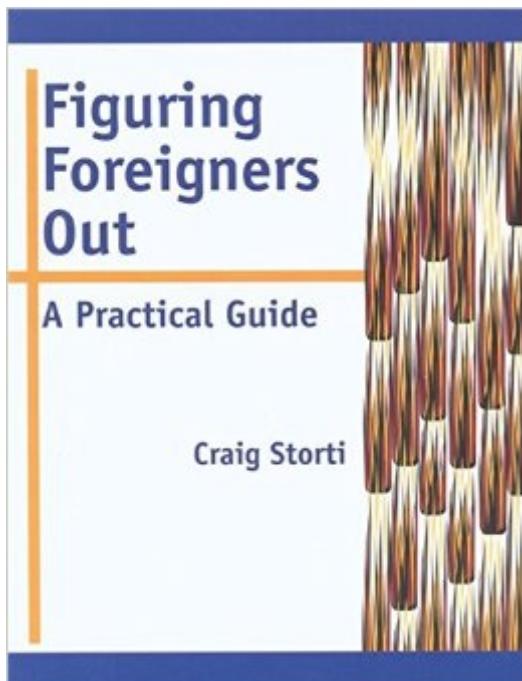


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# Figuring Foreigners Out: A Practical Guide



## Synopsis

Can a single book prepare you to cope with cultural differences around the world? Figuring Foreigners Out: A Practical Guide can with its self-training approach! Craig Storti, author of The Art of Crossing Cultures and The Art of Coming Home, Figuring Foreigners Out is one of the few books that individuals can work through and, without the aid of a structured training program, effectively prepare for dealing with cultural differences. It is high-priority reading for anyone working with foreign cultures overseas (expatriates, diplomats, study abroad students, volunteers, missionaries or military personnel) or at home (at work, school or in the community).

## Book Information

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## Customer Reviews

I was required to purchase Storti's "Figuring Foreigners Out" for an anthropology class. The book gives relatively little anthropological information, when compared with other loftier textbooks. However, the quality of the information is still high. Perhaps the most important selling point of Storti's book is its practicality. Storti truly teaches with short chapters and dozens of accompanying exercises. His exercises often prove his anthropological points as well or better than the informative section of each chapter. It's excellent for personal use or use in a cross-cultural effort. I highly recommend it for anyone doing short- or long-term global work.

Quite good book. Storti takes the major contributions of the seminal authors as Hofstede, Trompenaars, Hall and others and puts their theories in useful exercises (questionnaires,

dialogues, quotes, etc.) Well organized, this book is target to a personal expatriation experience usage. The book focus heavily on the most tangibles cultural patterns, such as the communication issues, using a non- cultural or social expert vocabulary. In consequence some readers will feel perhaps a tendency to over simplify the more complex social reality. But surely this approach was assumed by Storti who aimed to create a expatriation preparation toll to be use mostly by managers. Having in mid this goal this book is quite a good concretization. Its also a good starter in the challenging cross culture filed.

I find that this book gives you a very practical approach to a complex subject. I would recommend this to anyone exploring international culture for either business or pleasure!

I was dubious about this book, but it was actually kind of fun to work through. I had to get it for a graduate school class, and the scenarios were interesting to read, and the "quiz" sections were fun to do to see where I placed on the spectrums discussed in the book. It was interesting to see how other cultures rated too, in comparison to me and the country I'm in.

I was not in love with the workbook format. I found it a bit tedious, but the insights were so helpful it was worth it. Perhaps the questions did help me integrate the information better, hard to tell. Just really wish I had read the book 15 years ago before I began going to Asia with some frequency.

This book pointed out some big differences between national cultures and how to better interact with people of another culture, but it felt repetitive. Maybe it was just that the full directions for each exercise were repeated several times, but I do know that I was able to skim through this book very rapidly. The workbook aspect and exercises to be completed helped me put these differences away in my memory better than simply reading about them, and for that reason I appreciated this book.

I am using this book in my class on cross-cultural communication, using the exercises as practical implementation of the principles that I am teaching. My students have responded very well. Mr. Sorti has constructed a programmed teaching approach that builds logically, with great insight.

It is a great workbook on tools we can use to understand culture. The test on cultural competency at the end of the book was especially helpful for people to see where we need improvements. It's a very straightforward book with scenarios and assessment on major countries in the world.

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