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The Culture Map works by positioning cultures up and down each of these

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eight scales allowing the manager to tease out the similarities and differences between two cultures on each scale. When examining the 8 dimensions what matters is not the absolute position of either culture on the scale but rather the relative position of the two cultures.

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The Culture Map provides a new way forward, with vital insights for working effectively and sensitively with one's counterparts in the new global marketplace. Based on her work at

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INSEAD, the “Business School for the World” based in Paris, Erin Meyer provides a field-tested model for decoding how cultural differences impact international business.

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Erin Meyer's books focuses on 8 aspects where cultures differ; how are people from different cultures communicate,

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evaluate, persuade, lead, decide, trust, disagree and schedule. The author maps culture differences onto those 8 scales, and funny enough, the Middle East

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Whether you work in a home office or abroad, business success in our ever

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more globalized and virtual world requires the skills to navigate through cultural differences and decode cultures foreign to your own. Renowned expert Erin Meyer is your guide through this subtle, sometimes treacherous...

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Two main sources of learning and inspiration helped: Geert Hofstede six cultural dimensions and Erin Meyer's The Culture Map. Decoding How People Think, Lead, And Get Things Done Across Cultures, the book accompanied by an awesome online tool.. As Hofstede's cultural dimensions are quite popular, I will focus on Erin Meyer's framework,

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include it in ...

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today's business world becomes ever-
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expected to work harmoniously together with counterparts from a broad array of cultures and backgrounds, often without leaving their desks.

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