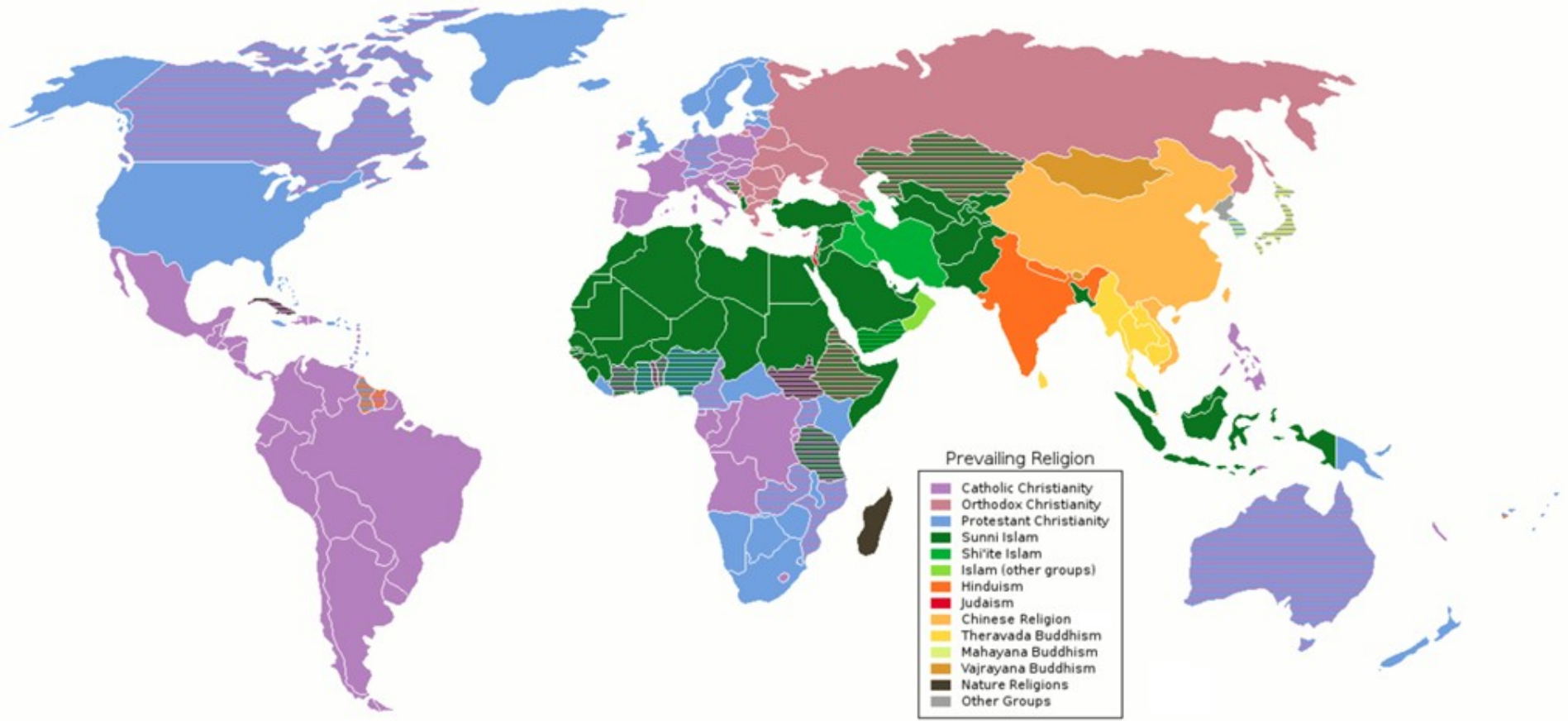
