

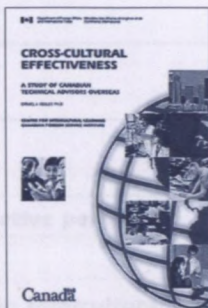
## OTHER PUBLICATIONS IN THE INTERCULTURAL EFFECTIVENESS SERIES



### **CROSS-CULTURAL COLLABORATIONS – MAKING NORTH-SOUTH COOPERATION MORE EFFECTIVE**

Daniel J. Kealey & David R. Protheroe  
*Centre for Intercultural Learning,  
Canadian Foreign Service Institute,  
1995, bilingual, 119 pp. English.*

This study clarifies why so few development assistance personnel are successful by examining the *individual, organizational and contextual* factors at play in success or failure. This book also discusses how the field of technical cooperation is evolving and how new forms of collaboration are emerging in fields such as diplomacy, peacekeeping and business. Providing tools to assist outgoing collaborators in understanding their challenging new environment and presenting a description of the characteristics of the model collaborator, *Cross-Cultural Collaboration* is required reading for both development workers and their managers.



### **CROSS-CULTURAL EFFECTIVENESS – A STUDY OF CANADIAN TECHNICAL ADVISORS OVERSEAS**

Daniel J. Kealey, Ph.D.  
*Centre for Intercultural Learning,  
Canadian Foreign Service Institute,  
2001, bilingual, 70 pp. English.*

Does previous overseas experience guarantee success? Is culture shock something to be avoided? Can you select for intercultural effectiveness? Can you train for intercultural skills? A seminal work in the intercultural field, *Cross-Cultural Effectiveness* challenges commonly held beliefs about what it takes to live and work successfully in a new culture. The study defines the interpersonal skills and pre-departure attitudes that are predictive of overseas success and links these to the practical issues of selection and training. *Cross-Cultural Effectiveness*, first published in 1990 and updated and revised for this 2001 edition, is a must read for anyone involved in the international and intercultural fields.