

跨文化溝通與談判

Practice Worksheet

A. Vocabulary - Write the English word

Write the correct English word for each Chinese meaning.

1. 跨文化的 (adj.) _____
2. 不同文化間的 (adj.) _____
3. 談判 (n.) _____
4. 調解人 (n.) _____
5. 仲裁 (n.) _____
6. 共識 (n.) _____
7. 妥協 (n./v.) _____
8. 讓步 (n.) _____
9. 融洽關係 (n.) _____
10. 禮儀 (n.) _____
11. 禮節 (n.) _____
12. 階層制度 (n.) _____
13. 平等主義的 (adj.) _____
14. 集體主義 (n.) _____
15. 個人主義 (n.) _____

B. Grammar - Choose the correct answer

1. Building _____ is the first step in establishing a successful business relationship.
(A) rapport (B) bias
(C) hierarchy (D) taboo
2. The _____ helped resolve the dispute between the two companies.
(A) mediator (B) expatriate
(C) interpreter (D) liaison
3. _____ is the tendency to judge other cultures by your own standards.
(A) Ethnocentrism (B) Collectivism
(C) Reciprocity (D) Egalitarianism

4. Discussing religion is considered _____ in many professional settings.
(A) taboo (B) cordial
(C) pragmatic (D) cosmopolitan
5. Japan is considered a _____ communication culture.
(A) high-context (B) low-context
(C) parochial (D) colloquial
6. _____ cues like gestures carry different meanings across cultures.
(A) Nonverbal (B) Explicit
(C) Formal (D) Pragmatic
7. Many expatriates experience _____ when they first move abroad.
(A) culture shock (B) code-switching
(C) power distance (D) cultural audit
8. The level of _____ varies greatly between business cultures.
(A) formality (B) mining
(C) volatility (D) encryption
9. _____ training helps employees develop cross-cultural competence.
(A) Diversity (B) Biometric
(C) Fiscal (D) Monetary
10. A _____ approach to negotiation values practical results over ideology.
(A) pragmatic (B) parochial
(C) deferential (D) assertive

C. Listening - Go to learn.chparenting.com to listen

1. 跨文化談判最重要的是什麼？
(A) Business card exchange is formal in Japan
(B) Business cards are not used in Japan
(C) Japanese business culture is very casual
(D) Bowing is considered rude in Japan
2. 在某些亞洲文化中沉默代表什麼？
(A) Cultural differences caused then resolved team challenges
(B) The team failed to work together
(C) Everyone communicated the same way
(D) Cultural training was unnecessary
3. 翻譯員在談判中扮演什麼角色？
(A) Nonverbal cues are important in high-context cultures
(B) Words carry all the meaning in high-context cultures
(C) High-context cultures use only written communication
(D) Body language is irrelevant in these cultures
4. 建立信任為什麼重要？
(A) A trade-off was made during the negotiation
(B) The negotiator refused all compromises
(C) The contract was cancelled
(D) The price was increased with no benefit

5. 非語言溝通為什麼重要？

- (A) Companies train staff for international assignments
- (B) Cultural training is considered unnecessary
- (C) Only managers receive cultural training
- (D) Foreign assignments have been eliminated

D. Reading - Go to learn.chparenting.com to read the passage

1. What is the main argument of this passage?

- (A) Cultural differences significantly impact negotiations
- (B) Language is the only barrier in negotiations
- (C) All cultures negotiate the same way
- (D) Cross-cultural negotiation is impossible

2. In some cultures, what must happen before business discussions?

- (A) A contract must be signed
- (B) Personal relationships must be established
- (C) Prices must be agreed upon
- (D) Legal teams must be consulted

3. What is a monochronic culture's view of time?

- (A) Time is flexible
- (B) Time is irrelevant
- (C) Time is linear and scheduling is important
- (D) Time should be ignored in business

4. According to the passage, what does cultural understanding NOT guarantee?

- (A) Successful negotiation
- (B) Awareness of differences
- (C) Reduced misunderstandings
- (D) Better communication

5. What does 'polychronic' most likely mean?

- (A) Focused on one task at a time
- (B) Handling multiple things simultaneously
- (C) Strictly following schedules
- (D) Avoiding all deadlines