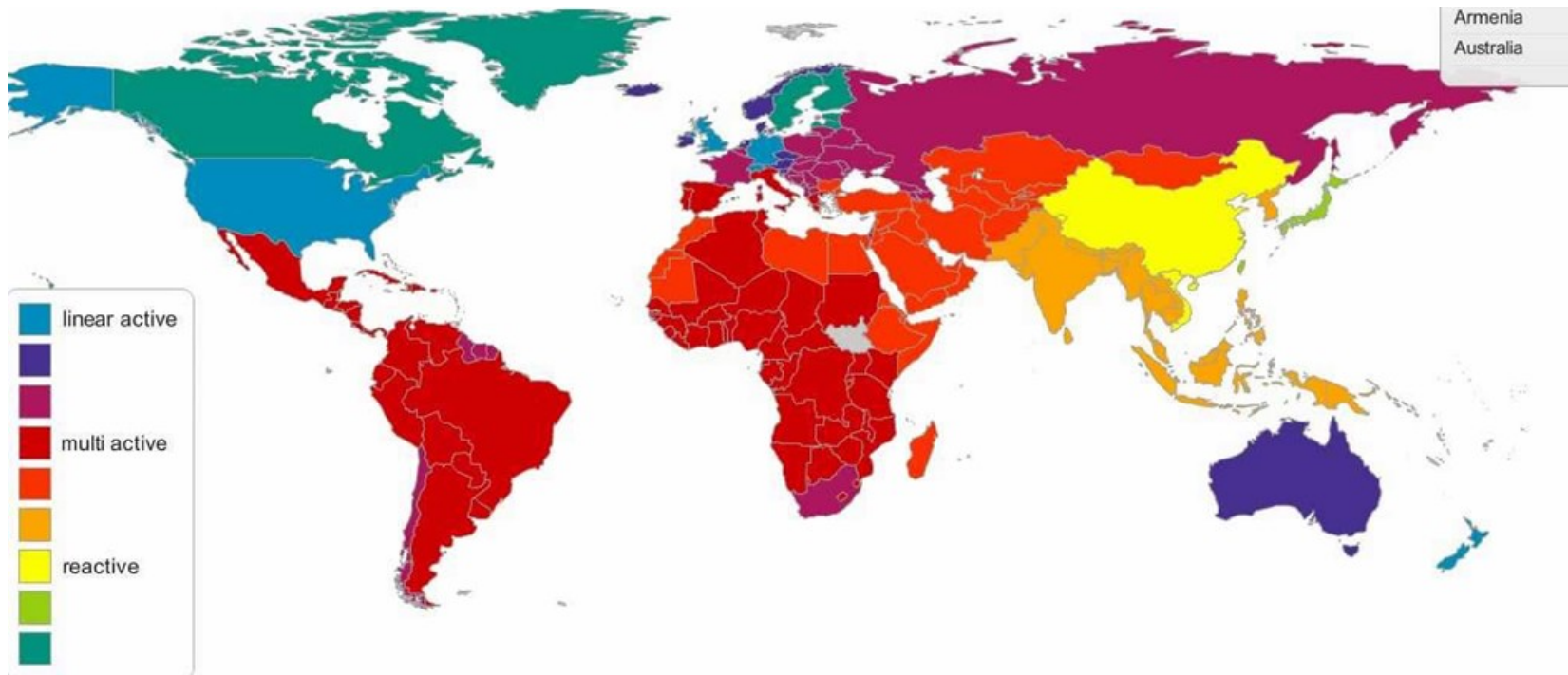


