



Cross-Cultural Communication



Week 5 Discussion Questions

- How do you make a connection with someone from another culture?
- Is it important to communicate the Gospel in their “heart language”?
- How can you reach them if you don’t speak their (native) language?
- Are cultural differences important? If so, how do you get beyond that?
- Is their culture’s “world view” important? If so, how can you get past that?
- Does any of this apply to people you may meet in this country?



Week 4 Review and Week 5 Preview

Theme: Cross-Cultural Communication

- Week 4: Communicate via stories
 - What is God's story? (may use [C2C](#) or [answersingenesis](#))
 - What is your story?
 - Prepare a personal testimony (elevator speech - 100 words or less). Be prepared to share it with one person. i.e. simply tell how God has worked in your life.
- Week 5: Cultural differences in communication



Communication Styles

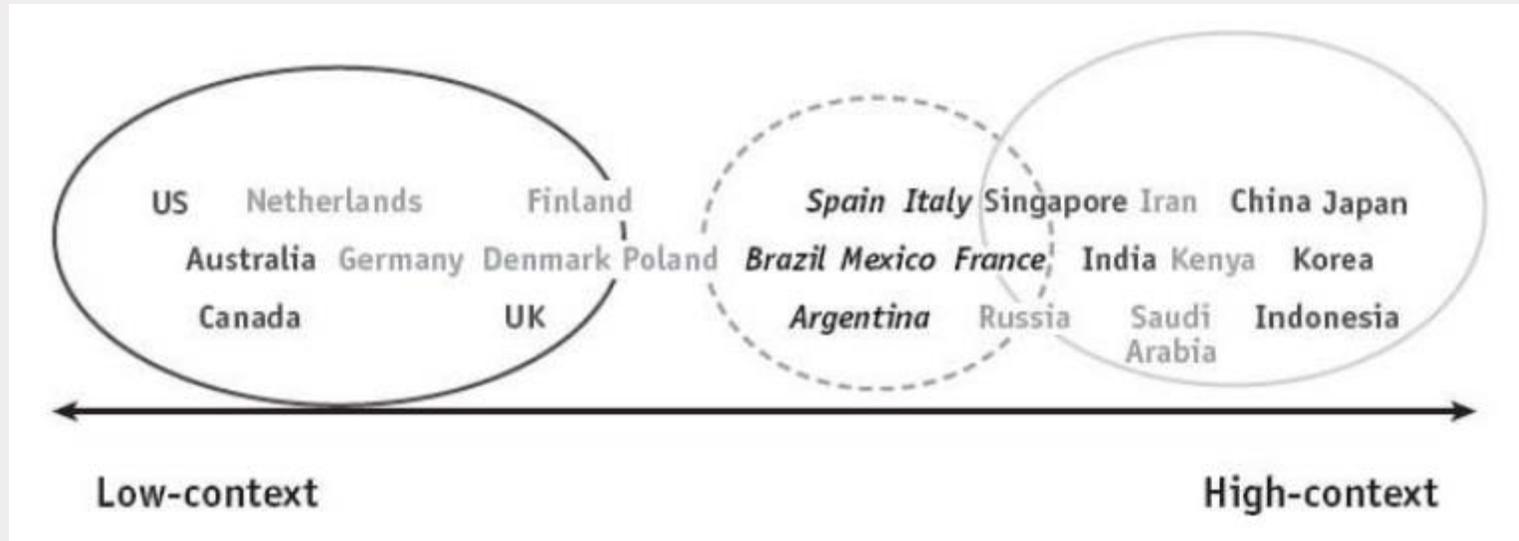


- Examples of low-context / high-context communication?
- Do you do both?
- When? (i.e. what context?)

From [book](#)



Communication Styles Across Culture



- Some trends
 - Anglo-Saxon languages to the left
 - Then Romance languages in the middle
 - Most Asian and African languages to the right
- Shorter history and more diversity may pull them to the left
- Where is the U.S. relative to other cultures?
- How can this cause difficulties?



