RELATIONSHIP-BUILDING

■ understand the differences and similarities between the rules of socializing in their home country and in the host country, by:
  • being able to identify some protocol and codes in the host country that are different from or similar to the situation at home (e.g. proximity, contact between men and women etc.)
  • being able to explain the implications of professional socializing in the host culture, such as the local meanings that friendship or contact between the sexes and cultures may have
  • being able to describe the implications of their social and professional status in socializing with host nationals
  • being able to explain how personal and professional relationships are intertwined in the host culture
  • being identified by local colleagues as committing few social faux pas, and working to correct them when they are committed
  • asking local friends and colleagues to point out social faux pas so that these can be corrected

■ are cognizant of any negative images of foreigners in the local culture and try to avoid behaving according to these stereotypes, by:
  • being able to give some examples of past relations between the host country and their own country that could affect relations with local people

■ are sensitive to how an expatriate born in the host country and now a citizen of another country may be viewed by local staff