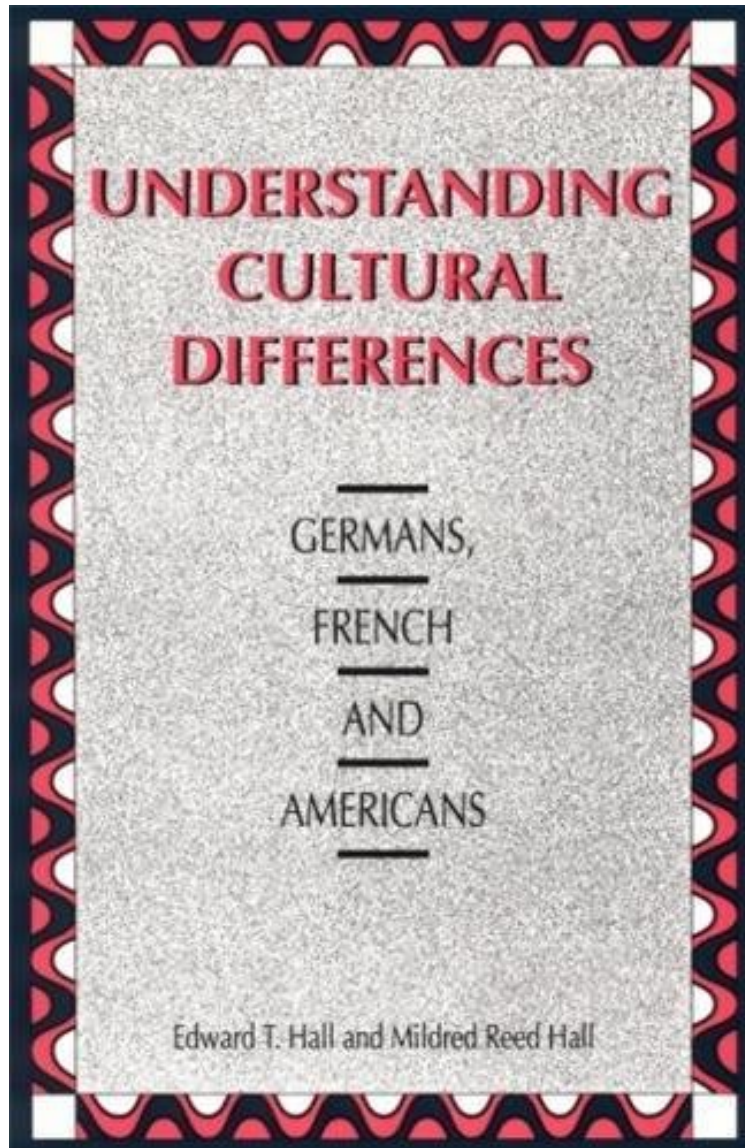


(Download pdf) Understanding Cultural Differences: Germans, French and Americans

Understanding Cultural Differences: Germans, French and Americans

Edward T. Hall, Mildred Reed Hall
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Edward T. Hall, Mildred Reed Hall : Understanding Cultural Differences: Germans, French and Americans before purchasing it in order to gage whether or not it would be worth my time, and all praised Understanding Cultural Differences: Germans, French and Americans:

0 of 0 people found the following review helpful. good handbookBy B. DombrowskiGood short summaries of the

basic differences of the three peoples. Found American profile most useful insight. 9 of 11 people found the following review helpful. *Understanding Cultural Differences: Germans, French, and Americans* By Upuaut An interesting book, but poorly written. Observations were useful but the book is so repetitious and muddled, it was hard to stay focused on it. Most of the source material was self-referential and seemingly based on surveys done in the 1980s. Worth a read, but keep expectations in check. 1 of 1 people found the following review helpful. Dated, but very relevant to Cultural understanding. By Roland A. Heinrich The book is dated with a copyright 1987. Many things have changed since then. Fortunately for the book, culture changes quite slowly and hence the content of the book stays relevant, even though some of the references to events in the 70s and '80s require some 'grey haired' reader experience. Having said that, it does provide useful comparisons between the French, German and American culture. As a German living in the US (20+ yrs, married to a - polychronic American) and current managerial responsibility in US and France, I find the book eye-opening in highlighting my own and the other countries' cultural approaches. The book helped me to a better appreciation of the cultural 'stereotypes' by providing a structuring framework of cultural understanding of 'time, space, context, information flow and interface'. (I do think that Hall's framework is not quite as appealing as the five 'dimensions' provided by Gert Hofstede and Gert Jan Hofstede in 'Cultures and Organizations': power distance, collectivism versus individualism, femininity vs. masculinity, uncertainty avoidance and long-term vs. short-term Cultures and Organizations: Software of the Mind) Hall states, "Culture is Communication", and points out that in dealing with different cultures it is "more important to release the right responses in others than it is to send what you think are the right messages." I find this book helpful in understanding my own constraints like punctuality (monochronic time), the focus on 'maintaining things' rather than 'using them' and the need for formal processes in decision making. Let it be said. This book improved my marriage (of 20 years) by helping me understand the underlying cultural subtleties of everyday interaction. Well worth and easy reading, sometimes eye-opening about your own (in my case - German) cultural biases, which are the hardest to detect and deal with.

Human resource management, at home and abroad, means assisting the corporation's most valuable asset-its people-to function effectively. Edward T. and Mildred Reed Hall contribute to this effort by explaining the cultural context in which corporations in Germany, France, and the United States operate and how this contributes to misunderstandings between business personnel from each country. Then they offer new insights and practical advice on how to manage day-to-day transactions in the international business arena. *Understanding Cultural Differences* echoes and elaborates on Edward T. Hall's classic studies in intercultural relations, *The Silent Language* and *The Hidden Dimension*. It is a valuable guide for business executives from the three countries and a model of cross-cultural analysis.

Another winner by the Halls. They really understand cultural differences and offer imaginative ways to overcome them. Henry G. Meyer-Oertel Gruner + Jahn International Marketing and Media Services, Inc. This book offers penetrating insight into the business cultures of the United States, France and Germany. Robert T. Moran, Ph.D. American Graduate School of International Management Co-author, *Managing Cultural Differences* I find *Understanding Cultural Differences* to be a must read (again and again)! David C. Wigglesworth, President, D.C.W. Research Associates International About the Author Edward T. Hall is a respected anthropologist and cross-cultural researcher who has taught at various universities across the U.S., including Harvard Business School, Northwestern University, the University of Denver, and others. With extensive experience in Europe, the Middle East, and Asia, Hall worked for the U.S. State Department teaching intercultural communication skills to Foreign Service personnel and wrote several groundbreaking works in culture, communication, and the study of proxemics, including *The Silent Language*, *The Hidden Dimension*, *The Dance of Life*, and *Beyond Culture*. Hall currently lives in Sante Fe, New Mexico.