

Geert Hofstede Cultural Dimensions

Clustering countries by their position on Hofstede's cultural dimensions reduce complexity and make the influence of culture visible and tangible to leaders and managers working in diverse cultural settings. The combination of the dimensions yields a wealth of new insights that can be summarized in a 'typology of national culture' - the so-called Mental Images of culture. This typology enables managers to analyze the likely effects of management techniques and employment policies in different national contexts and can aid managers to modify or replace these techniques where they may be dysfunctional or counterproductive.

Classroom Innovations through Lesson Study is an APEC EDNET (Asia-Pacific Economic Cooperation Education Network) project that aims to improve the quality of education in the area of mathematics. This book includes challenges of lesson study implementation from members of the APEC economies. Lesson study is one of the best ways to improve the quality of teaching. It is a model approach for improvement of teacher education across the globe. This book focuses on mathematics education, teacher education, and curriculum implementation and reforms. Contents: The Role of Lesson Study in Overcoming Challenges in Mathematics Education: Mathematics Education for the Knowledge-Based Society (Alan J Bishop) Mathematical Thinking for Classroom Decision Making (Kaye Stacey) Setting Lesson Study within a Long-Term Framework of Learning (David Tall) Lesson Study: An Essential Process for Improving Mathematics Teaching and Learning (Akihiko Takahashi) Comparative Study of Mathematics Classrooms — What can be Learned from the TIMSS 1999 Video Study? (Frederick K S Leung) The Science of Lesson Study in the Problem Solving Approach (Masami Isoda) Preparing Ground for the Introduction of Lesson Study in Thailand (Maitree Inprasitha) Perspectives on Lesson Study and Professional Development: History of Lesson Study to Develop Good Practices in Japan (Shizumi Shimizu & Kimiho Chino) What have We Learned about Lesson Study Outside Japan? (Catherine Lewis) Enhancing Mathematics Teachers' Professional Development through Lesson Study ~ A Case Study in Singapore ~ (Ban-Har Yeap, Peggy Foo & Poh Suan Soh) Using Lesson Study to Develop an Approach to Problem Solving: Adding and Subtracting Fractions (Kazuyoshi Okubo & Hiroko Tsuji) Prospective Teacher Education in Mathematics through Lesson Study (Maitree Inprasitha) In-service Teacher Education in Mathematics through Lesson Study (Soledad A Ulep) Lesson Study for Illustrating Innovative Approaches in the Classroom: Transforming Education through Lesson Study: Thailand's Decade-Long Journey (Maitree Inprasitha) Mathematics Teachers Professional Development through Lesson Study in Indonesia (Marsigit) Lesson Study in Chile (Grecia Gálvez) Initiating Lesson Study to Promote Good Practices: A Malaysian Experience (Chap Sam Lim & Chin Mon Chiew) Using Lesson Study as a Means to Innovation for Teaching and Learning Mathematics in Vietnam: Research Lesson on the Property of the Three Medians in a Triangle (Tran Vui) Lesson Study in Singapore: A Case of Division with Remainder in a Third Grade Mathematics Classroom (Yanping Fang & Christine Kim Eng Lee) Enabling Teachers to Introduce Innovations in the Classroom through Lesson Study (Soledad A Ulep) What is a Good Lesson in Japan? An Analysis (Takeshi Miyakawa) Using Lesson Study to Connect Procedural Knowledge with Mathematical Thinking (Patsy Wang-Iverson & Marian Palumbo) Readership: Mathematics educators of teacher training colleges, mathematics teachers, prospective teachers (elementary and secondary school) and undergraduate students in mathematics. Key Features: Presents the world reform movement by top researchers Includes the challenges of lesson study and videos of model lessons in the world (lesson videos will be available on the website:

<http://www.criced.tsukuba.ac.jp/math/apec>) Includes the Japanese teaching methods called "problem-solving approaches" Keywords: Lesson Study; Mathematics; Mathematics Education; Elementary School; Secondary School; Open-Ended Approach; Problem Solving; Teacher Education; Pedagogical Content Knowledge; Action Research; Lesson Videos; Curriculum Standards

Masculinity and Femininity is the first in-depth discussion of the masculinity dimension, and how it can help us to understand differences amongst cultures. Geert Hofstede begins with a general explanation of the masculinity dimension, and discusses how it illuminates broad features of different cultures. Parts Two, Three and Four apply the dimension more specifically to gender (and gender identity), sexuality (and sexual behaviour), and religion, probably the most influential variable of all. The book closes with a synthesizing statement about cultural values as they are linked to sexuality, gender and religion.

