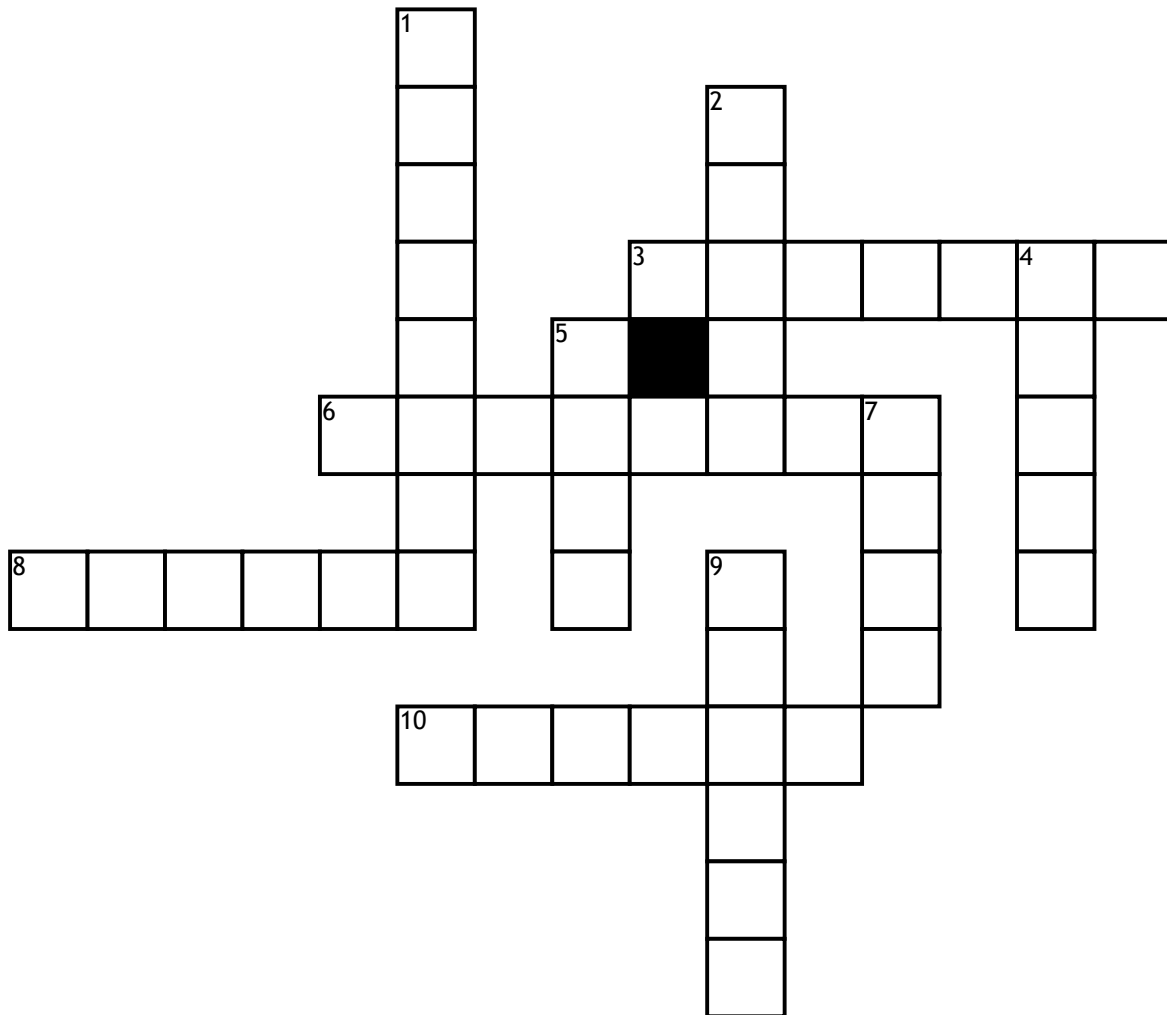


Effective Communications



Across

- 3. Asians and Africans tend to value this lack of words, viewing it as a sign of listening and thoughtfulness.
- 6. In order to save face, many Asians prefer _____ discussions as opposed to direct yes/no dialogue.
- 8. In many countries, it is important to establish _____ relationships before being trusted with business matters.
- 10. Verbal

Down

- 1. U.S. Americans tend to maintain a 2-ft " _____ space", while South Americans and Arabians tend to prefer "close talking".

- 2. A _____ on the face of a Thai may not be a sign of agreement, but simply of neutrality from an eagerness to not displease.
- 4. This country's culture and language reflect its heritage from both Europeans and aboriginal South Americans.
- 5. Cultures that place great value on personal, family and tribal relationships tend to rely on a _____ level of context instead of just written or verbal language.
- 7. Too much of this may be perceived as immature in some cultures.
- 9. People in the United _____ tend to communicate in a direct, informal, unreserved and expressive manner.