



As an internationally known expert on beans, you look forward to applying your expertise. It's terrible that these Wangoans have been having poor bean harvests! You are alert to possible social and cultural barriers to the success of your project, but you remain confident of your knowledge of beans and hopeful that you can identify and fix the problem.

After 3 months of preparation, you are eager for this first meeting and possibly your first visit to a Wangoan bean field. You know that the Wangoans may be a bit wary of you – after all, Wangoa has a regular flow of inexperienced foreigners who show up for a week or two to build schools and orphanages but end up spending most of their time taking photos and giving candy to kids – and you plan to **discuss your expertise** to reassure them. By **smiling and giving them direct eye contact**, you expect them to understand that you are friendly and generally trustworthy.

As a team, you have decided **to encourage the Wangoans to call you by your first names**. They may wish to refer to themselves by title -- titles you learned when you studied the official language – and that's okay. But your group can demonstrate that you don't think of yourselves as better than the Wangoans by downplaying the formalities and hierarchy inferred by titles like "Doctor" or "Professor."

Finally, you have heard that Wangoans tend not to give direct answers. You are prepared to **ask your many bean-related questions in multiple ways**. Surely you can learn something, and the best way to do this would be to **visit one of their bean fields**. Hopefully, one of them will say yes when you ask.

Your goal in this meeting is to demonstrate that you have the expertise to help the Wangoans and to learn something about how they grow beans, preferably by a visit to a bean field.

Debrief



1. How did it feel to play your role?
2. Wangoan Bean Experts: What was your goal? Was it achieved? What kinds of cultural differences did you notice in your discussion with the MWU Bean Experts?
3. MWU Bean Experts: What was your goal? Was it achieved? What kinds of cultural differences did you notice in your discussion with the Wangoan Bean Experts?
4. Observers: What was your goal? What did you observe? Is there anything else you would like to add?
5. What are some deeper values behind the behaviors you played or experienced? If you are familiar with concepts for these, feel free to share.
6. How do you feel about the way the different groups were depicted in this exercise? Why?
7. What are “real world” implications of this exercise?
8. What are some practices or strategies that might help avoid the kind of situation that was demonstrated here?
9. **Optional**: Consider how Intensity Factors impact both groups as they interact for the first time. What might the Wangoan Bean Experts experience? The MWU Bean Experts?
10. Do beans have culture?