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The Culture Map provides a new way forward, with vital insights for working effectively and sensitively with one's counterparts in the new global marketplace. Based on her work at INSEAD, the "Business School for the World" based in Paris, Erin Meyer provides a field-tested model for decoding how cultural differences impact international business.

The Culture Map - Erin Meyer

The Culture Map works by positioning cultures up and down each of these eight scales allowing the manager to tease out the similarities and differences between two cultures on each scale. When examining the 8 dimensions what matters is not the absolute position of either culture on the scale but rather the relative position of the two cultures.

The Culture Map " Decoding How People Think, Lead, and Get ...

The culture map (source: www.erinmeyer.com/tools) When examining how people from different cultures relate to one another, what matters is not the absolute position of either culture on the scale but rather the relative position of two cultures. It is this relative positioning that determines how people view each other.

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As its name suggests, The Culture Map provides eight scales to describe the world's cultures in a way that provides a roadmap for navigating the cultural spectrums of communicating, evaluating,

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persuading, leading, deciding, trusting, disagreeing, and scheduling.

The Culture Map (INTL ED): Decoding How People Think, Lead ...

In "The Culture Map", author Erin Meyer gives 8 scales or graphs that you are able to use to map out and gain understanding to how each culture functions and is wired. Once you map out your native culture on these graphs, you are then able to compare and relate a differing culture to how you are wired.

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In The Culture Map, INSEAD professor Erin Meyer is your guide through this subtle, sometimes treacherous terrain in which people from starkly different backgrounds are expected to work harmoniously together. She provides a field-tested model for decoding how cultural differences impact international business, and combines a smart analytical framework with practical, actionable advice.

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