

MAPPING YOUR CULTURAL ORIENTATION

Individualistic **Collectivistic**
I work best independently, on my own, and see myself first as an individual. work best in a group or team and see myself first as part of a group.

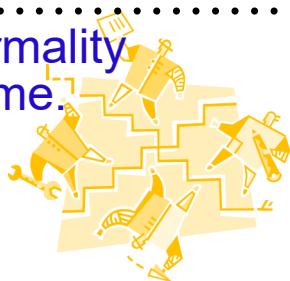
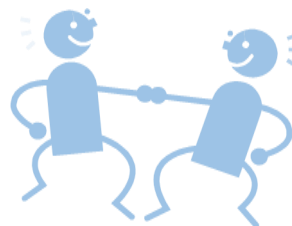
Low Context/High Content **High Context/Low Content**
I prefer direct, specific, verbal communication. I prefer general, open-ended Communication and depend on non-verbal cues.



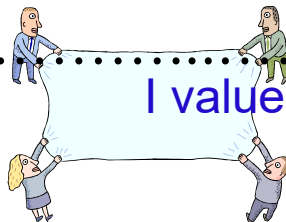
Monochronic **Polychronic**
I like to be on time and expect the same of others. What happens is more important than when it starts and ends.



Egalitarian **Hierarchical**
Titles, status, and formality are not important to me. I work best when there is a clear rank and chain of command.



Task Focused **Relationship Focused**
I prefer to focus on getting the job done and become impatient with socializing. I value time spent in building relationships and work better with people when I get to know them.



Surfacing Differences **Maintaining Harmony**
I directly address differences when there is an issue so the problem can be solved. I like to deal with differences indirectly, behind the scenes, to avoid causing upset.