religion

CJVA103 - 25th March 2020

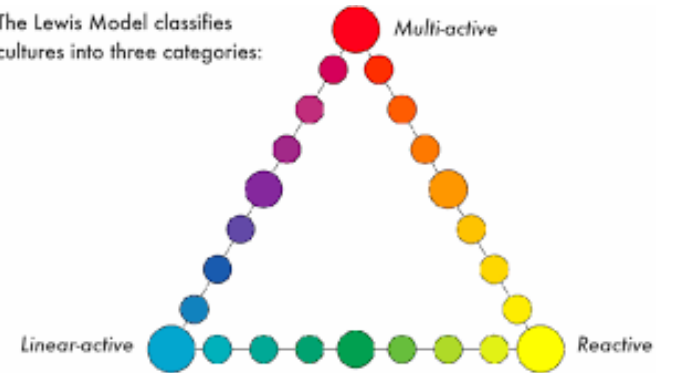


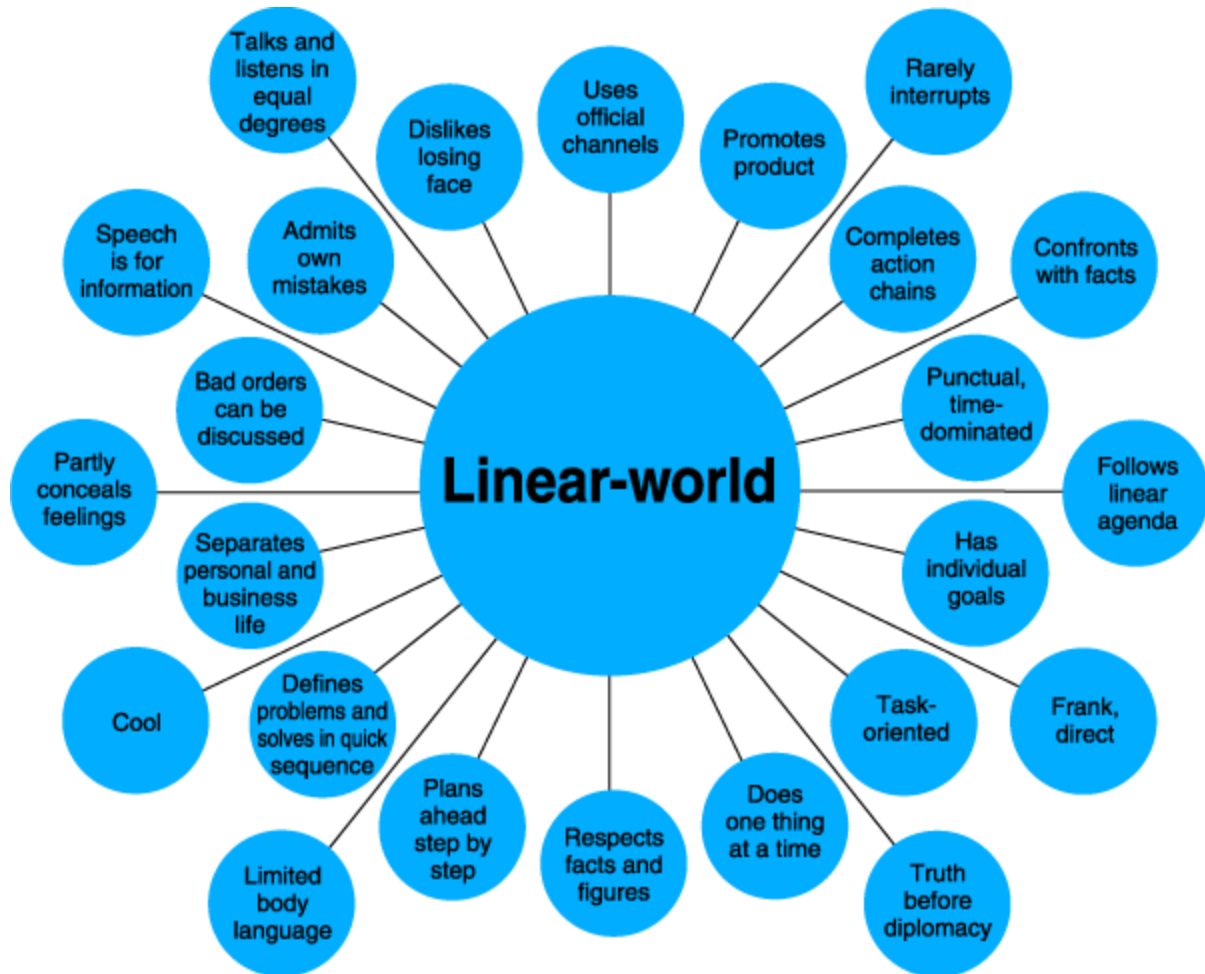
https://www.youtube.com/watch?v=m6dCxo7t_aE

