

Identify which scenario reflects direct communication and which reflects indirect communication.

Scenario 1: In a meeting, a Japanese colleague says “That might be difficult” in response to a proposed idea.

Scenario 2: An American manager says “We need to cut costs by 10% starting next month.”

Pragmatic Awareness

Interpret the speaker’s intent in each context.

Statement: Could you close the window?

Context 1: The speaker is cold.

Context 2: The speaker is annoyed by the noise outside.

Identify potential cultural misunderstandings and suggest how each party could adjust their communication style.

Scenario: An American businessperson and a Japanese businessperson are discussing a contract.

The American says:

We need a decision by the end of the week.

The Japanese businessperson responds with:

We will think about it.
