

Review Quiz: Gestures and Taboos

Part 1--True or False Place a T or an F in the blank provided.



1. _____ According to Lt. Gen. Pagonis, Chief of Logistics during Desert Storm, soldiers, sailors, airmen and marines showed sensitive and knowledgeable cross-cultural abilities while deployed during the recent Middle East conflict.
2. _____ Impulsive, up-front, let-it-all-hang-out behavior contributes to good cross-cultural interaction.
3. _____ Establishing solid relations with friends from other cultures comes by treating individuals as if they were entering our living rooms--dispensing courtesy and grace all along.
4. _____ East Asian traditions extend back only to the 15th century.
5. _____ Many East Asian cultures bestow great respect and honor on their elderly family members.
6. _____ Most cultures generously accept people who show a consideration of others.
7. _____ Peoples of China value the frank, abrupt, direct approach in their interactions.
8. _____ The concept of face applies only to Asian societies and cultures.
9. _____ Saving face--whether for personal, other group members, and superiors--is of central importance to many Asian cultures.
10. _____ Visibly showing anger and being directly confrontive are valued Chinese cultural traits.

11. _____ Since many Westerners are viewed as outsiders, it doesn't matter whether they make fun of traditional Chinese belief or not.
 12. _____ When giving a business card or gift to an East Asian person, it is best to use both hands.
 13. _____ In many East Asian cultures, when applauded it is customary to return the applause by handclapping.
 14. _____ Silence, a sign of politeness and contemplation, is a virtue in many East Asian cultures.
 15. _____ Public displays of affection are a commonplace occurrence in China.
 16. _____ Travelers can expect pushing and shoving when boarding public transportation in China.
 17. _____ In some East Asian cultures, to suck air in quickly and audibly between the teeth is a common reaction to something surprising or a difficult request.
 18. _____ Before taking photographs of local peoples, it is best to ask permission.
 19. _____ Chinese culture is a "touching" society. Individuals are very demonstrative in their outward behavior.
 20. _____ In China, formal dinners and banquets may employ Western rules for polite eating.
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Part 2--Multiple Choice Place the letter of the most correct response in the blank provided.

1. _____ The concept of face connotes
 - a. the picture of a person in a mirror.
 - b. avoidance of embarrassment, failure, defeat or contradiction.
 - c. new vistas for personal understanding.

2. _____ The importance of saving face results, in part, from an emphasis upon
- a. harmony, tolerance and group solidarity.
 - b. personal ambition, prestige and striving.
 - c. maintaining the right appearance at all times.
3. _____ When offering criticism to a Chinese counterpart, it is best to do so
- a. quickly, directly and then forget about it.
 - b. in private with many expressions of positive regard.
 - c. only when necessary, in the presence of two or three witnesses.
4. _____ Throughout her history, China often regarded outsiders as
- a. infidels.
 - b. barbarians.
 - c. interesting friends.
5. _____ Personal space for friends in China is _____ that in the West.
- a. more than
 - b. about the same as
 - c. less than
6. _____ When eating with chopsticks, it is always best to
- a. vigorously rub the wooden sticks together before eating in the presence of your host.
 - b. begin eating after your host picks up his or her chopsticks.
 - c. stick chopsticks straight up in your cooked rice.
7. _____ What traits are necessary to establish strong alliances with people of other cultures?
- a. Assertive assurance and domineering confidence
 - b. Wholehearted effort and unremitting study
 - c. Apologetic attitudes and condescending outlooks

8. _____ According to Roger Axtell, the ultimate gesture positively recognized most everywhere in the world, is the

- a. frown.
- b. firm handshake.
- c. smile.

9. _____ The term _____ describes when individuals subordinate their personal goals to that of the larger group.

- a. isolation
- b. collectivism
- c. reticence

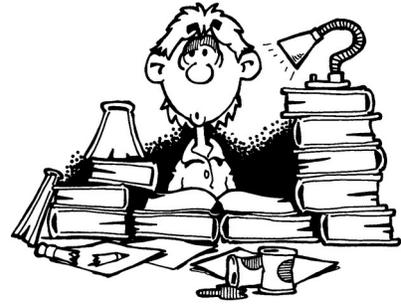
10. _____ In China, the smallest unit of society is the _____.

- a. individual
- b. state
- c. collective



"Never be afraid to try."

Sources Used in Gestures and Taboos



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A collection of essays. Specific Chinese outlooks on war include (1) the tendency to downplay heroism and violence, (2) a tradition of defense leading to enemy exhaustion rather than offense and (3) linkage between militarism and bureaucracy rather than militarism and commercial expansion.

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Resources for Further Study

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Culture Shock! Guides to Customs and Etiquette, (Portland, Oregon: Graphic Arts Center Publishing)

This series is recommended by The Overseas Briefing Center, National Foreign Affairs Training Center, U.S. Department of State, Washington, DC, 20520. Titles include listing on Borneo, Burma, Korea, Malaysia, Philippines, Singapore, Taiwan, China, Hong Kong, Indonesia, Japan Thailand and Vietnam.

Harris, Philip and Robert Moran, Managing Cultural Differences, (Houston, Texas: Gulf Publications, 1991).

Outstanding text on cross-cultural communication from a business person's perspective. The authors give practical guidance for various regions of the world. (Aiso Library)

Morrison, Terri, George Borden, Wayne Conaway, Kiss, Bow or Shake Hands: How To Do Business in Sixty Countries, (Holbrook, Mass: Bob Adams, 1994)

Simple Guides to Customs and Etiquette, (Kent, England: Global Books, Ltd.)

Also recommended by The Overseas Briefing Center. Series includes listings on China, Japan, Korea, Singapore and Thailand.



"Life on the battlefield is short for the unprepared..."
(General Edward C. Meyer)