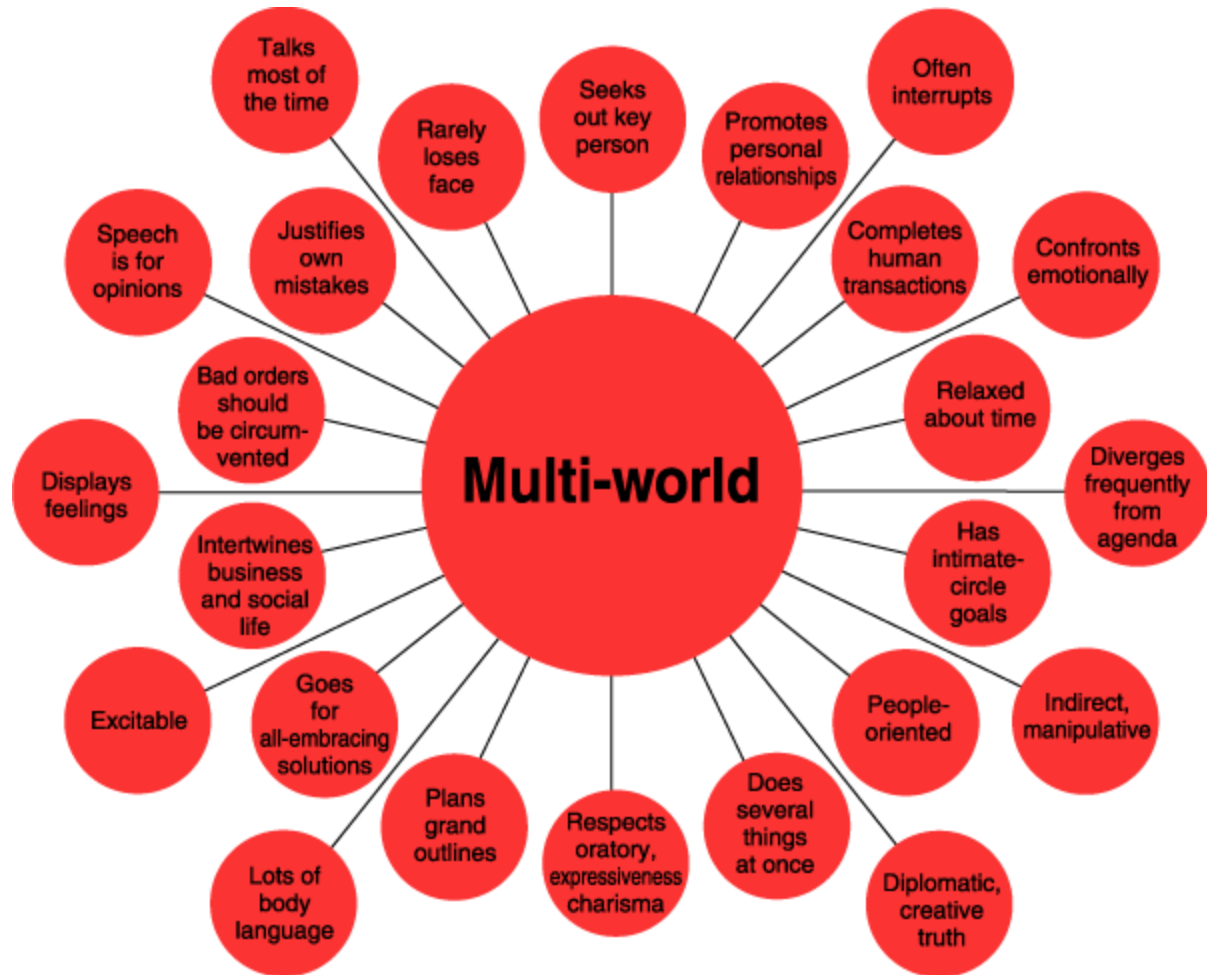


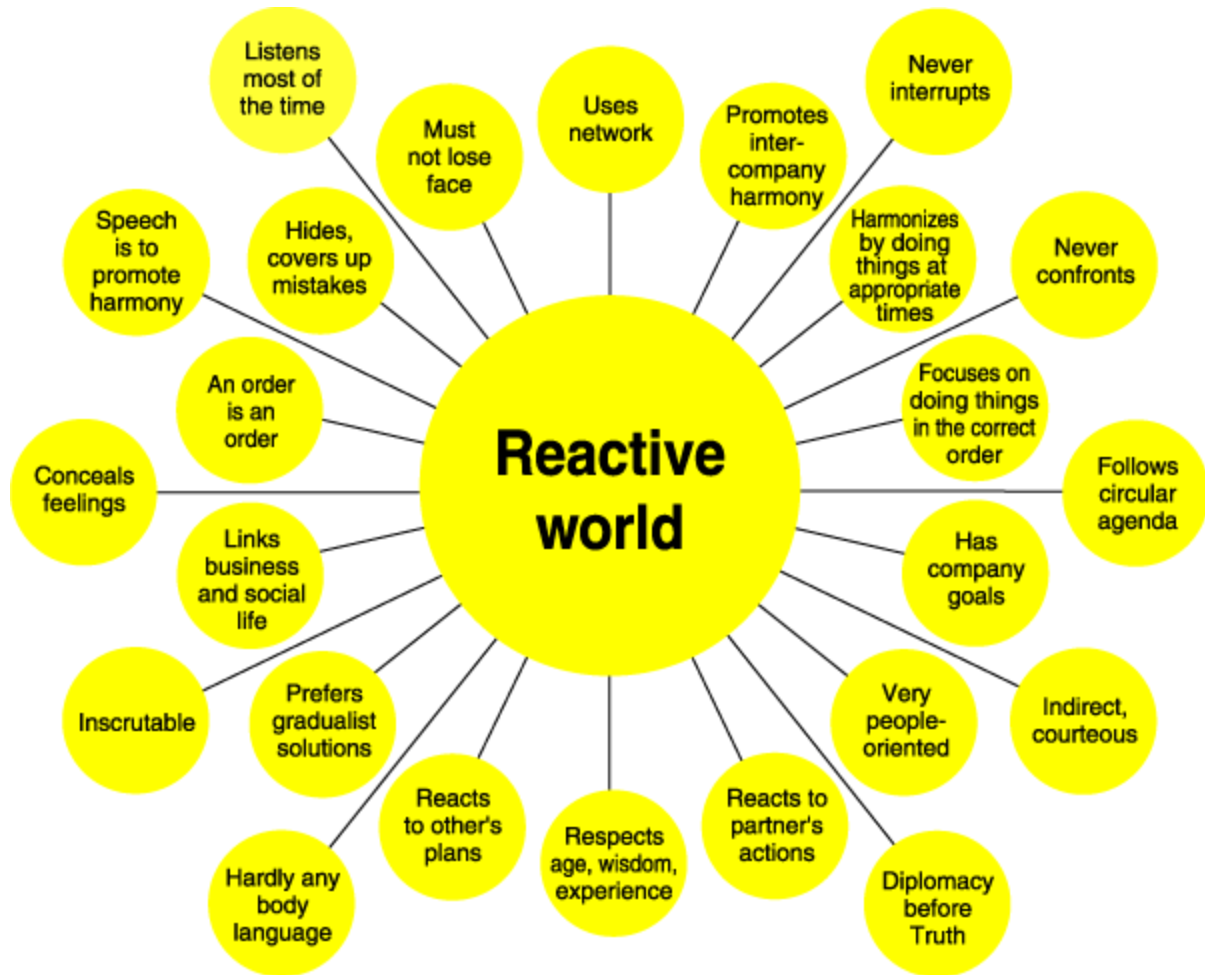
Lewis Model of Cultures

The Lewis Model classifies cultures into three categories:









[m/about-us/the-model/](https://www.linkedin.com/company/about-us/the-model/)

