

Understanding How Culture Effects Communication

Crossing the Friendship Gap: (Culture)

A Different View of Life

Eastern

Group or Family comes first.

Emphasis 'Hospitality'

Tendency to be indirect in Communication.

Western

Individual rights apart from the group.

Emphasis is friendliness

Direct in communication

Use of Space

Touching/standing close to the Other person is good.

Touching is limited
Never stand closer than the Length of one's arm.
(Orientals follow this rule.)

Use of Time

Being 'on time' depends on Personal factors

Open ended – both/and

Very 'time conscience'
Being on time is very important.

Close ended – either/or.

A different Approach to Friendship

Friendship Patterns

Eastern

FEW in number

Close Relationship

Strong commitment and
Obligation

Friendship demands much time

People take priority over work &
Business demands, etc.

Hospitality a sacred obligation

Enjoy just being together/conversation

Arguing/disagreement does not
Result in conflict

Western

May have many friends

Few close friends

No fixed demands or
obligations

Time spent depends on
Available time/convenience.

Business/work demands
generally given priority

Hospitality offered depends
On the circumstances

Emphasis on Activity

Argumentation generally
associated w/conflict