The landmark study of cultural differences across 70 nations, *Cultures and Organizations* helps readers look at how they think—and how they fail to think—as members of groups. Based on decades of painstaking field research, this new edition features the latest scientific results published in Geert Hofstede's scholarly work *Culture's Consequences*, Second Edition. Original in thought and profoundly important, *Cultures and Organizations* offers vital knowledge and insight on issues that will shape the future of cultures and nations in a globalized world.

Good management is a precious commodity in the corporate world. *Guide to Management Ideas and Gurus* is a straightforward manual on the most innovative management ideas and the management gurus who developed them. The earlier edition, *Guide to Management Ideas*, presented the most significant ideas that continue to underpin business management. This new book builds on those ideas and adds detailed biographies of the people who came up with them—the most influential business thinkers of the past and present. Topics covered include: Active Inertia, Disruptive Technology, Genchi Genbutsu (Japanese for "Go and See for Yourself"), The Halo Effect, The Long Tail, Skunkworks, Tipping Point, Triple Bottom Line, and more. The management gurus covered include: Dale Carnegie, Jim Collins, Stephen Covey, Peter Drucker, Philip Kotler, Michael Porter, Tom Peters, and many others.

Culture, Leadership, and Organizations reports the results of a ten-year research program, the Global Leadership and Organizational Behavior Effectiveness (GLOBE) research program. GLOBE is a long-term program designed to conceptualize, operationalize, test, and validate a cross-level integrated theory of the relationship between culture and

societal, organizational, and leadership effectiveness. A team of 160 scholars worked together since 1994 to study societal culture, organizational culture, and attributes of effective leadership in 62 cultures. *Culture, Leadership, and Organizations: The GLOBE Study of 62 Societies* reports the findings of the first two phases of GLOBE. The book is primarily based on the results of the survey of over 17,000 middle managers in three industries: banking, food processing, and telecommunications, as well as archival measures of country economic prosperity and the physical and psychological well-being of the cultures studied.

Culture Matters in Russia—and Everywhere discusses modernization, democratization, and economic and political reforms in Russia and elsewhere, and asserts that these reforms can be accomplished through the reframing of cultural values, attitudes, and institutions. The contributors—who include three Nobel Laureates—strive to analyze and understand the role of culture in modernization, particularly relevant to Russian culture as tensions between Russia and the West heighten to levels not seen since the Cold War.

Cross-Cultural Analysis is the sequel to *Culture's Consequences*, the classic work published by one of the most influential management thinkers in today's times, Geert Hofstede.

Master's Thesis from the year 2009 in the subject Geography / Earth Science - Economic Geography, grade: 6 (Schweiz), University of Zurich (Geographisches Institut), language: English, abstract: This study supports, that culture influences the relationship between organizational change and human failure. An analysis of global large loss events shows, that more than half of all losses can be backtracked to a human failure. A closer look at the organizational background of these human failure losses indicates additionally, that two thirds of them occurred after or during organizational changes of the employer. Because human performance is also dependent on cultural factors, this thesis investigates whether the established relationship between organizational changes and human failure features a cultural pattern of occurrence as well. In order to render an acceptable degree of comparison, the loss events are aligned on Hofstede's cultural dimensions, power distance, uncertainty avoidance, individualism, masculinity and long-term orientation. This study concludes, that a society's uncertainty avoidance and its individualism are related to the occurrence of large human failure loss events. While a society's high uncertainty avoidance is negatively correlated, a society's high individualism is positively correlated with human failures. It is further proposed, that a large power distance often prevents a workforce from committing human failures when their organization is changing. Trust in the vertical hierarchy gives them security. On the other side, high individualism aggravates human failures during organizational changes. The employees know that they are on their own, and that they have nobody to rely upon in insecure times. Endorsed by Geert Hofstede, this is the only book that explains the relationship between national culture and national differences in crucially important phenomena, such as speed of economic growth, murder rates, and educational achievement in a scientifically rigorous way.

