

UNDERSTANDING THE CONCEPT OF CULTURE

- know that all cultures have their own internal logic, by being able to:
 - explain the historical underpinnings of some local values and customs
 - give examples of things in the host culture that may be logical in that context but perhaps would not be so at home (e.g. a tendency to avoid risks or to place higher priority on social or family goals than on work objectives)

Core Competency

- 3.2** IEPs understand how their own cultural conditioning has influenced them and how some values of their own culture may cause problems in the host culture.

Behavioural Indicators

- 3.2** Interculturally Effective Persons can:

- articulate how they are a product of their own culture, by:
 - giving examples of how their own culture has influenced their perceptions and behaviour (e.g. being a task-oriented person)
 - identifying the tendency of people to value their own culture above others (ethnocentrism)
 - describing how they overcome the tendency to ethnocentrism
- describe how some values of their own culture could cause interpersonal problems on the job in some countries (e.g. the Western tendency to immediately “get down to business”, or the Oriental tendency to establish relationships first)
- describe how their own personal values might have to be tempered when abroad (e.g. a strong feminist may have to be careful about expressing her beliefs in some societies)