What 10 words would you use to describe Japan?

Compare your answers with the top ten stereotypes of Japanese people.

Kind, polite, grouping, clean, respectful, intelligent, formal, hard-working, punctual, shy

Do you have the same ‘stereotypes’ of Japan?
be more aware of cultural differences between Japanese culture and your own;

use vocabulary to describe (Japanese) culture;

be better prepared for business travels and meetings with Japanese business partners.
MATCH THE VOCABULARY TO THE CORRECT DEFINITIONS.

- **nodding**: lower and raise one's head slightly and briefly, especially in greeting, understanding, or to give someone a signal
- **by consensus**: group decision-making process; an idea or opinion that is shared by all the people in a group
- **determination**: firmness of purpose; resoluteness
- **hierarchical**: of, belonging to, or characteristic of a hierarchy
Listen to two audios on business etiquette in Japan. The first one is between Mr. Kimoto and Mr. Stevens. The second is between Mr. Kimoto and Mr. Shang. Answer the following questions:

- Name at least three differences between both meetings.
- Was the first meeting successful? Why or why not?
- Name at least three traits that describe the Japanese business culture.
- What faux pas did Mr. Stevens make in the first meeting? What changed in the second scenario?
- What is important about the communication style?

Now answer these same questions about your culture and point out the differences between your business culture and Japanese business culture.