High Quality Content by WIKIPEDIA articles! Geert Hofstede's theory of cultural dimensions describes the effects of a society's culture on the values of its members, and how these values relate to behavior, using a structure derived from factor analysis. The theory has been widely used in several fields as a paradigm for research, particularly in cross-cultural psychology, international management, and cross-cultural communication. Hofstede developed his original model as a result of using factor analysis to examine the results of a world-wide survey of employee values by IBM in the 1960s and 1970s. The theory was one of the first that could be quantified, and could be used to explain observed differences between cultures. Данное издание представляет собой компиляцию сведений, находящихся в свободном доступе в среде Интернет в целом, и в информационном сетевом ресурсе "Википедия" в частности. Собранные по частотным запросам указанные тематики, данная компиляция построена по принципу подбора близких информационным ссылок, не имеет самостоятельного сюжета, не содержит никаких аналитических материалов, выводов, отсенок морального, этического, политического, религиозного и мировоззренческого характера в отношении главной тематики, представляя собой исключительно фактологический материал.

Seminar paper from the year 2013 in the subject Sociology - Culture, Technology, Peoples / Nations, grade: 3,0, University of applied sciences Dortmund, course: Interkulturelle Kompetenzen, language: English, abstract: Coming across the term culture it is most certain that people tend to think immediately of the picture they have already created in mind towards the other culture. Comparing east to west while talking to other people within my family and my class I got usually the same answers: "China – isn't it the country where lots of people live like ants, drinking tea and eating almost everything, mostly rice and even your dog – with chopsticks, driving with their bicycle through the streets smiling all the time; no matter what weather they have?" Unfortunately I do not know any Chinese people but the prejudices about Germany are widely known. Germany is the country with less people than China. Germans love to grump about the weather when it is raining, they love to drink beer and eat Bavarian veal sausages. In fact the prejudices of Germany mostly deal with the Bavarian part of Germany leaving the impression within people's mind that all Germans are wearing a Dirndl all day and are distinct individuals. Having a look at the above mentioned images, illustrating people's usual thoughts of the other culture towards a certain topic it is more a generalized attitude towards a certain country or culture. Today people define the term culture very differently. If they are asked "What does the term culture mean?" we can hardly get exact answers. In fact culture can be expressed in different ways. It can be seen in the language of a country, in its history and art but also in food, music and education. These things are all visible for our eyes but what about cultural behavior and ways of thinking? How do different cultures express their emotions and how are they living together? All these factors in one are illustrating a certain view on a culture for us.

The second edition of *Pitch, Tweet, or Engage on the Street* offers a modern guide for how to adapt public relations strategies, messages, and tactics for countries and cultures around the globe. Drawing on interviews with public relations professionals in over 30 countries as well as the author's own experience, the book explains how to build and manage a

global public relations team, how to handle global crisis communication, and how to practice global public relations on behalf of corporations, non-profit organizations, and governments. It takes readers on a tour of the world, explaining how to adapt their campaigns for Asia-Pacific, Europe, the Middle East, the Americas, and Sub-Saharan Africa. Along the way, readers are introduced to practitioners around the globe and case studies of particularly successful campaigns. This new edition includes updates to country profiles to reflect changes in each local context, as well as expanded coverage of social media and the role of influencer engagement, and a brand-new chapter on global crisis communication. The book is ideal for graduate and upper-level undergraduate public relations students, as well as practitioners in intercultural markets.

Principles of Management is designed to meet the scope and sequence requirements of the introductory course on management. This is a traditional approach to management using the leading, planning, organizing, and controlling approach. Management is a broad business discipline, and the Principles of Management course covers many management areas such as human resource management and strategic management, as well behavioral areas such as motivation. No one individual can be an expert in all areas of management, so an additional benefit of this text is that specialists in a variety of areas have authored individual chapters.

Transcultural management ; Management styles ; Intercultural communication.