Linear-Active

Talks half of the time
Does one thing at the time

Plans ahead step by step

Polite but direct

Confronts with logic

Job-oriented

Sticks to facts

Result-oriented

Sticks to agenda

Written word important

Restrained body language

Multi-Active

Talks most of the time
Does several things at once

Plans grand outline only

Emotional

Confronts emotionally

People-oriented

Feelings before facts

Relationship-oriented

Roams back and forth

Spoken word important

Unrestrained body language

Reactive

Listens most of the time
Reacts to partner's action

Looks at general principles

Polite, indirect

Never confronts

Very people-oriented

Statements are promises

Harmony-oriented

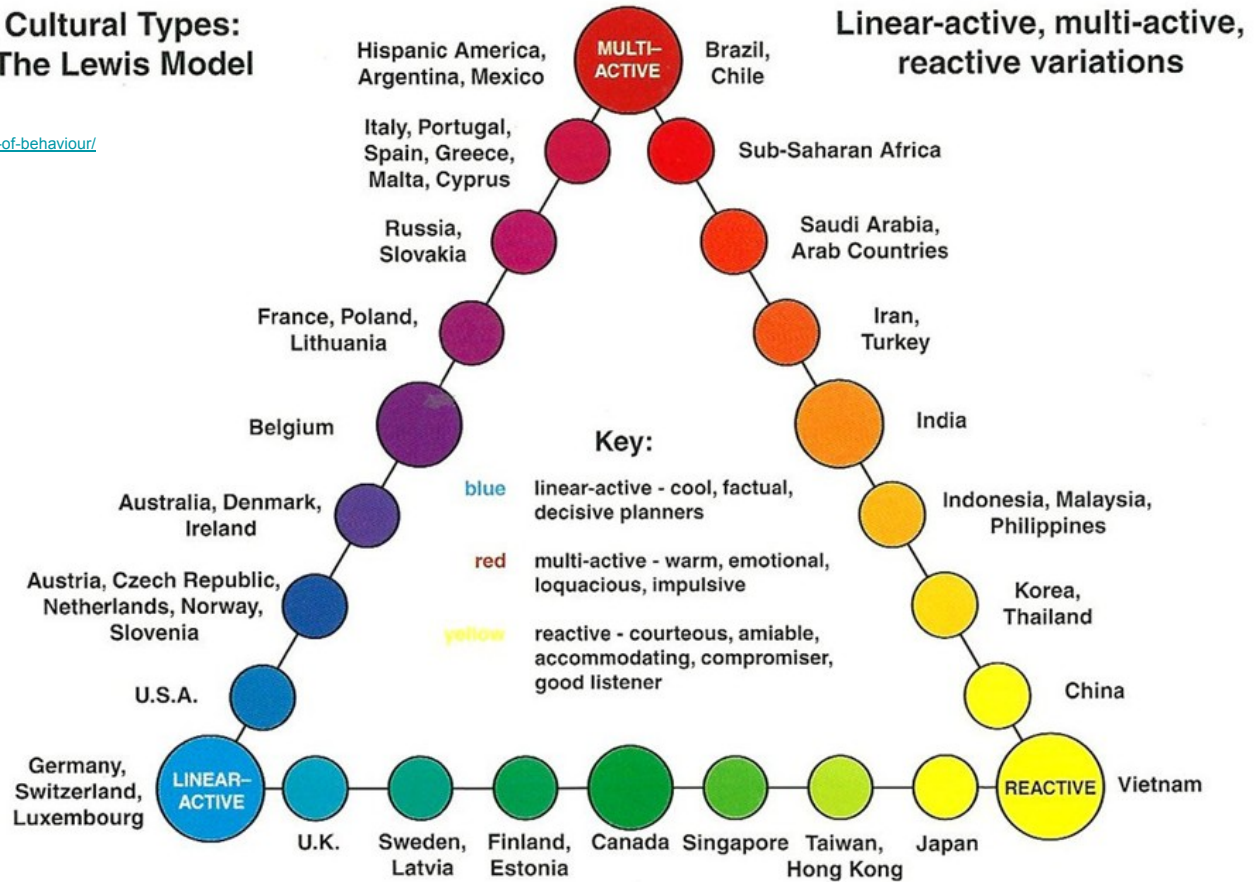
Often asks for "repeats"

