

## Styles of Communication Continuum (continued)

Now choose one continuum where the marks for JTE and ALT are on opposite sides.

- ✓ Talk with a partner about how an ALT might perceive your behavior in this respect.
- ✓ Using the Task or Person continuum, for example, you might observe that “They think I’m too work-oriented or too impersonal.”



Continuum: \_\_\_\_\_

How ALT might perceive my communication style: \_\_\_\_\_

\_\_\_\_\_

Continuum: \_\_\_\_\_

How ALT might perceive my communication style: \_\_\_\_\_

\_\_\_\_\_

## Exchange

What is the problem?: \_\_\_\_\_

\_\_\_\_\_



Why is it a problem?: \_\_\_\_\_

\_\_\_\_\_

Solution: \_\_\_\_\_

\_\_\_\_\_

## Reflection

After this seminar, what is something you will do to communicate better with your ALT?

1) \_\_\_\_\_

\_\_\_\_\_

2) \_\_\_\_\_

\_\_\_\_\_





# Styles of Communication Continuum



Draw a line for Japan, ALT Country, you, and ALT.

Direct

Degree of Directness

Indirect



- People say what they mean and mean what they say.
- It's important to tell it like it is.
- Honesty is the best policy.
- The truth is more important than feelings.

- People are indirect.
- They imply/suggest what they mean.
- Understatement is valued.
- The truth, if it hurts, should be reworded to be less harsh.

Low Context

The Role of Context

High Context



- Individualist culture: little is already known (different values).
- Words are the main way of communication.
- The message must be clear.
- Nonverbal cues are not the key to understanding.

- Collectivist culture: much is already known (same values).
- The spoken word is not the main way of communication.
- Much is implied but little needs to be said.
- Nonverbal cues and the context are the key.
- What is not said may be the message.

Face Less Important

The Importance of Face

Face is Key



- Face has moderate importance.
- The facts and expediency are more important than being careful about what you say.
- Getting/giving information is the main goal.
- Criticism is straightforward.
- It's okay to say no and to confront people.

- Face is very important.
- Saving face/not losing face takes precedence over the "truth."
- Maintaining harmony is the main goal.
- Confrontation is avoided and saying no is difficult.
- Criticism is handled very carefully.
- What someone says and what someone feels often are not the same.

he Task

The Task or The Person

The Person



- The task is separated from the person.
- Do business first and then have small talk.
- Establishing a good personal relationship is not essential to getting the job done.
- The goal is accomplishing the task.

- The task and the person can't be separated.
- Begin with small talk and then move to business.
- Personal relationship is a necessary to get a job done.
- The goal is building the relationship.