This Encyclopedia provides a comprehensive overview of individual differences within the domain of personality, with major sub-topics including assessment and research design, taxonomy, biological factors, evolutionary evidence, motivation, cognition and emotion, as well as gender differences, cultural considerations, and personality disorders. It is an up-to-date reference for this increasingly important area and a key resource for those who study intelligence, personality, motivation, aptitude and their variations within members of a group.

Seminar paper from the year 2009 in the subject Communications - Intercultural Communication, grade: 1,7, University of applied sciences, Duisburg, course: Interkulturelle Kompetenzen, language: English, abstract: Cultural differences concerning religion, sex, generation, class, history and values lead to different ways of thinking, feeling and acting. These aspects have not only to be considered when trying to define countries and categorise people, but also when trying to understand organisations. The leadership of each corporation is based on these factors. E.g. when you are trying to define the meaning of success. Japanese companies like Toyota characterise success as quality of their products, satisfaction of their employees and customers. German corporations define profit as success. Organisational structures, corporate goals, personnel policy, suspension of staff, job description, employee suggestion system and salary history differs. Due to globalisation, expansion of the market, mergers and takeovers, companies have to deal with the various numerous of cultures in order to survive in long-term and to remain competitive.

A masterpiece in intercultural training! Exploring Culture brings Geert Hofstede's five dimensions of national culture to life. Gert Jan Hofstede and his co-authors Paul Pedersen and Geert Hofstede introduce synthetic cultures, the ten "pure" cultural types derived from the extremes of the five dimensions. The result is a playful book of practice that is firmly rooted in theory. Part light, part serious, but always thought-provoking, this unique book approaches training through the three-part process of building awareness, knowledge, and skills. It leads the reader through the first two components with more than 75 activities, dialogues, stories, and incidents. The Synthetic Culture Laboratory and two full simulations fulfill the skill-building component. Exploring Culture is suitable for students, trainers, coaches and educators. It can be used for individual study or as a text, and it serves as an excellent partner to Geert Hofstede's popular Cultures and Organizations.

International Public Relations: Negotiating Culture, Identity, and Power offers the first critical-cultural approach to international public relations theory and practice. Authors Patricia A. Curtin and T. Kenn Gaither introduce students to a cultural-economic model and accompanying practice matrix that explain public relations techniques and practices in a variety of regulatory, political, and cultural climates. offers the first critical-cultural approach to international public relations theory and practice. Authors Patricia A. Curtin and T. Kenn Gaither introduce students to a cultural-economic model and accompanying practice matrix that explain public relations techniques and practices in a variety of regulatory, political, and cultural climates.

In this volume, Gudykunst applies his world-renowned approach to intercultural communication to the specifics of Japanese//North American communication. After laying out the basic theories of intercultural communication, the authors explain the similarities and differences in patterns of communication in Japan and the United States. They then demonstrate how an understanding of these contrasting patterns can help Japanese and North Americans communicate more effectively. By examining issues such as attitudes and stereotypes, ways to deepen the understanding of Japanese behaviour are suggested. Also discussed are the factors that influence motivation, knowledge and skills to increase communication effectiveness.

"This research project was designed to compare values and attitudes between male and female Spanish and American college students using Geert Hofstede's dimensions of culture: power distance, uncertainty avoidance, individualism vs. collectivism, masculinity vs. femininity, and long-term orientation. Students in Spain and the United States completed a survey with statements addressing these cultural aspects. This research will be valuable not only to the field of Spanish, but also to other fields such as education and business. It is important to understand the culture of college students today because they will eventually graduate and start careers in various fields. With improvements in technology and the changing political and business world, college students have different views than students of even 10 years ago. College students are not the same everywhere throughout the world; therefore, it is important to understand the culture of a country and its people in order to work together in an educational, business, or other setting without conflict. My hypothesis is that compared to the Spanish students, the North American students will report a greater belief in equality

amongst various types of people, that authority is important to follow, and that there is personal responsibility for their own actions."--Author's abstract.

