

**Before you watch**

Use the following words from the talk to complete the sentences below.

**prevail      feedback      lens      behaviour      rewire      fast-track      board**

1. After an electrical fire we had to completely \_\_\_\_\_ the whole house.
2. His \_\_\_\_\_ seems to be worse when visitors come.
3. Dr. Kimball has been appointed to the \_\_\_\_\_ of directors.
4. The website encourages its visitors to give \_\_\_\_\_ about what they like and don't like about it.
5. Harry bought a new \_\_\_\_\_ for his camera before his trip.
6. His father put pressure on the college to \_\_\_\_\_ Tim's application.
7. The centre-right party \_\_\_\_\_ ed over the Socialists in the latest elections.

<https://www.youtube.com/watch?v=l-Yy6poJ2zs> (12.07)

**While you watch**

Write your answers to the questions below.

1. Where is Julien from?
2. How long has he been living in Norway (at the time of the talk)?
3. What is his explanation for his feeling of surprise when a stranger starts talking to him in the centre of Brussels?
4. Julien explains that we can relate to a new culture in three ways: *confront*, *complain* and *conform*. What does he mean by each of the three terms?
5. Julien gives an anecdote about a visit to a cava producer in Catalonia.
  - a) Why was the local guide frustrated with Julien's friend?
  - b) Explain the significance of the cartoon showing four faces.
  - c) How does Julien explain the guide's mistake?
6. Julien's next anecdote is about an experience he encountered at a Northern European University.
  - a) Why did he want to enrol on the "Leadership for Women" course?
  - b) Why was he refused?
  - c) How did he interpret this refusal?
  - d) What was the university's reason for this policy?

- e) Why is it important to enforce diversity on boards?
7. In many parts of the world, people are educated to believe that they need to be able to contribute to a group, whereas in others, people are taught to be self-sufficient. This affects behaviours.
- a) Explain the cartoons Julien uses to show this.
- b) How does this determine how friendships develop?
- c) Complete the sentence: "If you are not able to see how friendship is communicated to you because you are blinded by your cultural glasses, ....."
8. What's the definition of a "full" Norwegian bus-stop? (see cartoon)
9. What's likely to happen if you sit down in one?
10. How might this behaviour be misinterpreted if it is viewed through different "cultural glasses"?
11. When talking to each other at a conference, a South American and a Northern European appear to "dance around the room". Why?
12. How do different societies demonstrate politeness?
13. Why is it important to benefit from diversity?

If you have time, you might enjoy this: <https://www.youtube.com/watch?v=1K5SycZjGhI>

TED: Derek Sivers: Weird or simply different?