

Name: _____

Date: _____

Face Negotiaion Theory

C F A C E N E G O T I A T I O N I
C I T S I V I T C E L L O C K V R
R T A N G M J E U L N B I U T N T
E Z A J J F M Q C R B L X I V X O
L W Z V W R M V E G V O B U T D S
A Z O J G G F T Y T E I C O S N L
T U Y C K B S W A C C Z P K Z K C
I A E J M E D C T T O Y D Z A T U
O C M D W T J Z Q D E N J O O F L
N K O T H Y H M G K S N F J P V T
S U O Y T I N U M M O C R L N U U
H J T G O A M K W M S Y R J I T R
I R G N O P C S A V I N G F A C E
P U N G P B J Y J X K F A M H S T
U F I O J E A S T E R N B D I P P
S F T Z W K L P O N R L H E D Z L
L I N D I V I D U A L I S T I C G

Face Negotiation
Relationship
Community
Culture

Individualistic
Saving Face
Conflict
Western

Collectivistic
Ting Toomey
Society
Eastern