Marieke de Mooij's new edition of *Consumer Behavior and Culture* continues to explore how cultural influences can affect consumer behavior. The author uses her own model of consumer behavior to try and answer the fundamental questions about consumption – what people buy, why they buy it and how they buy. This edition has been updated to include: An insight into the different roles of the internet and the growing influence of social media An exploration of the various psychological and sociological aspects of human behavior, such as concept of self, personality, group influence, motivation, emotion, perception and information processing Updated examples throughout, including millennials as consumers and how the language of consumption can differ across cultures

Seminar paper from the year 2015 in the subject Communications - Intercultural Communication, grade: 2,3, Dresden International University, course: Master of Business Administration / General Management, language: English, abstract: Every society has her culture, but within a society are many people with a variety of values and perspectives. How can a culture then be dimensionized? And, what is a society in this relationship? The later explained dimensions from Geert Hofstede are oriented along nations, but it would result in a cliché dictionary when culture dimensions would be restricted to the nation level. The culture of a society is mostly perceived by the communication. „Culture is communication and communication is culture.“ (Edward T. Hall) This communication does not mean the spoken word; it is rather about of how the universal circumstances of life are represented in the communication.

Literature Review from the year 2011 in the subject English Language and Literature Studies - Literature, grade: 1,0, University of Mannheim, language: English, abstract: Geert Hofstede is professor emeritus of Organizational Anthropology and International Management at Maastricht University. His book "Culture's Consequences. Comparing Values, Behaviors, Institutions, and Organizations across nations" is a revision of his earlier book titled "Culture's Consequences, International Differences in Work-Related Values", which was released by Sage in 1980.

In his bestselling book *Culture's Consequences*, Geert Hofstede proposed four dimensions on which the differences among national cultures can be understood: Individualism, Power Distance, Uncertainty Avoidance and Masculinity. This volume comprises the first in-depth discussion of the masculinity dimension and how it can help us to understand differences among cultures. The book begins with a general explanation of the masculinity dimension, and discusses how it illuminates broad features of different cultures. The following parts apply the dimension more specifically to gender (and gender identity), sexuality (and sexual behaviour) and religion, probably the most influential variable of all. Hofstede closes the book

Cultural Dimensions: The Five-Dimensions-Model according to Geert Hofstede GRIN Verlag

'The publication of this second edition of *Culture's Consequences* marks an important moment in the field of cross-cultural studies .

Hofstede's framework for understanding national differences has been one of the most influential and widely used frameworks in cross-cultural business studies, in the past ten years' - Australian Journal of Management

Bachelor Thesis from the year 2018 in the subject Cultural Studies - Basics and Definitions, grade: 75%, Anglia Ruskin University, course: Bachelors (Hons) in International Management, language: English, abstract: Hofstede's cultural dimensions is a cultural dimension tool which was used as the independent variable and its impact was tested on the Human Development Index, a socio-economic cultural development index; only in Europe. Through research concluded that both these models were the best fit due to availability of data as well as time constraints. The literature gap revealed that no other research did this research fully with all cultural dimensions, HDI, and only in Europe. A longitudinal secondary quantitative study was done considering the latest 5 years of HDI scores from UNDP and a regression, descriptive analysis, and normality test was done to determine the impact. Data was collected through reputable primary sources online. The test revealed that only 3 of the cultural dimensions proved to have an impact on HDI. Power distance had a negative significant impact. Individualism and Indulgence had a significant positive impact. Three of the six null hypotheses were deemed true. This study can provide useful insights for businesses and academics that are looking towards the continent of Europe to further expand their cultural knowledge for various purposes.

Tavistock Press was established as a co-operative venture between the Tavistock Institute and Routledge & Kegan Paul (RKP) in the 1950s to produce a series of major contributions across the social sciences. This volume is part of a 2001 reissue of a selection of those important works which have since gone out of print, or are difficult to locate. Published by Routledge, 112 volumes in total are being brought together under the name *The International Behavioural and Social Sciences Library: Classics from the Tavistock Press*. Reproduced here in facsimile, this volume was originally published in 1968 and is available individually. The collection is also available in a number of themed mini-sets of between 5 and 13 volumes, or as a complete collection.

