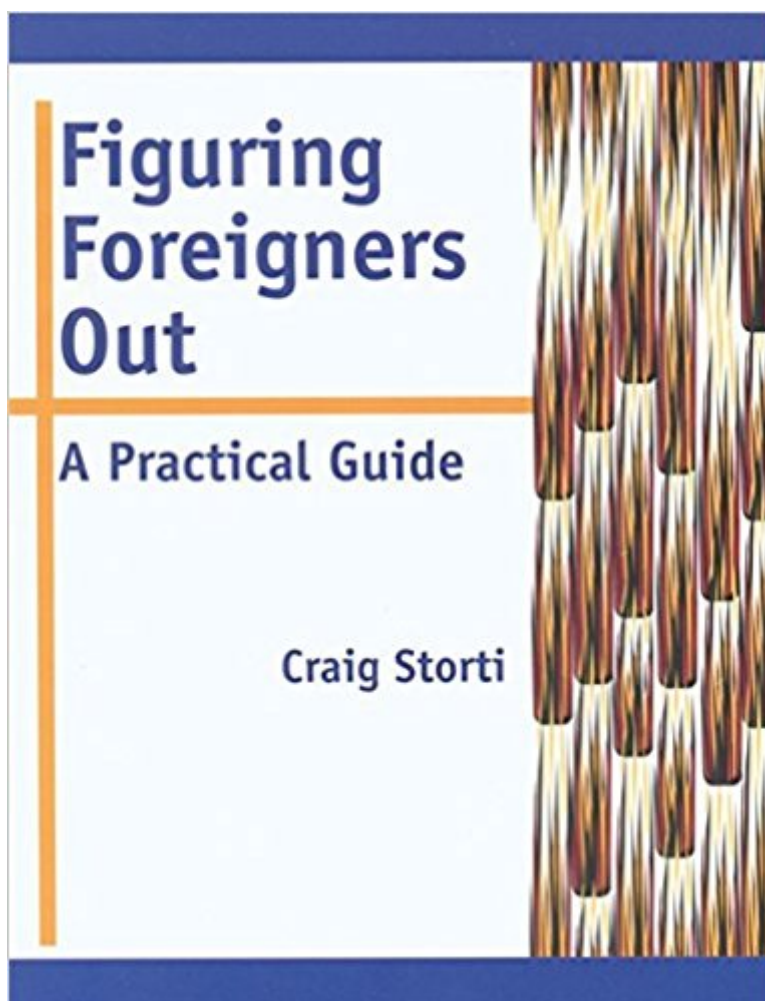


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# Figuring Foreigners Out: A Practical Guide



## Synopsis

Craig Storti is a renowned expert in intercultural communications whose approaches are highly practical and based on his decades of experience as an intercultural trainer throughout the world. This hands-on resource can be used as a self-paced guide or in a facilitated (work or academic course) environment. The book enables readers to encounter and confront culture head on, to interact with and respond to it. In the process, culture will become something real and alive, something to deal with, not merely think about. **NEW TO THIS EDITION:** 1. New introduction by the author highlighting changes in approaches since 1998! 2. A diagnostic quiz at beginning and end touching on all major elements discussed in the book. Before working through the exercises, readers get a score. They take the quiz again at the end of the book to see how much they've learned and where improvement is needed. 3. A new exercise to begin chapter 1 and a revised introduction 4. Revision of Exercise 5.1, The Cross-Cultural Perspective: Description or Interpretation 5. Addition of a new exercise in Chapter 5 based on Bennet's Developmental Model of Intercultural Sensitivity and new chapter introduction 6. Revised continuums (with regional/country locations) to reflect research done since 1st edition. 7. Updates throughout to ensure content is up-to-date and reflects current standards

## Book Information

Paperback: 228 pages

Publisher: Nicholas Brealey (December 1, 1998)

Language: English

ISBN-10: 1877864706

ISBN-13: 978-1877864704

Product Dimensions: 7.1 x 0.5 x 9.1 inches

Shipping Weight: 12 ounces (View shipping rates and policies)

Average Customer Review: 4.6 out of 5 stars 26 customer reviews

Best Sellers Rank: #52,349 in Books (See Top 100 in Books) #55 in Books > Politics & Social Sciences > Social Sciences > Customs & Traditions #253 in Books > Textbooks >

Communication & Journalism > Communications #277 in Books > Textbooks > Social Sciences > Anthropology

## Customer Reviews

Craig Storti has over 30-years of experience as a trainer and consultant working with business people, diplomats, civil servants, and foreign aid workers to help them work and engage effectively

with people from other cultures and diverse backgrounds. He is an advisor to Fortune 500 companies on international joint ventures and expat/repatriation issues, he leads cross-cultural workshops for international agencies and organizations on four continents, and assists numerous corporations and government agencies to better manage global teams and culturally diverse workforces. A popular speaker, Craig is represented by The Washington Speakers' Bureau. He has written for a number of national magazines and major newspapers, including The Washington Post, The Los Angeles Times, and the Chicago Tribune. He has lived nearly a quarter of his life abroad-with extended stays in Muslim, Hindu, and Buddhist cultures-he speaks French, Arabic, and Nepali. Craig is also Vice President of Intercultural Programs for the Toronto-based Human Resources firm proLearning innovations.

This is a very good introduction to cross cultural relationships and ministries. Reminded of my bachelors degree in sociology. Good book to read for missionaries and cross cultural workers

This book is a must for everyone. It gives very clear categories of cultural difference with graphs and pictures to help understand differences. I have found it useful when I interact with other cultures from Alabama to China, hear about international news events, and even recognizing my own cultural influences.

I was dubious about this book, but it was actually kind of fun to work through. I had to get it for a graduate school class, and the scenarios were interesting to read, and the "quiz" sections were fun to do to see where I placed on the spectrums discussed in the book. It was interesting to see how other cultures rated too, in comparison to me and the country I'm in.

It is a great workbook on tools we can use to understand culture. The test on cultural competency at the end of the book was especially helpful for people to see where we need improvements. It's a very straightforward book with scenarios and assessment on major countries in the world.

It really outlines different cultures in an easy to read format. I use it to introduce undergraduate students to the concept of understanding different cultures.

In great shape. Thank you!

Fantastic book. I learned so much about how we need to be aware of the differences between cultures. A very interesting read, and the "tests" were very useful too.

This is an excellent textbook for a class in culture. My department uses it for English teachers-in-training in South Korea. The text is clear and short. Each section included activities and discussion material. The students understood the material clearly and gained an appreciation of how culture affects our understanding of and communication with people from other cultures.

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