

## GLOSSARY

### Cross-Cultural Communications By Life Progression Project and Lorraine Wiseman

**Compliance:** Measures your desire to abide by policies, procedures and rules. (Lecture 13: Looking at Personality Assessments)

**Collectivist:** The concern of giving a group priority over each individual in it. (Lecture 18: Individual and Collective)

**Colloquialisms:** A word or phrase that is not formal or literary, typically one used in ordinary or familiar conversation. (Lecture 26: Once You Know Now What Do You Do)

**Cultural Profile:** A group of people and your connection, shared values and beliefs to that group. (Lecture 13 Looking at Personality Assessments)

**Culture:** A common set of beliefs and values within a country, religion, family, organization. (Lecture 3: What is Culture?)

**Dialect:** The original variety of language distinguished by features of vocabulary, grammar, and pronunciation from other regional varieties and constituting together with them a single language. (Lecture 4: Culture Defined)

**Dominance:** How you assert yourself and take control in certain situations. (Lecture 13: Looking at Personality Assessments)

**Ethnic:** Relating to large groups of people classed according to common racial, national, tribal, religious, linguistic, or cultural origin or background. (Lecture 3: What is Culture?)

**Idioms:** A group of words established by usage as having a meaning not deducible from those of the individual words. (Lecture 26: Once You Know Now What Do You Do)

**Individualism:** The “I”, “we”, “they” dimension. The comfort you have with looking out for yourself. (Lecture 18: Individual and Collective)

**Indulgence:** The gratification of basic human needs to have fun, be free living and to live life to it's fullest. (Lecture 22: Indulgence VS Well Being)

**Long term Orientation:** A country that has a long-term orientation focuses efforts on the future. It connects with perseverance and determination. (Lecturer 21: Short Term VS Long Term)

**Melting Pot:** A place where a variety of races, cultures, or individuals assimilate into a cohesive whole. (Lecture 8: What is a Cultural Profile)

**Mental Models:** Your own paradigm about the culture of the country that you're thinking about. (Lecture 5: How Do You Perceive Culture?)

**Personality Profile:** A knowledge management tool used to provide an evaluation of an employee's personal attributes, values and life skills in an effort to maximize his or her job performance and contribution to the company. (Lecture 13: Looking at Personality Assessments)

**Power Distance:** The degree to which members of either the institution or organization expect power to be distributed unequally. (Lecture 17: Power Distance)

**Religion:** Commitment or devotion to religious faith or observance (Lecture 4: Culture Defined)

**Secular:** Not overtly or specifically religious. (Lecture 4: Culture Defined)

**Short Term Orientation:** A country that has a short-term orientation has a real respect for tradition and doing things the way they've always been done. (Lecturer 21: Short Term VS Long Term)

**Steadiness:** Your temperament and your patience and persistence with others. (Lecture 13: Looking at Personality Assessments)