

CULTURAL NORMS IN THE SIGNALS GAME

CULTURE A

Your job as a member of culture A is to welcome people from culture B into your group. Try to interact as much as possible and make them feel as comfortable as you can in your environment.

Things that are important in culture A:

Appendix A. con't

1. Make eye contact with everyone you meet.
2. Laughing and joking are important ways to show how friendly you are.
3. Welcome new people into your group with a pat on the back or by putting your arm around them. (Instructors should be aware of the possibility that physical contact may be unwanted by some members of the class. To avoid this issue, the instructions can be modified to suggest a handshake.)
4. It is important to interact with your own gender first. Being able to interact with those most like you is an important way to show you can interact well with others.
5. The colors blue and red have important significance to you. Red is an indicator of interaction, but blue is where first meetings should take place. Therefore, if someone is in a "blue" area, you may greet him or her, escort him or her to a "red" area, and interact with them. But if someone is in a "red" area without first being in a "blue" area, you will ignore her or him.
6. Since you wish to get to know people as well as possible, you prefer to interact with them one-on-one.

CULTURE B

You are entering into a new environment that you know little about.

Things that are important to you as a member of culture B:

1. You communicate through body language, therefore you have no need of spoken language.
 2. Avoid direct eye contact. In your culture, you concentrate on other parts of the body to communicate.
 3. Since non-verbal communication is so important, you generally do not touch others since you need to be observing their body movements.
 4. You are aware that the culture you are entering uses verbal communication.
 5. Blue is a very important, honored color in your culture and you are aware that red is an important color in the culture you are entering.
 6. Laughing is considered a thoughtless insult in your culture that alienates others. You would never laugh unless you intended to slight someone.
 7. When interacting with new people, it is important to go to people of the opposite sex first. This shows that you are open and willing to interact with everyone.
 8. Because relationships are important to you, people from your culture prefer to stay in pairs, particularly in a new environment.
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DISCUSSION TOPICS

1. What were the rules/norms of the other culture?
 2. Explain each group's rules. *Why* did they do things the way they did?
 3. How did it feel to be pushed away?
 4. How did it feel to be welcomed?
 5. Did you feel you wanted to be around members of your own group?
 6. How did it feel when you were trying to welcome someone and you failed or when you were successful?
 7. Discuss the importance of non-verbal signs/symbols/behaviors.
 8. Were you uncomfortable with the uncertainty about their reactions or acceptance of you?
 9. Did you ever feel alone or isolated?
 10. Did you ever want to just give up?
 11. How does this relate to real life?
 12. How did the norms and values from your real culture affect your interaction in the game culture?
 13. Would real-life cross-cultural interaction be easier or harder?
 14. Relate to concepts from class and text: components of culture, elements of culture shock, material versus non-material, ethnocentrism/relativity, in-group/out-group, and so on.
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