



Cross-Cultural Consulting

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Overview

- Introduction to Cross-Cultural Consulting
- Qualifications and Experience Required
- Types of Projects
- Professional Development
- Applying your JET Program Experience
- The Next Steps



Cross-Cultural Consulting is...

“...delivery to a client of skills that enable people to quickly become more professionally productive and interpersonally effective when working in an unfamiliar culture, or when working anywhere with others who are from an unfamiliar culture.”

-Cornelius Grove, Grovewell, LLC

Roots of the Intercultural Field

- Psychology
- Anthropology/Cultural Anthropology
- Sociology
- Linguistics/Sociolinguistics

Types of Cross-Cultural Consulting

- Intercultural Coaching and Training
- Global/Area-Specific Briefings
- Conflict Resolution
- Cultural Liaison Work
- Developing Business Strategies
- Business Skills Training

Necessary Qualifications and Experience

Preferred, recommended or required:

- M.A., Ph.D. in Relevant Subject
- Extensive Experience Living and Working in Other Cultures
- Proficiency in Foreign Languages
- Excellent Communication and Interpersonal Skills
- Coaching/Training Skills

Types of Clients

- Corporations
- Government/Social Services
- NPOs and NGOs
- Educational Institutions
- Hospitals and Healthcare Organizations

Types of Projects - 1

- Facilitating Problem-Solving Workshops for Community Peace-Building Associations in Cyprus
- Preparing Volunteers in Relief Efforts in Thailand after the Tsunami
- Briefing Doctors Assigned to International Aid Projects in Central and South America
- Advising Corporations in International Joint Ventures in China

Types Of Projects - 2

- Evaluating International Initiatives in HIV Prevention in India
- Cultural Consultant for Children's Television Programming in the U.S.
- Facilitating Cultural Exchange Programs between U.S. and Iranian Surgeons
- Providing Dispute Resolution Services to a State Labor Department in the U.S.

Types of Projects - 3

- Preparing Executives and their Families for International Assignments
- Advising Corporations on Global Virtual Team Building
- Conducting Intercultural and Diversity Training Programs at Universities
- Presenting at Trade and Tourism Conferences

Professional Development- 1

Getting started:

- Edward T. Hall
 - *The Silent Language*
- Fons Trompenaars and Charles Hamden-Turner
 - *Riding the Waves of Culture*
- Geert Hofstede
 - *Cultures and Organizations*

Professional Development - 2

- Graduate Programs (M.A., Ph.D.)
 - Intercultural Relations
 - Cultural Anthropology
 - Sociolinguistics
- M.B.A./International Management
- Organizational Development
- Communications

Professional Development - 3

- Summer Institute for Intercultural Communication (SIIC)
- Professional Development Workshops
- Professional Organizations (e.g. SIETAR)
- Intercultural Books and Periodicals

Applying Your JET Program Experience

- Liaison Work
- Multicultural Team Building
- Conflict Resolution
- Problem-solving in Multicultural Settings
- Teaching/Training
- Foreign Language Skills
- Area-specific Experience
- Intercultural Adjustment Experience

The Next Steps...

- Seek out opportunities to learn more about other cultures and intercultural relations
- Determine your main field of interest and look for opportunities to gain experience
- See experience as an investment in your future