### THE IMPACT OF CULTURE ON GLOBAL TEAM PERFORMANCE

**Directions:** Consider the seven areas of culture in this tool and first determine which point on each continuum represents your own national preference by marking a check mark. Connect the check marks and draw your perception of the national profile. Then with an X, go back and place a mark where you personally feel most comfortable. Once you have put an X at the appropriate number, draw your profile by connecting the Xs.

1. **Value on Harmony**
   - 1 2 3 4 5
   - Value on Surfacing and Resolving Differences

2. **Emphasis on the Group**
   - 1 2 3 4 5
   - Emphasis on the Individual

3. **External Locus of Control**
   - 1 2 3 4 5
   - Internal Locus of Control

4. **Status Based on Family or Connections**
   - 1 2 3 4 5
   - Status Based on Merit or Achievement

5. **Hierarchical Structure**
   - 1 2 3 4 5
   - Egalitarian Structure

6. **Indirect Communication**
   - 1 2 3 4 5
   - Direct Communication

7. **Elastic Time Consciousness**
   - 1 2 3 4 5
   - Strict Time Consciousness

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