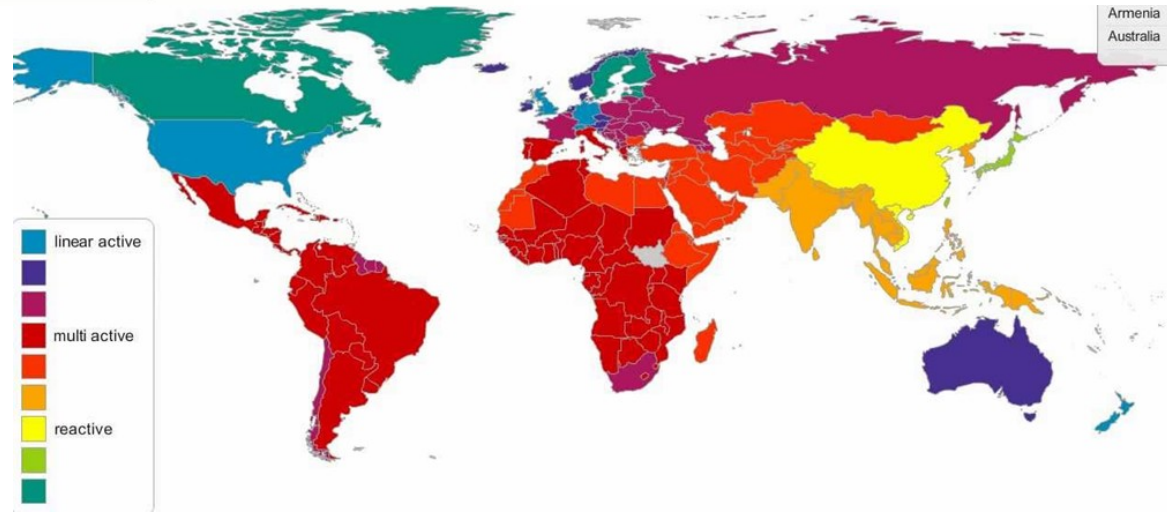
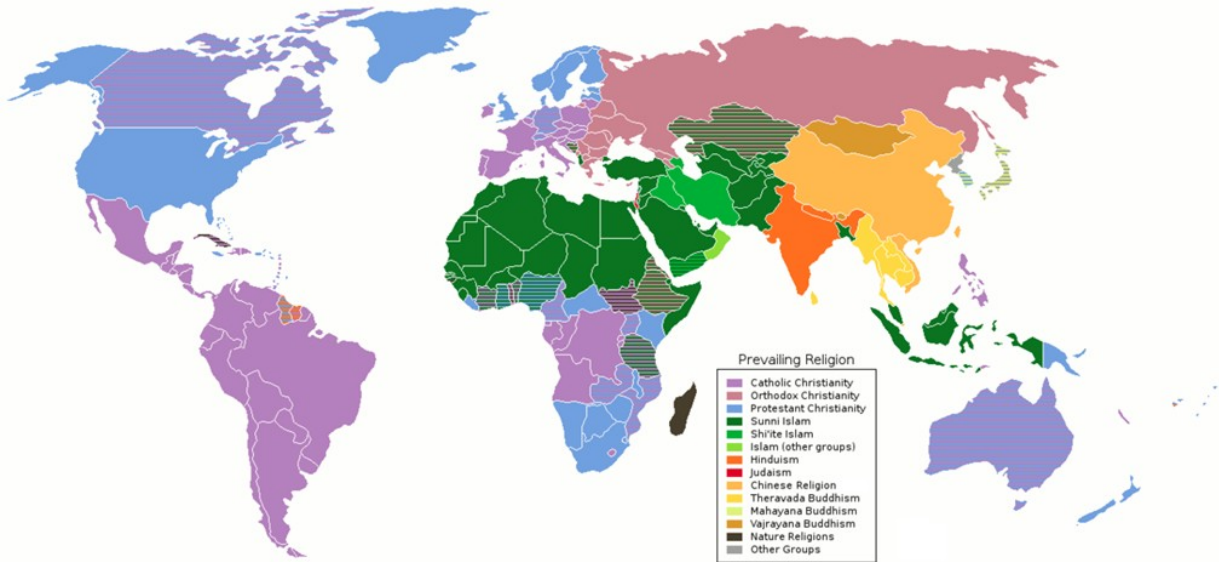
Face-to-face contact important

Subtle body language

Cultural Types: The Lewis Model

<https://www.crossculture.com/the-lewis-model-dimensions-of-behaviour/>





Armenia
Australia