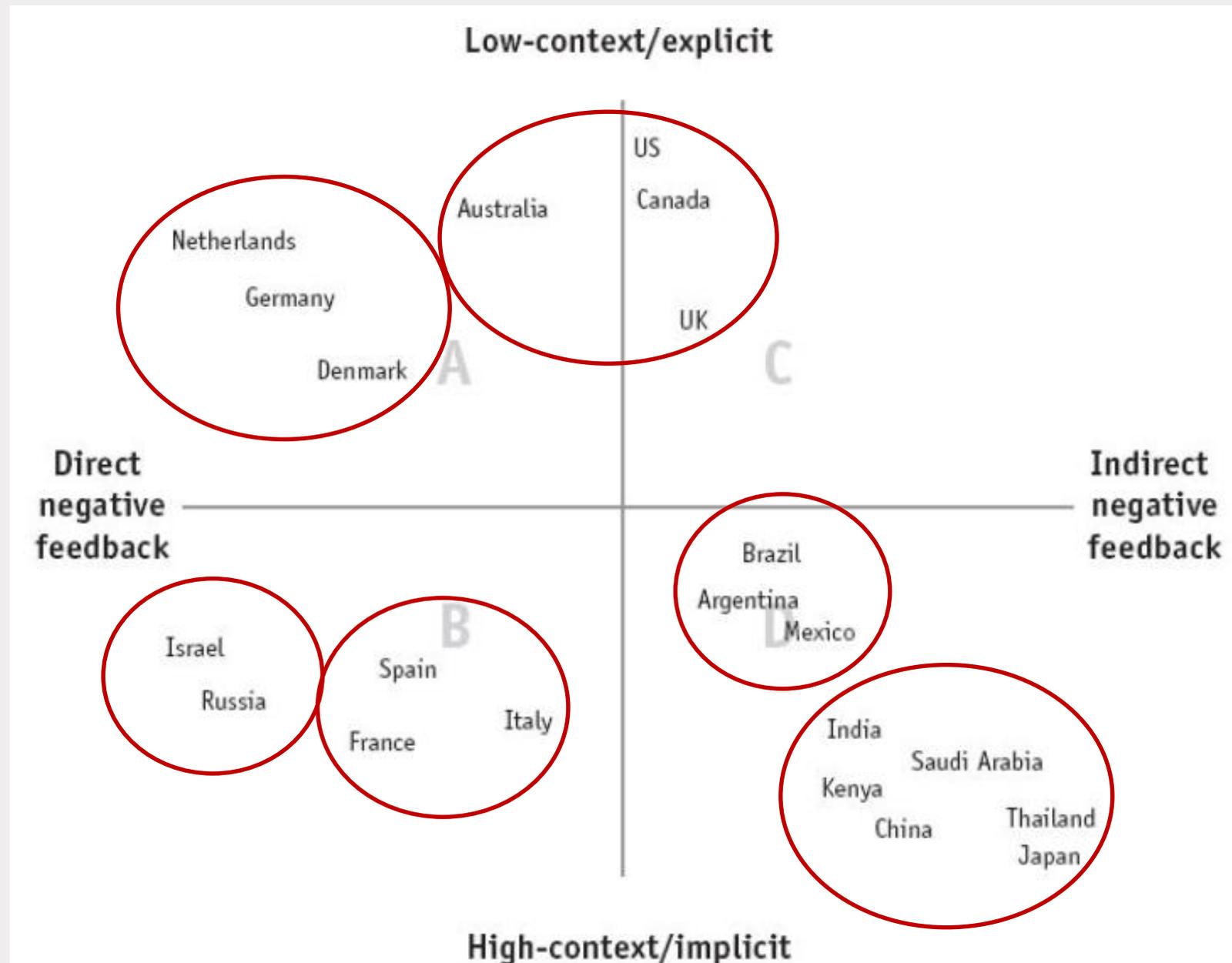
Subtlety of Communication

- What the Brit said
 - With all due respect...
 - Perhaps you should think about... (or I would suggest...)
 - Oh, by the way...
 - Very interesting...
 - Could you consider some other options?
 - Please think about that some more.
 - I'm sure it's my fault.
 - That is an original point of view.
- What the Brit *meant*
 - I think you are wrong
 - This is an order. Do it or be prepared to justify yourself
 - The following criticism is the *purpose* of this discussion.
 - I don't like it.
 - Your idea is not a good one.
 - It's a bad idea. Don't do it.
 - It's not my fault.
 - Your idea is stupid
- What the Dutch understood
 - He is listening to me.
 - Think about this idea and do it if you like.
 - This is not very important.
 - He is impressed.
 - He has not yet decided.
 - It's a good idea. Keep developing it.
 - It's his fault
 - He likes my idea!



Combination of Context/Feedback

- Notice there are countries in all quadrants
- A. Direct & explicit
- B. Explicit but not so direct
- C. Direct but not explicit
- D. Indirect and not explicit
- Even this can be broken down further
- Note if a person has been in this culture for many years they may have (mostly) adapted to U.S. style.



What to do then?

- Recognize the differences
 - Don't be offended by their style of communication (hard sometimes)
 - Recognize how your style will be perceived
- Should you modify your style?
 - i.e. what you say and/or how/when you say it? (if at all)
 - Often this will help build the relationship
 - One rule – if you are in a culture where they are more direct than your own, ***don't*** try to be as direct as them
 - For any culture is it still possible to be too direct
 - There are subtleties as to how and when to be direct (and to whom)



Week 5 Discussion

- Examples of when you have succeeded in communicating cross-culturally?
- Examples of when you have not?
- Other cross-cultural communication barriers/differences we should keep in mind?
- How does this affect how you present the Gospel?
- In future class we will talk about a cultural orientation that has direct application to receptiveness of the Gospel – whether the culture is guilt-based, shame-based, or fear-based.

