



**Your name:**

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**Intercultural communication**

**Session 8:**

**Creating a common ground of understanding   
and a space for interaction**

**Learning journal**



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The work is attributable to:   
Project Team „ Edubox Intercultural communication “ / HOOU

## Content / Tasks

8.1 Prelude

8.2 Introduction

8.3 Culture and interculturality, a quick review

8.4 Negotiating culture, the model

8.5 Negotiating culture, a step by step approach

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|  | Case "Mario's team" |

8.6 Intercultural competence, the concept

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|  | My intercultural competence repertoire |

8.7 Developing a common ground, a case study approach

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|  | Case "Made in Germany (Or India?)" |

8.8 Summary

8.9 Sources, further reading and web links

## ► 8.5 Negotiating culture, a step by step approach

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|  | **Case "Mario's team"** |

Having read the case study, please answer the following questions.

Who is involved? Answer this question by simply listing the members of the workgroup.

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Where can you detect differences and commonalities or, in other words, which typical cultural factors may be at play here? Answer this question by applying the knowledge have about cultures and explanations which come into your mind.

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Which issue domains appear to have a high relevance? In other words, where do you see areas which seem to cause confusion and need to be addressed?

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Which contextual issues are important to take note of as they may influence the effectiveness of the group?

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What do you think are the goals of the different members of the group?

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Where do you find language issues which require explanations? Here it is of particular important to note down terms used which are linked to larger concepts and may require explanations.

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Where do you see potentials for negotiating cultures or in other words establishing a common ground?

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How could a negotiated culture look like? What type of negotiation options make sense and why? Are there areas where new approaches may be found?

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## ► 8.6 Intercultural competence, the concept

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|  | **My intercultural competence repertoire** |

Think back at the sessions you already worked on, your life experiences and social history. Using key words, note down what kind of cultural knowledge did you acquire and what kind of skills did you develop so far. As attitude and awareness or linked to an inner disposition and motivation and as they are difficult to teach and learn, please just note down what you associate with these terms.

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## ► 8.7 Developing a common ground, a case study approach

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|  | **Case "Made in Germany (Or India?)"** |

Who is involved? Answer this question by simply listing the members of the workgroup.

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Where can you detect differences and commonalities or, in other words, which typical cultural factors may be at play here? Answer this question by applying the knowledge you have about cultures and explanations which come into your mind.

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Which issue domains appear to have a high relevance? In other words, where do you see areas which seem to cause irritations and need to be addressed?

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Which contextual issues are important to take note of and may have an influence on the outcome of the interactions?

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What do you think are the German engineers and the Indian employees aiming at?

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Where do you find language issues which require explanations? Here it is of particular importance to note down terms used which are linked to larger concepts and may require explanations.

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Where do you see potentials for negotiation or, in other words, establishing a common ground?

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How could a negotiated culture look like? Choose two areas or domains and evaluate the negotiation options. Can you also detect an area where a new approach may be found?

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