

## CONTRASTING VALUES CHART

<b>Contrasting Values</b>		
	<b>U.S. Culture</b>	<b>Another Culture</b>
<b>1. Perception of Self</b>		
A. Concept of oneself	An individual unit	A member of a family or group whose behavior is aimed at smooth interpersonal relationships
B. How one should act	Solve own problems, develop own opinions, self-reliant	Dependence on others, encouraged to strengthen relationships among people
<b>2. Perception of the World</b>		
A. Relationship to nature	Humans are separate from nature and must change/master environment to suit human needs	Humans are part of nature and must integrate with and adapt to nature
B. Concept of time	Moves quickly, one must keep up with it, time is a moving river	Moves slowly, no need to hurry, time is a still pool
<b>3. Motivation</b>		
A. Concept of Achievement	Fulfillment in personal achievement which is largely a matter of individual determination	Fulfillment in smooth interpersonal relationships with human's place in society largely a matter of fate
B. Psychology of motivation	Competition is primary method of motivation	Communal feelings toward one another exclude incentive to excel over others
<b>4. Form of relating to others</b>		
A. Nature of personality	Personality can be fragmented, need not accept totality of another in order to work with him/her	Personalities reacted to in their tendency to accept or reject person completely
B. Status in person	Egalitarian ideal, treat others as equal	Hierarchical pattern – treat others according to position in society
C. Resolution of differences	Face confrontation	Confrontation through intermediary to avoid conflict, save face
<b>5. Form of Activity</b>		
A. Importance of "doing"	Doing and being active is highly valued; what a person does is important	Doing not emphasized; taking it easy is just as important, what a person is is important
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