

ВОПРОСЫ К ИТОГОВОМУ ЭКЗАМЕНУ (АСПЕКТ «РЕЧЕВАЯ КОММУНИКАЦИЯ») -9 семестр

Вопросы к разделу “From Intercultural Competence to Success in Business”

1. Asian competition in the twenty-first century will be fierce and unrelenting.
2. Like the Americans, the Japanese will have to learn how to continue to project their success across borders by developing more intercultural sensitivity.
3. Concepts of leadership and organization are inevitably culture-bound.
4. No two cultures view the essence of authority, hierarchy or optimum structure in an identical light.
5. The behavior of the members of any cultural group is dependent, almost entirely, on the history of the people in that society.
6. Leaders cannot readily be transferred from culture to culture.
7. What are the effects of cultural diversity on people’s lives and destinies?
8. What changes are taking place in the world of business in the 21-st century?
9. Why does the 21-st century promise to be crunch time for powerful governments, trading blocks and manufacturing powerhouses?
10. What factors guarantee access to gigantic markets and astronomical profits?
11. What problems of international exchange can lead to failure, recession, survival?
12. What are the perspectives for representatives of different nations (linear-active, multi-active and reactive cultures) in tackling cross-cultural issues in business?
13. What kind of new challenges do international teams face in the twenty-first century?
14. What factors lead to ferocious competition?
15. What countries and areas does this competition emanate from?
16. Quick thinking, taking risks, using intuition are necessary for the type of a new flexible team. Continue the list of important constituents of new strategies.
17. By learning more languages, especially those with excitingly different concepts, we can widen our vision and gain deeper insight into the nature of reality.
18. We can widen our horizons not only by learning foreign languages but also by cultivating empathy with the views of others.
19. Even if the members of a team have had a “good” university education, there is no guarantee that this will facilitate international understanding.

20. Common sense, self-awareness and a modicum of unhurried thought are useful resources for avoiding behavior that might prove irritable to our partners.
21. Besides unique and specific insight strengths, team members may also have cultural insights and blind spots or weaknesses that can lead to creative breakthroughs or misunderstanding.
22. A basic principle of most team-building exercises is that all members shall face some kind of difficulty together and help each other out.
23. What factors contribute to the efficiency of business meetings?
24. There are some advantages of videoconferencing and face-to-face meetings.
25. Do all meetings begin in the same way? What does it depend on?
26. What do kinds of starts depend on?
27. There are different approaches to agendas.
28. What factors contribute to the success or failure of a meeting?
29. What does the preparation for a meeting imply?
30. Linear-active members need relatively little preamble or small talk before getting down to business.
31. Multi-active members are not happy with the bullet-point approach.
32. Some forms of sales training actually include a close study of body language, especially in those societies where it is demonstrative.
33. Hierarchy of seating is important at business meetings.
34. Professionalism of the negotiating team and cross-cultural bias are the problems that arise at business meetings.
35. The divergence of outlooks is exerting decisive influence on the negotiation to come.
36. Self-image is part and parcel of value perception.
37. Mutually agreeable mechanisms are not always available in international negotiations.
38. English can be a communication link, or it can be a barrier.
39. Different ethical approaches or standards reveal themselves in the way diverse cultures view written contracts.
40. Compromise during a negotiation is understood in different ways by different cultures.