

Leading & Working



Across 7 Western Cultures

Chapter 1

CULTURAL INTELLIGENCE BASICS

Cultural Intelligence Foundation 1

Chapter 2

CULTURAL COMMUNICATION STYLES

High - Low Context 10

Chapter 3

RELATIONSHIP BUILDING SKILLS

Intra-Personal and Inter-Personal Skills 13

Chapter 4

BEYOND JUST CULTURE

Personality and Culture 16

Personality Evolution 16

Understand Yourself, Understand Others 17

MITS Model 17

Assess Yourself 18

Chapter 5

CULTURAL STEREOTYPING

Shift Your Thinking 19

Chapter 6

SEVEN WESTERN CULTURES

Topics covered in each country include:

- * *Country History*
- * *Government | Legal Overview*
- * *Business Environment*
- * *Cultural Basics*
- * *Language Basics*
- * *Intercultural Communication*
- * *Management Style*
- * *Business Etiquette*
- * *Meeting Structure*
- * *Negotiation Style*
- * *Business Entertaining*
- * *Women in Business*

Australia	21
Canada	28
France	36
Germany	45
New Zealand	55
United Kingdom	63
United States	72

APPENDIX A: CULTURAL PERSONALITY BY COUNTRY

APPENDIX B: CULTURAL INTELLIGENCE SELF-ASSESSMENT

APPENDIX C: MULTIPLE INTELLIGENCE THINKING STYLES (MITS) ASSESSMENT