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# EuroDIVERSOPHY

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Sample Cards

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*click to play*



When a French person says, “Non, c’est impossible!” (No! It is impossible,) you should take this as:

- A. An emphatic and clear “No” — back off from your request.
- B. The French person has no relationship to you and would be unwilling to be of service.
- C. The start of a negotiation. It is like saying, “Start convincing me.”

*Click on your choice*





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C. The start of a negotiation, the equivalent of “Start convincing me.” You may not win the argument, but joining it will help you be much more clear about what it will take to get agreement on your request.

*If you chose the best answer, keep this card. If not, discard it.*



# q diversiSMARTS



You are giving a test to a group of job applicants. Several of the Italian applicants are openly sharing answers with each other. This is because:

- A. They have a loose understanding of ethics.
- B. You didn't explain the test correctly.
- C. They find it natural to help each other.

*Click on your choice*



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C. They find it natural to help each other out, is the most likely answer. If asked, they might say that the Northern Europeans, who would not share in this way, are selfish and disloyal.

*If you chose the correct answer, keep this card.  
If not, discard it.*



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As a non-Dutch person, you go to a business meeting with a new client. On arriving at Schipol airport, you rent a car from the middle price range. You did well. Expensive and luxurious cars are not driven in many parts of The Netherlands. By driving one, you could create the wrong impression.

*How do you think, feel, or react to this situation? Tell your team, and then keep this card.*





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Many of your British colleagues seem to hoard information and seem very indirect when you try to get it from them. Asking about this you are told that careful management of information enables people to build trusting relationships. You find them downright secretive.

*How do you think, feel, or react to this situation? Tell your team, and then discard this card.*





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“Europe has what we do not have yet, a sense of the mysterious and inexorable limits of life, as sense, in a word, of tragedy. And we [US Americans] have what they sorely need: a sense of life's possibilities”.

*James Baldwin, US writer*

*After reading this card aloud, any team member, including you, may comment on it. Keep this card.*



# diversiSHARE



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It is said that in Germany everything is forbidden unless it is allowed, that in England everything is allowed unless it is forbidden and in Italy everything is permitted even if it is forbidden. Briefly describe something about your culture that outsiders might be surprised to find allowed or forbidden.

*After you share, the other players will show a nonverbal sign that is used in their culture to tell someone, often children, that he or she has done something wrong. Keep this card.*





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