Contents

Preface vii

part 1

Intercultural Interaction: An Introduction 1

1 Approaches to Understanding Intercultural Communication 4

Understanding Intercultural Communication: An Introduction and Overview 6
LARRY A. SAMOVAR AND RICHARD E. PORTER

Culture and Conflict 18 HARRY C. TRIANDIS

Our Locus in the Universe: Worldview and Intercultural Communication 28
SATOSHI ISHII, DONALD KLOPF, AND PEGGY COOKE
Five Paradigms of Ethnic Relations 36
ROD JANZEN

part 2

Sociocultural Backgrounds: What We Bring to Intercultural Communication 43

2 International Cultures: Understanding Diversity 45

The Chinese Conceptualizations of Face: Emotions, Communication, and Personhood 48 Wenshan Jia

Communication in Korea: Playing Things by Eye 57 JAMES H. ROBINSON

India: The Dance of Shiva 65
MARTIN J. GANNON

Africa: Communication and Cultural Patterns 78 Shirley van der Veur

Communication with Egyptians 87 POLLY A. BEGLEY

Contrasts in Discussion Behaviors of German and American Managers 94
ROBERT A. FRIDAY

3 Co-Cultures: Living in Two Cultures 105

Unum and *Pluribus*: Ideological Underpinnings of Interethnic Communication in the United States 108

Young Yun Kim

Defining Black Masculinity as Cultural Property: Toward an Identity Negotiation Paradigm 120 RONALD L. JACKSON II AND CELNISHA L. DANGERFIELD

Does the Worm Live in the Ground? Reflections on Native American Spirituality 131
MICHAEL TLANUSTA GARRETT
AND MICHAEL P. WILBUR

Gay Culture 138
MICHAEL BRONSKI

Gendered Speech Communities 144
JULIA T. WOOD AND NINA M. REICH

Communication Dynamics of the Elderly 55 VALERIE C. MCKAY

"Which is My Good Leg?": Cultural Communication of Persons with Disabilities 165 DAWN O. BRAITHWAITE AND CHARLES A. BRAITHWAITE

part 3

Intercultural Interaction: Taking Part in Intercultural Communication 177

4 Verbal Processes: Speaking Across Cultures 181

Cultural Dimensions of Discourse 184 Fern L. Johnson

The Nexus of Language, Communication, and Culture 198

MARY FONG

Contemporary Social and Political Movements and Their Imprints on the Chinese Language 206 MEI ZHONG Discriminating Attitudes Toward Speech 216 AARON CASTELAN CARGILE

Dialogue and Cultural Communication Codes Between Israeli-Jews and Palestinians 223 DONALD G. ELLIS AND IFAT MAOZ

Mexican Dichos: Lessons Through Language 231 CAROLYN ROY

5 Nonverbal Interaction: Action, Sound and Silence 236

In Different Dimensions: Nonverbal Communication and Culture 239

PETER A. ANDERSEN

Japanese Nonverbal Communication: A Reflection of Cultural Themes 253 EDWIN R. MCDANIEL

Monochronic and Polychronic Time 262 EDWARD T. HALL

Gender and Nonverbal Communication 269 DEBORAH BORISOFF AND LISA MERRILL

6 Cultural Contexts: The Influence of the Setting 279

Reinterpreting Japanese Business Communication in the Information Age 283 STEVE QUASHA AND EDWIN R. McDANIEL

U.S. Americans and Mexicans Working Together: Five Core Mexican Concepts for Enhancing Effectiveness 293

SHERYL L. LINDSLEY

AND CHARLES A. BRAITHWAITE

Culture and Negotiation 300

JEANNE M. BRETT

"Half-truths" in Argentina, Brazil, and India: An Intercultural Analysis of Physician-Patient Communication 309

NAGESH RAO

Culture and Communication in the Classroom 320 GENEVA GAY

part 4

Intercultural Communication: Seeking Improvement 339

7 Communicating Interculturally: **Becoming Competent 341**

Intercultural Awareness 344 GUO-MING CHEN AND WILLIAM J. STAROSTA

Unpacking Group-Based Intolerance: A Holographic Look at Identity and Intolerance 354 JOHN R.BALDWIN AND MICHAEL HECHT

Optimising Conditions for Learning Sociocultural Competencies for Success 364

ANITA S. MAK, MARVIN J. WESTWOOD, F. ISHU ISHIYAMA, AND MICHELLE C. BARKER

Managing Intercultural Conflicts Effectively 373 STELLA TING-TOOMEY

Effective Strategies for Mediating Co-Cultural Conflict 385

JAMES MANSEAU SAUCEDA Sojourner Adaptation 406

POLLY A. BEGLEY

Understanding Cultural Identities in Intercultural Communication: A Ten-Step Inventory 412 MARY JANE COLLIER

8 Ethical Considerations: Prospects for the Future 430

The Limits to Cultural Diversity 433 HARLAND CLEVELAND

Intercultural Personhood: An Integration of Eastern and Western Perspectives 436 YOUNG YUN KIM

Ethics, Culture, and Communication: An Intercultural Perspective 449 ROBERT SHUTER

Citizens of the World 456 MARTHA C. NUSSBAUM

Peace as an Ethic for Intercultural Communication 466 DAVID W. KALE

Index 464