

# Answer Key for *Cultural Differences*

This answer key is for Parts 1, 2, and 4 of the 14 units of the book.

## **Unit 1, Part 1, Study Guide** page 5

1. no
2. Indians mark the blanks that do not apply.
3. b
4. c
5. a
6. b
7. answers will vary
8. c
9. b
10. law, God, poor, rich, different

## **Unit 1, Part 2, Vocabulary** page 7

### *Exercise 1*

1. assumed
2. stimulating
3. interact
4. perception
5. prohibit

### *Exercise 2*

1. interact
2. assumed
3. prohibit
4. perception
5. stimulating

## **Unit 1, Part 4, Writing Technique** page 14

*Ex. 2:* B, C, F

*Ex. 3:*

2. This situation is interesting to researchers
3. In the story about the teacher and Wen
4. The teacher felt
5. The reason why Wen walked into the office

**Unit 2, Part 1, Study Guide** page 25

1. a) sharer b) receiver c) receiver / sharer d) sharer / receiver
2. Americans / Asians
3. Collectivists: Korea, Israel, Mexico, India, China, Indonesia, Japan  
Individualists: Australia, France, Germany, Canada, New Zealand, U.S.A, United Kingdom
4. A, C, D, F, I, J, K, M, O
5. Japanese= 32%    Indians= 12%    Australians= 50%    New Zealanders- 60%
6. a
7. b
8. b
9. a) Collectivist    b) Individualist    c) Individualist    d) Collectivist
10. b

**Unit 2, Part 2, Vocabulary,** page 28

	<i>Ex 1</i>	<i>Ex. 2</i>
1	spontaneous	conflicts
2	consequence	implied
3	conflicts	spontaneous
4	implied	pursue
5	pursue	consequence

**Unit 2, Part 4, Writing Technique** page 31

*Ex. 4:*

1. A
2. B
3. B

*Ex. 5:* Answers will vary

*Ex. 6*

2. This report is the top
3. very interesting
4. frightened
5. fail
6. bad teachers

**Unit 3, Part 1, Study Guide** age 40

1. Collectivist
2. Individualist
3. Individualist
4. Collectivist
5. Collectivist
6. Individualist
7. a
8. a) Ken    b) Tony    c) Tony    d) Ken    e) Ken    f) Tony
9. No
10. No
11. Yes
12. D
13. A) Collectivist    B) Individualist
14. b
15. b, c
16. a) Individualist    b) Collectivist    c) Collectivist    d) Collectivist  
e) Individualist    f) Individualist

**Unit 3, Part 2, Vocabulary** page 44

	<i>Ex 1</i>	<i>Ex. 2</i>
1	conform	evaluate
2	concept	conform
3	maintain	indicate
4	evaluate	concept
5	indicate	maintain

**Unit 3, Part 4, Writing Technique** page 48

*Ex. 2:* A

*Ex. 3:* rich, bad, flood, stay alive, goals, move away, maintain

**Unit 4, Part 1 Study Guide** page 54

1. a, c
2. a, b, d
3. false
- 4.

<b>Collectivists' attitudes about conforming</b>	<b>Individualists' attitudes about conforming</b>
believe that it maintains group harmony	are taught to be independent
think non-conforming is abnormal	consider being unique as a good thing
feel connected to others	prefer freedom to make their own choice
feel good when conforming	don't like group pressure

5. a
6. conform, five, one, two, majority, not influenced
7. b
8. a
9. a
10. b
11. Americans
12. c

**Unit 4, Part 2, Vocabulary** pages 56

	<i>Ex 1</i>	<i>Ex. 2</i>
1	hesitate	inconceivable
2	immature	hesitates
3	emphasized	autonomy
4	autonomy	immature
5	inconceivable	emphasized

**Unit 4, Part 4, Writing Techniques** page 60

*Ex. 1*

*Question 1:* The results from a study showed; From the study, we learn that

*Question 2:* According to researchers; according to the findings of the study

Unit 5, Part 1, Study Guide page 70

1. a

2. a

3.

<b>Tight Cultures</b>	<b>Loose Cultures</b>
homogeneous	deviation is allowed
more suicides	e.g. Thailand
better products	more crime
e.g. China	heterogeneous
deviation is not allowed	lower population density
safer	found between larger cultures

4. b

5.

