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# Viet Nam diversophy®

Sample Cards

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*click to play*



# q

# diversiCHOICE

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A diplomat with significant Việt Nam experience is giving you wise advice. Which of the following is more likely?

- A. "You must be a marathon runner to succeed in Việt Nam."
- B. "You must be a sprinter to succeed in Việt Nam."

*Click on your choice.*



**a**

diversiCHOICE™



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A. Like a marathon runner you need to know when to save your strength and when to speed up. The pace can be excruciatingly slow at times, but then good things can happen at the speed of light. Patience and perseverance will serve you well here. Việt Nam is not a place where get-rich-quick schemes are likely to succeed.

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





Việt Nam has a cultural history that is:

- A. 1000 years old.
- B. 2000 years old.
- C. 3000 years old.
- D. 4000 years old.

*Click on your choice.*





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D. The Vietnamese are very proud of their cultural history, which began between 4000 – 5000 years ago, independent of other cultures in the region. You will make a good impression by expressing appreciation for Vietnamese history. Don't make the mistake of saying that Vietnamese culture is similar to or stems from Chinese culture.

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



# diversiRISK +



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You bring a lengthy draft contract to the bargaining table, an essential protocol in your country. You know the Vietnamese are likely to think, "They don't trust us, that's why they have everything written down." You quickly explain and ask for sympathy: "We are very sorry for this thick document. Unfortunately, it is the way we are required to do business in our country and we hope you understand that we have no choice..."

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





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Your Vietnamese manager comes to you and asks you to move your desk to the other corner of the office. You will no longer sit next to a huge window, which you have very much enjoyed. The Feng Shui (Phong Thủy) master has suggested that your desk may block a positive energy line in the office. You feel odd and reluctant to accept this move.

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





*Phép vua thua lệ làng.*

"The Village's rules are higher than the King's rules."  
(Custom rules over law.)

*Vietnamese saying*

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



# diversiSHARE



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“How old are you?”; “Are you married?”; “Why are you not married?”; “How much do you earn?” These questions are asked in Việt Nam because one gets to know a person by knowing his or her social context. What might be some common and some taboo questions in making new acquaintances in your culture?

*Ask teammates to answer these taboo questions by deflecting the inquiry with a lighthearted reply. For example, “I’m less than 80 years old” sounds much better than “In my country we do not ask others their age”. Keep this card.*





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