

Use as many of the connectors below as you can in the discussion:

- on top of this/that - besides - with regard(s) to - a case in point - by and large - provided that - in comparison with/to
- as a consequence - on account of - in the hope(s) of (ING) - that said - nonetheless - it's important to realise that - in summary

Six Cultural Dimensions: **copy and paste one-by-one; give 2-3 minutes of talktime for each dimension**

1. **Scheduling: structured vs. flexible timings** - sticking to a fixed and rigid schedule where punctuality is highly valued (deadlines, planning, and calendars are taken seriously), vs. being more flexible where time is fluid and adjustable based on relationships, context, or opportunity, and people are more comfortable with multi-tasking, delays, or spontaneous changes;
2. **Disagreeing: confrontational vs. avoiding confrontation** - openly sharing different opinions (open disagreement is seen as honest, productive, and necessary for improvement), vs conflict avoidant (where conflict is seen as embarrassing or damaging to relationships, and avoiding public disagreement shows respect, not dishonesty);
3. **Communicating: explicit vs. implicit communication** - saying things clearly in a direct, obvious, and clear way ('low context'), vs. hinting and being indirect where communication is subtle, and 'high context' - that is, it requires a high level of cultural understanding;
4. **Evaluating: direct vs. indirect negative feedback** - giving honest criticism directly (open, frank, and straightforward) vs. being more subtle and indirect (vague, soft, respectful) with feedback;
5. **Deciding: consensual vs. top-down decision making** - making decisions through group discussions and alignment (consensus building through lots of meetings and slow decisions), vs. decisions made from the top (faster decisions, but potential for less agreement and more complicated implementation);
6. **Trusting: task-based vs. relationship** - where trust is built through work and reputation (through reliability, performance, and competence), vs. trust built through personal connection (shared experiences, emotional bonds, and personal relationships);