# CROSS-CULTURAL COMMUNICATION STYLE INVENTORY

*Directions:* Consider your own style of communicating at work and indicate your preferences on each of the continua by placing an X on the line. Then connect your Xs, forming a profile. Then think of an individual from a different culture with whom you work. Put a check mark on each line representing that person’s style. Draw a dotted line to connect the check marks to form that person’s profile. Then compare profiles to analyze the interaction of your two styles.

## Verbal

### Directness

<table>
<thead>
<tr>
<th>Implicit, indirect</th>
<th>Explicit, direct</th>
</tr>
</thead>
</table>

### Topics

<table>
<thead>
<tr>
<th>Personal, much self-disclosure</th>
<th>Impersonal, little self-disclosure</th>
</tr>
</thead>
</table>

### Formality

<table>
<thead>
<tr>
<th>Formal</th>
<th>Informal</th>
</tr>
</thead>
</table>

### Task/Relationship Balance

<table>
<thead>
<tr>
<th>Task focus</th>
<th>Relationship focus</th>
</tr>
</thead>
</table>

## Nonverbal

### Gestures

<table>
<thead>
<tr>
<th>Much facial and physical expression</th>
<th>Little facial and physical expression</th>
</tr>
</thead>
</table>

### Eye Contact

<table>
<thead>
<tr>
<th>Direct, sustained</th>
<th>Not direct or sustained</th>
</tr>
</thead>
</table>

### Proximity

<table>
<thead>
<tr>
<th>Close</th>
<th>Distant</th>
</tr>
</thead>
</table>

### Touch

<table>
<thead>
<tr>
<th>Much touch</th>
<th>No touch</th>
</tr>
</thead>
</table>

### Pace

<table>
<thead>
<tr>
<th>Slow</th>
<th>Rapid</th>
</tr>
</thead>
</table>

### Pitch/Tone

<table>
<thead>
<tr>
<th>High</th>
<th>Low</th>
</tr>
</thead>
</table>

### Silence

<table>
<thead>
<tr>
<th>Frequent pauses, much silence</th>
<th>Few pauses, little silence</th>
</tr>
</thead>
</table>

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