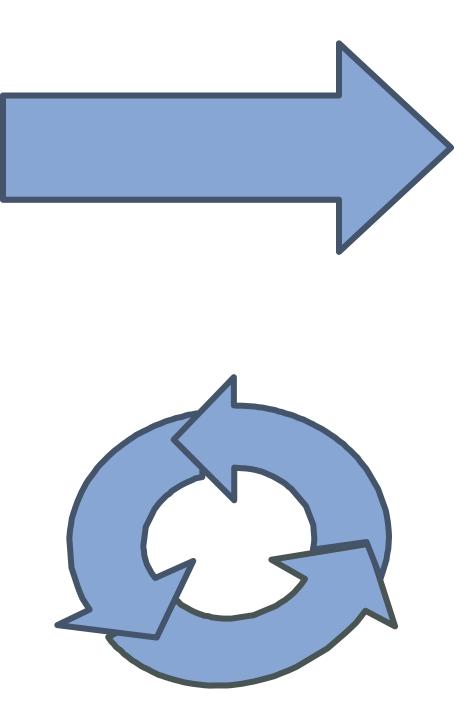


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RAISE NEGOTATION ACTIVITY STYLE SYMBOL PRINTOUTS





Hofner Saphiere, D., Kappler Mikk, B., Ibrahim DeVries, B. (2005). Communication Highwire: Leveraging the Power in Diverse Communication Styles. Intercultural Press: Yarmouth, Maine. The explanations are adapted from Gudykunst and Ting-Toomey (1988) and training materials from Barbara Kappler Mikk and Rhonda Davy.

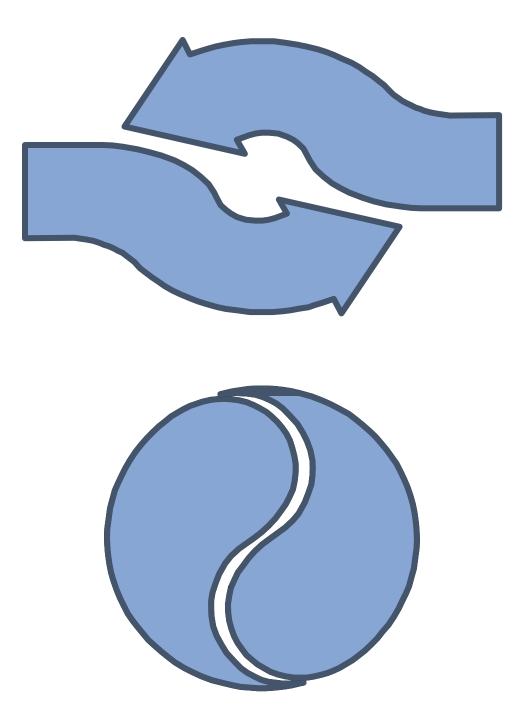




RAISE NEGOTATION ACTIVITY STYLE SYMBOL PRINTOUTS



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Hofner Saphiere, D., Kappler Mikk, B., Ibrahim DeVries, B. (2005). Communication Highwire: Leveraging the Power in Diverse Communication Styles. Intercultural Press: Yarmouth, Maine. The explanations are adapted from Gudykunst and Ting-Toomey (1988) and training materials from Barbara Kappler Mikk and Rhonda Davy.

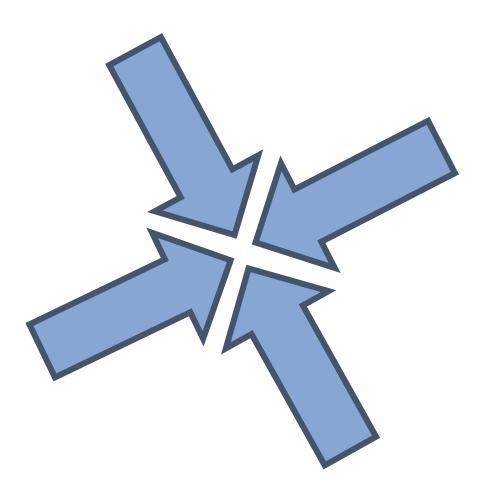




RAISE NEGOTATION ACTIVITY STYLE SYMBOL PRINTOUTS



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Hofner Saphiere, D., Kappler Mikk, B., Ibrahim DeVries, B. (2005). Communication Highwire: Leveraging the Power in Diverse Communication Styles. Intercultural Press: Yarmouth, Maine. The explanations are adapted from Gudykunst and Ting-Toomey (1988) and training materials from Barbara Kappler Mikk and Rhonda Davy.