- a) equality
- b) merit
- c) need
- d) merit
- e) need
- f) equality

6. <i>Gets bonus</i>	<i>Need</i>	<i>Merit</i>	<b>Not get pay-cut</b>
Indians:	52%,	16%	Indians 65%
Americans:	16%	49%	Americans 41%

7. b, d

- 8. economic growth c
- incentive d
- innovative a
- impact e
- mental illness b

- 9. a) higher levels of economy
- b) more competition leading to more crime, suicides, divorce and stress
- c) more social support and better health and less stress
- d) when an in-group member suffers, the others will also suffer

**Unit 5, Part 2, Vocabulary** page 72

	<i>Ex 1</i>	<i>Ex. 2</i>
1	unstable	distinct
2	distinct	impact
3	adjust	incentive
4	impact	unstable
5	incentive	adjust

**Unit 5, Part 4, Writing Techniques** page 75

*Ex. 2*

follow the norm  
What is interesting about  
start on time and  
which can interrupt

*Ex. 3*

the wrong line  
is interesting that  
unaware of the confusion

**Unit 6, Part 1, Study Guide** page 83

1. a
2. I feel happiest when my in-group is happy.
3. c
4. That Asians are not friendly to strangers, don't want to talk to strangers or lack conversational skills.
5. a, c, d
6. a, c, d, f
7.
  - a) Japanese
  - b) American
  - c) American
  - d) Japanese
8.
  - A. false
  - B. true
  - C. true
  - D. false
9. d
10. a

**Unit 6, Part 2, Vocabulary** page 85

	<i>Ex 1</i>	<i>Ex. 2</i>
1	initiated	involve
2	shifting	shifting
3	involved	deny
4	deny	insecure
5	insecure	initiated

**Unit 6, Part 4, Writing Technique** page 88

*Ex. 1:* example, individualist country, trip, pay, feed

**Unit 7, Part 1 Study Guide** page 97

1. deep breath, hesitate
2. b, d
3. no    yes    yes    no
4. 1 and 4
- 5.

*Low-context people tend to say these.    High-context people tend to say these.*

I want to...	Maybe we could ...
We should ...	I'm not sure.
I really don't like ...	It could be fun.
I know ...	What do you think?

6.
  - a) high
  - b) high
  - c) low
  - d) high
  - e) low
  - f) answers vary
7.
  - a) homogeneous
  - b) homogeneous
  - c) heterogeneous
  - d) homogeneous
  - e) heterogeneous
8. a, b
9. a
10. b
11. a, c, d
12. c
13. a
14. varied answers
15. c
16. a
17. a, c
18. varied answers

**Unit 7, Part 2, Vocabulary** page 102

	<i>Ex 1</i>	<i>Ex. 2</i>
1	impose	inappropriate
2	rejected	impose
3	interpret	interprets
4	self-image	rejected
5	inappropriate	self-image

**Unit 7, Part 4, Writing Technique** page 105

*Ex. 2*

seems obvious that  
According to  
In this case  
it appears that Angela  
Clearly  
There is evidence that  
As explained in Cultural  
certainly  
Kehe and Kehe state that if

**Unit 8, Part 1, Study Guide** page 114

1. varied answers
2. b
3. b
4. c
5. Statements 2, 4, 7 and 8 are OK.

**Unit 8, Part 2, Vocabulary** page 115

	<i>Ex 1</i>	<i>Ex. 2</i>
1	reluctance	expertise
2	expertise	specific
3	major	reluctance
4	capable	major
5	specific	capable

**Unit 8, Part 4, Writing Technique:** no answer key needed

**Unit 9, Part 1, Study Guide** page 126

1. a
2. a, c
3. a) submission                      d) submission  
b) compromise                      e) confrontation  
c) confrontation                      f) compromise
4. a
5. b
6. with the father
7. c

**Unit 9, Part 2, Vocabulary** page 128

	<i>Ex 1</i>	<i>Ex. 2</i>
1	scenario	promoted
2	analyzing	scenario
3	promoted	methods
4	methods	consistent
5	consistent	analyzing

**Unit 9, Part 4, Writing Technique** page 131

*Ex. 2* strongly believed  
how unique and important  
boasting  
nobody in  
passage explained  
get the respect  
can speak modestly  
reading this  
Now I understand  
realize  
else that  
For example, one  
I like  
piece of information  
understand that

**Unit 10, Part 1, Study Guide** page 138

1. c
2. a
3. a, c
4. c
5. A
6. d
7.
  - 1) probably will respect
  - 2) might not respect
  - 3) might not respect
  - 4) probably will respect
8. a
9. b

**Unit 10, Part 2, Vocabulary** page 140

	<i>Ex 1</i>	<i>Ex. 2</i>
1	occur	aspect
2	potential	modestly
3	aspects	occur
4	insights	potential
5	modestly	insight

**Unit 10, Part 4, Writing Technique** page 143

- |   |  |
|---|--|
| <p><i>Ex. 2</i> experiment involved<br/>         tried to identify<br/>         purposefully<br/>         On top of that<br/>         learned that<br/>         pressure from<br/>         significant in several<br/>         me, this shows</p> | <p>in fact, wrong<br/>         responded by saying<br/>         Another important point<br/>         historical<br/>         wrong is right simply<br/>         also significant<br/>         together</p> |
|---|--|

