

HANKEN SCHOOL OF ECONOMICS

Course 5116

INTERCULTURAL COMMUNICATION SKILLS

Time: 3 hrs

Exam: 13th June, 2013

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Please return this copy to the examiner.

Please answer all the questions.

I

What is meant by the concept of time, such as **synchronic versus sequential** (Trompenaars); **linear versus cyclic** (Lewis)? Give examples of cultures that can illustrate these categories.

II

Discuss Trompenaar's ideas about **specific** versus **diffuse** cultures, paying special attention to the following points:

- a) How would you clarify the concepts of specific versus diffuse cultures with the help of Lewin's circles ("life spaces"/"personality levels")?
- b) How does Trompenaars define the "danger zone" in specific-diffuse encounters?
- c) How does Trompenaars explain the principle of "losing face"?

III

Discuss the concept of '**Power Distance**' and its intercultural implications in face-to-face interactions.

