

## **Annex 1**

### **Questionnaire**

1. What do you think about your own culture?
2. What do you think about Blue/Red/Green culture?
3. What do you think Blue culture thinks about your culture?
4. What do you think Red culture thinks about your culture?
5. What do you think Blue culture thinks about them?
6. What do you think Red culture thinks about them?

### **Green Culture**

#### Values, beliefs, attitudes

The majority in your community is deeply religious. All decisions are made by consensus, preceded by serious discussion.

#### Nonverbal characteristic of your communication style

When you talk to strangers, you do not make direct eye contact because you think it can upset them. When you talk to somebody, you like to keep a slight distance between you (1 m).

#### Verbal characteristic of your communication style

When you discuss something with someone, you avoid direct confrontation. Silence in conversation reflects a positive and constructive discourse.

#### Norms and customs of business behavior

Men are more intelligent and analytical than women and you behave accordingly. In business situations, it is characteristic for men and women to sit in two separate groups.

#### Greeting and style of addressing people

You address others with "Brothers or Sisters". Your greeting is "Respect" and "Peace among people". Your greeting style is soft bow.

## **Blue Culture**

### Values, beliefs, attitudes

You believe that main events in life area matter of destiny or fortune. You never doubt your own instinct: reasoning can be false sometimes, but feelings never make mistakes. Final decisions are most binding when made by people of highest authority.

### Nonverbal characteristic of your communication style

You are very flexible about time, because for you “lost time” does not exist. When you talk to somebody, you make direct eye contact and stand very close to the person. While you talk to somebody, you often touch them, or hold their hand or shoulder.

### Verbal characteristic of your communication style

You very often show your gratitude and very openly express your feelings. It is normal to interrupt someone when they are talking and it is normal for others to interrupt you in the middle of the speaking.

### Norms and customs of business behavior

Women are wiser than men, and behave accordingly. You avoid conflicts, direct confrontation and unnecessary disagreements.

### Greeting and style of addressing people

When you greet someone, you give him a warm hug. Your greeting words are: “Hello dear”.

You address other people only by name and you repeat the name of the person many times in conversation.

## **Red Culture**

### Values, beliefs, attitudes

You believe that every man is the master of his own destiny and happiness. Good argument is valued above sentiment or emotions. It is very important to make all decisions in democratic atmosphere.

### Nonverbal characteristic of your communication style

You are very strict with your time and you do not like it being wasted. You are open in expressing

feelings like anger, dissatisfaction and joy. While talking to someone, you like to have some distance (2 m).

#### Verbal characteristic of your communication style

You express your ideas and thoughts about something directly and without hesitation.

You ask many questions: good question is more important than any facts. It is not common to say thank you: people only do what they are happy with anyway.

#### Norms and customs of business behavior

You welcome conflicts and see them as useful opportunity to come to better decisions and solutions. Man and woman are equal in your society.

#### Greeting and style of addressing people

Your typical greeting is strong handshake. You address others with "Good afternoon".

You address other by surname and it is obligatory to say title (professor, doctor, colleague, student etc.).