Master's Thesis from the year 2011 in the subject Business economics - Business Management, Corporate Governance, grade: 1,0, Oxford Brookes University, language: English, abstract: Global markets are changing faster than ever and increasing international competition makes it necessary for managers to understand not only the domestic culture but also the host country's culture. Derived from globalisation, successful cross-cultural management is gaining in importance and its need for understanding of cultural differences becomes essential. Because of this it is argued that, with the increasing importance of a cross-cultural understanding, Hofstede's (1980) model of cultural dimensions gains proportional importance and attracts notice at the same time. His study is widely used in global operating organisations within trainings and workshops. The first step of effective cross-cultural management is the awareness that cultural differences exist and domestic strategies might fail in host countries. Even though, Hofstede's (1980) cultural study is the most important one and widely known, there are many other cultural studies, which are only partly supporting his study. For each and every model of cultural identifications arouse praise and criticism and Hofstede was not spared by criticism. The main criticism refers to the methodology Hofstede used and many authors questioned its validity and reliability. Another major critique is that the nearly 40-years old survey findings are out-dated and not of any modern value anymore. Addressing the elaborated criticisms from the literature, a personal replication study within the two countries of Germany and the UK is undertaken in order to evaluate the validity, reliability and applicability in the 21st century. This study has developed own dimension scores for Masculinity/ Femininity (MAS) and Uncertainty Avoidance (UA) for Germany and the UK and compared and evaluated these with Hofstede's findings. The findings of this st

Seminar paper from the year 2016 in the subject Cultural Studies - Basics and Definitions, University of Applied Sciences Emden/Leer, language: English, abstract: In this paper the importance of the cultural differences, especially the national culture, should be clarified because in times of globalization it's unalterable to consider such different characteristics in the daily business. For the topic of national culture the culture model of Hofstede is still representative but this theory is meanwhile out of date and there exist newer models which give new insights in this specific topic. This paper gives an overview about the model of Hofstede and two newer theories with regard to a created thesis. The models exhibit several differences which enable to survey the topic national culture under a variety of aspects. The conclusion

makes clear that other aspects should be also considered beside the cultural differences especially in business relationships. In the late 1960s and the early 1970s a Dutch social researcher named Geert Hofstede conducted about the influences of national culture in the workplace. Until this point of time his study was the most extensive one in this specific field of research. In the following decades additional surveys carried out and were more and more popular. They built on Hofstede's culture model and modify it. For example the culture dimensions of Alfons Trompenaars or the globe study. In the following essay Hofstede's model should be examined with the help of prevailing research results, transpire comparisons and differences. This subject of national culture should be considered consistently with leadership. The Dutch anthropologist Geert Hofstede is recognized as a pioneer in the fields of international management and social psychology – and his work is a perfect example of the ways in which interpretative skills can help solve problems and provide the foundation for strong thinking and understanding both in business and beyond. Hofstede's central achievement was setting up an efficient interpretative framework for understanding the cultural differences between one country and another. Working for the international computing company IBM in the late 1960s, Hofstede noted that such cultural differences had huge consequences for international organizations. Up until then, while many inside and outside of business recognized the importance of these differences, little had been done to define precisely what cultural difference was and in what areas of life it was expressed. Hofstede's insight was that if one could interpret and define the dimensions of cultural difference, it would be possible to measure them and act accordingly. From a vast survey of IBM's employees in several countries, Hofstede originally defined five dimensions of culture: every society could be rated for each dimension, providing a useful guide to the kinds of cultural differences at play. As ever, good interpretative skills provided the basis for better understanding.

Seminar paper from the year 2013 in the subject Communications - Intercultural Communication, grade: 1,3, University of applied sciences Dortmund, language: English, abstract: The political situation between Portugal and Germany is very solid and is based on a broad basis. The governments of the two countries work very closely together and in the majority of political aspects, concerning the European and the international policy, they agree with each other. The Portuguese economy depends a lot on tourism, most of the tourists came from Germany and France. Each year millions of tourists from different countries with different cultures visit Portugal for holidays and it is interesting to find out, whether the different cultures modify the Portuguese way of life and what influences the many cultures have. This is why Portugal and it's culture is an interesting topic for the research and investigation. The following term paper explains, describes and compares the difference in culture between Germany and Portugal.