**Unit 11, Part 1, Study Guide** page 152

- |                |                     |
|----------------|---------------------|
| 1. a           | 7. b                |
| 2. c           | 8. a                |
| 3. a, c, e, f  | 9. c                |
| 4. a           | 10. a               |
| 5. b           | 11. American, Asian |
| 6. a) external | 12. Asian, American |
| b) internal    | 13. b, c            |
| c) internal    |                     |
| d) external    |                     |
| e) external    |                     |
| f) internal    |                     |

**Unit 11, Part 2, Vocabulary** page 155

	<i>Ex 1</i>	<i>Ex. 2</i>
1	attributed	innate
2	factor	factor
3	innate	credited
4	credited	attained
5	attained	attributed

**Unit 11, Part 4, Writing Technique** page 158

*Ex. 2, part 1*

authors describe	contrast
“exact” person	In fact
general time	aspect concerning
good chance	
Researchers found	

*Ex. 2, part 2*

found some new	understand
realize that	important point
significant because	that it is significant
after reading	not serious

**Unit 12, Part 1, Study Guide page 168**

- |         |             |
|---------|-------------|
| 1. a    | 8. a        |
| 2. b    | 9.          |
| 3. b, c | a) external |
| 4. a    | b) internal |
| 5. b    | c) internal |
| 6.a     | d) external |
| 7. b    | 10. a, d    |

**Unit 12, Part 2, Vocabulary page 171**

	<i>Ex 1</i>	<i>Ex. 2</i>
1	exhibiting	reverse
2	reverse	installed
3	diverse	diverse
4	installed	exhibiting
5	ethnic group	ethnic groups

**Unit 12, Part 4, Writing Technique page 174**

*Ex. 1*

- 1) c
- 2) a
- 3) b

*Ex. 2*

- 2 a) good
- b) repeated
- 3 a) repeated
- b) good
- 4 a) good
- b) repeated

*Ex. 4*

- a) repeated
- b) good

*Ex. 5*

- a) good
- b) repeated

*Ex.8*

- 1 a) good
- b) weak
- 2 a) weak
- b) good

**Unit 13, Part 1, Study Guide** page 187

1. A) individualist  
B) collectivist  
C) collectivist  
D) individualist  
E) collectivist
2. b
3. 2, 3, 1
4. a) horizontal  
b) vertical  
c) vertical  
d) horizontal  
e) horizontal  
f) vertical
5. a, c, d
6. a) Chinese  
b) Colombians  
c) men
7. a) men  
b) men  
c) women  
d) women

**Unit 13 , Part 2, Vocabulary** page 189

	<i>Ex 1</i>	<i>Ex. 2</i>
1	committed	priority
2	horizontal	horizontal
3	convincing	spouse
4	spouse	commits
5	priority	convince

## Unit 13, Part 4, Writing Technique page 194

*Ex. 2* would prefer to hire individualist workers  
According to Cultural  
The authors are saying that individualists  
As a boss, I would  
Kehe & Kehe (2014) state,  
communication” (p. 37). In other  
technique for my workers  
He appreciated my compliment,  
I would want employees who  
improvement” (Kehe & Kehe, 2014, p. 102).  
to be successful, I believe that  
these goals most effectively

### *Ex. 3 Parts of the essay*

Thesis statement  
1st topic sentence  
1st quote  
Explanation of 1st quote  
Relating 1st quote to thesis statement  
2nd topic sentence  
2nd quote  
Explanation of 2nd quote  
Relating 2nd quote to thesis statement  
3rd topic sentence  
3rd quote  
Explanation of 3rd quote  
Relating 3rd quote to thesis statement  
Conclusion

**Unit 14, Part 1, Study Guide** page 204

- |            |         |                |      |
|------------|---------|----------------|------|
| 1. strange | normal  | 3. a) American | 4. d |
| normal     | strange | b) Chinese     | 5. b |
| 2. a, d    |         | c) American    | 6. a |
|            |         | d) Chinese     | 7. a |
|            |         |                | 8. b |

**Unit 14, Part 2, Vocabulary** page 206

	<i>Ex 1</i>	<i>Ex. 2</i>
1	neutral	mutual gain
2	source	neutral
3	foundation	foundation
4	mutual gain	retrain
5	restrain	source

**Unit 14, Part 4, Writing Technique** page 209

*Ex. 2*

why their relationship was not successful.  
 One conflict that they  
 the refrigerator (Dustin, 2010).  
 & Kehe (2014), collectivists such  
 use non-verbal  
 things out (Kehe & Kehe, 2014)  
 true feelings (Dustin, 2010).

the fundamental error  
 For example, he  
 as roommates,  
 should be prepared  
 Hao may need to be  
 References

*Ex. 3*

1. Introduction and thesis statement
- 2a. Josh didn't want to share
3. Using non-verbal signals
- 3a. Kehe & Kehe
- 3b. Dustin
4. Fundamental error of attribution
- 4b. Hao attributed weak points to personality of out-group's personality
5. We should realize that there are good reasons for behavior.