

INTRODUCTION

## 4 Knowledge of the host country and culture

### Major Competency

IEPs possess knowledge of the host country and culture and try constantly to expand that knowledge.

### Core Competencies

- 4.1** IEPs demonstrate a desire to learn about the host culture.
- 4.2** IEPs possess knowledge of the history, geography, social mores, customs, and socio-economic conditions etc. of the host country relevant to the assignment.
- 4.3** IEPs possess knowledge of the local organization in which they work, the political processes of the country and organization, and local management practices.

## 5 Relationship-building

### Major Competency

IEPs possess good relationship-building skills, both social/personal and professional.

### Core Competencies

- 5.1** Socializing skills: IEPs socialize harmoniously and productively with host nationals and co-workers.
- 5.2** Cross-cultural management skills: IEPs help to get people of diverse cultures to work together in a task-functional way.

