If You Have the Money, I Have the Time

Building Community for Mission Cross-Cultural Workshop
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Culture is stronger than national influence

Examples: Norwegians in Wisconsin
Singapore
Trinidad
Cultural relativism:

“When in Rome, do as the Romans do.”
Cultural Imperialism:

There is only one “right” way and that is the way my culture does things.
All Traditions Agree

The “golden rule” (Matthew 7:12)

“Thou shalt not kill.”

“Thou shalt not steal.”
Culture Characteristics

Individualistic:

Use personal characteristics and achievements to define themselves; value individual welfare over that of the group
Collectivistic:

Define themselves as members of clans or communities; consider the group’s welfare as most important; people are rewarded for working together.
Culture Characteristics

Collectivistic societies choose *micro-solutions* to problems.

Individualistic societies choose *macro-solutions* to problems.
Discuss the worksheet: “Proverbs on Time”
“Hot-climate” cultures (collectivistic):
Asia; Africa;
the Pacific Islands;
South America (except for Argentina);
Mediterranean countries;
the Middle East;
Southern US (as compared to Northern US);
“Hot-climate” Cultures

Relationship is the basis of everything
Identity is tied to the group
Possessions are “ours”
Hospitality is spontaneous
“Cold-climate” cultures (individualistic):
Canada;
Northern Europe;
Israel;
New Zealand and Australia;
White populations of South Africa;
Northern US (as compared to Southern US)
“Cold-climate” Cultures

Efficiency and task-orientation are ruling values
Identity is tied to the individual
Possessions are “mine”
Hospitality is a planned event
Examples

Germany
Nordic Countries
Americans

Nigeria
Sub-Saharan Africa
“Hot-Climate” Cultures say someone from a “cold-climate” culture is “neurotically-time oriented.”

“Cold-Climate” Cultures say someone from a “hot-climate” culture is “always being late.”
Examples

Asia

China; Japan; Singapore; South Korea; Taiwan
Confucius’ Roles and Status

Emperor (kindness) over Subject (loyalty)
Father (protection) over Son (respect and obedience)
Husband (obligation) over Wife (submission)
Older Brother (care) over Younger Brother (model subject)
Senior Friends (trust) over Junior Friends (trust)
Time is cyclic, not linear

Southern Asia

India; Malaysia; Thailand
In Your Groups

Consider: Case Study from Erin Meyer
Example

Going to a wedding
“Hot-Climate” Cultures:

Values relationships over time
Small talk is essential
Small talk before business
Cultural Characteristics

Agenda-setting for meetings:

“Cold-climate” culture – a line; stay on topic; listen to the speaker

“Hot-climate” culture - priorities change; add items; small conversations break out
“Cold-climate” cultures:
Eat during the meeting; it saves time

“Hot-climate” cultures:
Eating during the presentation is rude; it indicates you don’t care what the presenter is saying
“Cold-climate” cultures:
   Is it in the day-planner?

“Hot-climate” cultures:
   How can I plan so far in advance?
In Your Groups

Consider: What time will your arrive for a meal?
Brazil
Trust and communication are the keys

Example: Even in America
“Hot-Climate” Cultures:

Are not as oriented toward the clock
Are event oriented
Are spontaneous and flexible
Respond to what life brings
Consider that saving time is not as important as experiencing the moment

Recognize that structure is required in some areas of life (such as the military)

Have informal visiting as part of the event
“Cold-Climate” Cultures:

Are time oriented
Are structured in their approach to life
Enjoy using time efficiently
Try to plan their day
“Cold-Climate” Cultures Continued

Saving time is a value

Expect the event to begin at the time announced

Informal visiting happens before or after the event


