

INTERNATIONAL STUDENTS: HOT-CLIMATE VERSUS COLD-CLIMATE-CULTURES

Sarah A. Lanier, Foreign to familiar. A Guide to Understanding Hot- and Cold-Climate Cultures, Hagerstown 2007⁶.

| HOT-CLIMATE-CULTURE | | COLD-CLIMATE-CULTURE | |
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| Asia, southern states of US, pacific islands, Africa, Southamerica (except Argentina), middle East, eastern Europe, Mediterrean countries (except Jewish population of Israel) | | Canada, northern states of US, Europe (north of Switherland), Israel (the jewish population that primarily came from Europe), white populations of New Zealand, Australia, southern Brazil, white population of South Africa, and other countries or parts of countries largely settled by Europeans, such as Argentina. | |
| RELATIONSHIP BASED | <ul style="list-style-type: none"> • communication must create a “feel-good” atmosphere • though the individuals may be otherwise, the society is feeling oriented • efficiency and time do not take priority over the person • it is inappropriate to “talk business” upon first arriving at a business meeting or making a business phone call | <ul style="list-style-type: none"> • communication must provide accurate information • though individuals may be otherwise, the society is logic oriented • efficiency and time are high priorities, and taking them seriously is a statement of respect for the other person | TASK ORIENTED |

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| INDIRECT | <ul style="list-style-type: none"> • it's all about being friendly • every question must be phrased in such a way as to not offend by its directness • use a third party for accurate information if you sense that a direct question will be too harsh, or not get the results you are seeking • a "yes" may not be an answer to your question. It may be the first step in beginning a friendly interchange. Or verbal compliance may be required by the culture. Therefore, avoid yes-or-no questions • avoid embarrassing people | <ul style="list-style-type: none"> • short, direct questions show respect for the person's time, as well as professionalism • a "yes" is a "yes", and a "no" is a "no". There are no hidden meanings • an honest, direct answer is information only. It does not reflect on how the person feels about you • you can say what you think (nicely), and it will usually not be taken personally | DIRECT |
| GROUP-ORIENTATION | <ul style="list-style-type: none"> • I belong, therefore I am • my identity is tied to the group (family, tribe, etc.) • the group protects and provides for me • taking initiative within a group can be greatly determined by a role • I do not expect to have to stand alone • my behavior reflects on the whole group • team members expect direction from the leader | <ul style="list-style-type: none"> • I am a self-standing person, with my own identity • every individual should have an opinion and can speak for him-or herself • taking initiative within a group is good and expected • one must know how to make one's own decisions • my behavior reflects on me, not on the group | INDIVIDUALISM |

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| <p>INCLUSION</p> | <ul style="list-style-type: none"> • are a group-oriented culture • individuals know they are automatically included in conversation, meals, and the other activities of the group • possessions are to be used freely by all: food, tools, etc. • it is not desirable to be left to oneself • it is rude to hold a private conversation or make plans that exclude other present | <ul style="list-style-type: none"> • people enjoy having time and space to themselves • people are expected to ask permission to borrow something or to interrupt a conversation • each person is considered to be the steward of his or her possessions and has the responsibility to maintain and protect them • in a community setting, it might be common to label one's food, tools, etc. to set them apart from the group's common possessions • it is acceptable to hold private conversations or make exclusive plans with a few people, not including everyone | <p>PRIVACY</p> |
| <p>HOSPITALITY</p> | <ul style="list-style-type: none"> • hospitality is spontaneous, often without an advance invitation • it is the context for relationship (even a business relationship) • hospitality usually takes place in the home • the host fully takes care of the needs of the guest. The guest pays for nothing • a gift is usually expected • food and drink are involved • travelers are taken in and provided for | <ul style="list-style-type: none"> • hospitality is taken very seriously and is planned for • it is usually not as spontaneous. The host usually needs advance notice of a visit • travelers are expected to make their own arrangements other than what is specifically communicated to the host ahead of time • guests need to expect to pay for their transportation and restaurants if visiting in the US. If the host plans to pay, he usually will say so • hospitality is a special occasion, taking the full attention of the host | <p>HOSPITALITY</p> |

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| TIME AND PLANNING | <ul style="list-style-type: none">• are not as oriented toward the clock• are event oriented• are spontaneous and flexible in their approach to life• respond to what life brings• consider that saving time is not as important as experiencing the moment• recognize that structure is required in some areas of life (the military e.g.)• have informal visiting as part of the event | <ul style="list-style-type: none">• are time oriented• are structured in their approach to life• enjoy using time efficiently• try to plan their day, and saving time is a value• expecting the event (dinner, the arrival of a guest, or a meeting) to begin at the time announced.• Visiting or informally chatting happens before or after the event | TIME AND PLANNING |
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