

**Intercultural Communication – Fall 2010**  
**Preliminary Mid-term Exam Study Guide**  
Mid-term exam date: October 21

- ◆ You should be able to answer the questions as clearly and concisely as possible to demonstrate your understanding of the course material.
- ◆ The mid-term exam will consist of multiple choice, true/false, short answer and essay type questions.
- ◆ The content of the exam will test your knowledge of important terminology and concepts covered in the readings and lectures.
- ◆ Note that this is only a study guide to assist you in reviewing the main points of the course. As the instructor, I reserve the right to include questions on the mid-term exam that may not be covered in this study guide.

**Important Concepts and Terms you should know and be able to define or explain:**

- ◆ Communication
- ◆ Culture
- ◆ Iceberg Model
- ◆ Macro and Micro Cultures
- ◆ Cultural Identity
- ◆ Collective Cultural Consciousness
- ◆ Collectivism vs. Individualism
- ◆ High-context and low-context cultures
- ◆ Implicit and explicit
- ◆ Race and Ethnicity
- ◆ Ethnocentrism
- ◆ Cultural Relativism
- ◆ Stereotyping
- ◆ Attribution theory
- ◆ Cultural beliefs, attitudes, values and norms
- ◆ “Within” vs “between” cultural variation
- ◆ Culture Clash

**Sample Questions on important concepts:**

1. Be able to define culture and know what things make up culture.
2. Define intercultural communication & explain why it is important.
3. Describe several of the contexts for intercultural communication.
4. What elements (or characteristics) are typically included in definitions of culture?
5. (True or False) The elements of a culture, like its values, are so completely accepted by individuals sharing that culture that these elements are seldom questioned or defended.
6. What factors determine a person’s cultural identity?
7. According to “Hofstede’s Cultural Dimensions” theory, Korea scored \_\_\_\_\_ on the ***Individualism*** scale.  
A. 91            B. 45            C. 18            D. 05
8. What is the potential usefulness of stereotyping in intercultural interactions?
9. What harm can stereotyping do?
10. What does “attribution theory” refer to and what are “critical” and “non-critical” attributes?
11. What is the distinction between high-context and low-context communication?
12. What is the basic concept of the Sapir-Whorf hypothesis?
13. How does language affect our perception of the world?
14. How do linguistic differences affect our relationships attitudes and actions?