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| Culture: Personality, Culture or Human Nature? |
| When we meet someone from another culture, we start watching what they do. We also ask about what they believe. We then make generalizations about people from that culture. Some of what we see in that one person comes from their culture. But not everything does. In 1997, G. Hofstede came up with the following diagram to explain how culture determines who we are.  Specific to an individual.  It is inherited and learned.  Personality  Individual  Specific to a group of people. It is learned.  Culture  It is universal and is inherited.  Human Nature |

*A. Discuss the following scenarios with a partner or small group. Decide whether the behaviour is due to personality (P), culture (C) or human nature (HN). Note that there is not necessarily one right answer.*

**\_\_\_\_\_** A business person comes into the room, bows to you and holds out a business card with both of his hands.

\_\_\_\_ You are traveling in Canada. You meet a fellow traveler. He says he is going to the Rocky Mountains. You invite him to join you since this is where you are going next. He says “No, thank you. I travel alone.”

\_\_\_\_ A friend makes a mistake with your name when they are introducing you to friends. They giggle.

\_\_\_\_ You are waiting in line at the train station. The train arrives. An older woman pushes ahead of you, using her elbows to move you out of the way. She gets on the train and gets the last seat.

\_\_\_\_\_ You make a joke. You think it is really funny. No one else laughs.

\_\_\_\_\_ You are female and you join a group of men having a beer at a BBQ. None of them say “Hello”. They continue talking amongst themselves and ignore you.

\_\_\_\_\_ You walk quickly and look straight ahead. You make eye contact with the people who are coming towards you.

\_\_\_\_\_ You are out sailing with a friend. It is really hot. Your friend strips off their clothes in front of you and goes for a swim in the ocean. You are embarrassed.

\_\_\_\_\_ A friend said he was going to join you for dinner. He doesn’t show up. You phone him and he says he has something else planned.

\_\_\_\_\_ You and a group of friends want to go to a movie. Everyone wants to see something different. No one will go to see someone else’s choice. In the end, everyone goes to see a different movie.

\_\_\_\_\_ You show up for a meeting five minutes late. Your boss is furious with you.