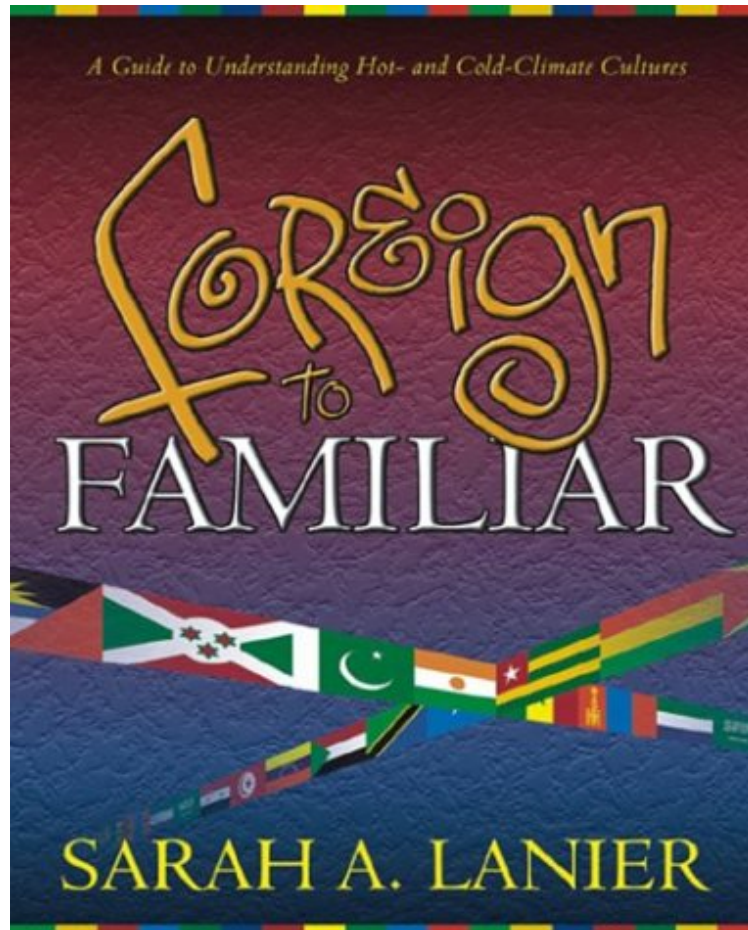


(Free and download) Foreign to Familiar: A Guide to Understanding Hot - And Cold - Climate Cultures

Foreign to Familiar: A Guide to Understanding Hot - And Cold - Climate Cultures

Sarah A. Lanier

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Sarah A. Lanier : Foreign to Familiar: A Guide to Understanding Hot - And Cold - Climate Cultures before purchasing it in order to gage whether or not it would be worth my time, and all praised Foreign to Familiar: A Guide to Understanding Hot - And Cold - Climate Cultures:

0 of 0 people found the following review helpful. You will know why you are not understood when you speakBy Brent R. KellyThis is a fantastic book. Whether you are into sociology, travel or you are just talking with someone from a different part of your city, there are cultural differences that will destroy your ability to effectively communicate. Lanier points out these common differences based on global geographic regions. The application of this material will happen every time to talk to someone who is from a different communication culture. For me, since I am from out West and I have spent years in the military, the idea of indirect was enlightening. Just as Yankees are not really rude, and Southerners are not really liars, rather they are both communicating via their cultural grid. If you want to know how to communicate with others this is a really good book. It is also easy to read and pretty short.2 of 2

people found the following review helpful. I read this book in the spring and loved it! I moved from Washington state to Mississippi ...By EmilyI read this book in the spring and loved it! I moved from Washington state to Mississippi my sophomore year of high school (I am a junior in college now) and this book totally opened my eyes. I thought I was some kind of superfreak when I moved to Mississippi and I went through major culture shock but I didn't even realize it until reading this book! It explained so much of what I went through in moving from a cold climate culture to a hot climate culture. I read it in like two or three hours, so it's a quick read! I definitely recommend for anyone moving to a different culture, or even just visiting or going on a mission trip!0 of 0 people found the following review helpful. It's even applicable to appreciating Millennials!By Danita ByeYes, this is a great book if you're traveling abroad. I also suggest that it's a great book in seeking to understand some of the nuanced behavior of the Millennials we work with. All culture is on a continuum from hot to cold on numerous dimensions. By understanding and appreciating these differing culture norms, we can build a greater understanding and appreciation that our Millennial children, grandchildren and employees exhibit.

Foreign to Familiar is a splendidly written, well researched work on cultures. Anyone traveling abroad should not leave home without this valuable resource! Sarah's love and sensitivity for people of all nations will touch your heart. This book creates within us a greater appreciation for our extended families around the world and an increased desire to better understand them.

Sarah Lanier is not only a perceptive author, but she has also lived and worked cross culturally worldwide. I have observed Sarah professionally, as a teacher and consultant, on six continents. She has character, insight and experience that qualify her to share intercultural wisdom that will be life-changing for her readers. --Loren Cunningham, President University of the Nations --Loren CunninghamThe "Foreign" in the title of this most-helpful book once meant people and cultures "overseas". Today that has all changed. Sarah Lanier has captured the keys to understanding our own--and other's--way of doing and saying things. I guarantee that if you follow the principles in this book that the boundaries of your world view will expand. --Peter JordonThe "Foreign" in the title of this most-helpful book once meant people and cultures "overseas". Today that has all changed. Sarah Lanier has captured the keys to understanding our own--and other's--way of doing and saying things. I guarantee that if you follow the principles in this book that the boundaries of your world view will expand. --Peter JordonAbout the AuthorSarah A Lanier was born in Georgia USA and moved with her family to the Middle East at the age of nine. Since 1980 she has worked with an international and interdenominational organization and its university system. Her expertise is in the field of leadership and personnel development.