Seminar paper from the year 2009 in the subject Cultural Studies - Basics and Definitions, grade: 1,3, Dresden Technical University, language: English, abstract: Be it in the business world, as a traveller, trying to master a foreign language, or to teach it, nowadays we meet people of foreign cultures more frequently than this was the case just 50 or even 100 years ago. Even though linguistic difficulties are often surmountable through English as lingua franca, meeting people from cultures we are unfamiliar with bears the potential for many misunderstandings. These in turn quite often lead to lack of understanding, conflict, even political disaster, like in 2005 with the Danish caricature scandal involving the newspaper Jyllands Posten, when a fundamentalist Muslim cleric from Egypt living in Denmark felt offended and ridiculed in his religious beliefs by caricatures featuring Mohammed. The Islamic world thereby rallied to the case, and did not only react with outrage and boycott, but with violent attacks, in the course of which 140 people lost their lives and several hundred were injured. Milder reactions, like rejection and hidden resentment are, however, the more common outcomes due to intercultural misunderstandings. How otherwise would there be stereotypes mostly carrying negative connotations, like the obedient Chinese, the superficial American, or the super-punctual German lacking humor? The Dutch anthropologist and cultural scientist Geert Hofstede suggests that the reason for such misunderstandings is a culturally divergent, often concealed moral concept with a direct impact on human actions and thinking. Hofstede has devoted himself to this issue and has developed a model based on a long-time study, elucidating peculiarities of and differences between national cultures in comparison. Thereby Hofstede classified national cultures according to five pillars, also called dimensions, which dependent on the nation vary markedly and in his study are set in relation to each other. The subject and the goal of this assignment is to present the main features of Hofstede's Model of the Five Dimensions of National Cultures. Following, the practical applicability of this model is briefly discussed.

Seminar paper from the year 2020 in the subject Sociology - Culture, Technology, Peoples / Nations, grade: 1,5, Fresenius University of Applied Sciences Hamburg (Wirtschaft), language: English, abstract: Through this term paper, the reader is given an understanding of the Costa Rican and German culture and an instrument to play the Costa Rican and German social game. In order to play the social game, it is advisable to take a closer look at the unwritten book and thus be able to understand the rules. Developing strong skills in communication and conflict resolution is increasing in value and importance due to an internationally linked world. For this reason, the topic of culture is addressed with a special focus on two contrasting societies. The aim is to show the reader some specific peculiarities of the Costa Rican and German culture. First, the concept of culture is discussed. It will be explained what culture is and how it is created. Furthermore, it will be described how culture influences individuals and which role countries play in it. In the next step, the reader is introduced to Hofstede's six Dimensions of National Culture. These serve as a tool for classifying and analysing cultures and their values. It will be explained how Hofstede's dimensions were developed, what they mean and what values they represent. After the dimensions have been presented, Costa Rica's and Germany's achieved scores are mentioned. Typical Costa Rican and German behavioural patterns, values and characteristics are then assigned to all dimensions. Then, an attempt to explain the achieved results is made on this basis. At the same time, it is intended to draw attention to the values lying behind the behaviours.

An invaluable guide to anybody involved in international negotiations in business or any other field. Although supply chains and communications may have globalized, stubborn cultural differences between people remain. The authors have extensive experience and some illuminating anecdotes, but, importantly, they have filtered their experience through established research into cultural differences, and consequently, their guidance is reliable and transferable. Adapting to local styles of doing business is often the difference between success and failure - this book gives the reader a valuable advantage.- Professor David Arnold, London Business School (UK), China Europe International Business School (Shanghai, China)The book is eminently practical. It reads like a novel, using brief and clear summary of theory, well-chosen metaphors and a wealth of examples from real business life. Read it before establishing new contacts, and return to it when you wish to make sense of your experiences. I have no doubt that both you and your future business partners will benefit.- Professor Gert Jan Hofstede, Wageningen University This book explores the constructs of collectivism and individualism and the wide-ranging implications of individualism and collectivism for political, social, religious, and economic life, drawing on examples from Japan, Sweden, China, Greece, Russia, the United States, and other countries.

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