

## 中级样卷

# Intercultural Competence Test (ICT)

## Medium Level

(120 minutes)

### I. Multiple Choice

**Directions:** *In this part, there are 75 questions in five sections. Read the following questions carefully and, for each question, choose the best answer from the four choices marked A, B, C and D.*

#### Section 1 Knowledge of self (3'×15)

1. There exist some divergent schools of thought representing the interests of different social classes in the Spring and Autumn Period and the Warring States Period. Which of the schools of thought best represents the wishes of ordinary people? ( )  
A. School of Confucianist Thought  
B. School of Taoist Thought  
C. School of Legalist Thought  
D. School of Mohist Thought
2. Which of the following is NOT a symbol of the coming of bourgeois society (资产阶级社会) in The Four Great Inventions in ancient China? ( )  
A. Gunpowder  
B. Compass  
C. Papermaking  
D. Printing
3. Dong Zhongshu was a famous Chinese philosopher, politician, and educator in the Han Dynasty, making great contributions to the promotion of Confucianism as the official ideology of the Chinese imperial state. Which of the following is NOT his opinion? ( )  
A. Unification in the Spring and Autumn Period  
B. To ban other schools and venerate (尊崇) Confucianism only  
C. Divine right of kings (君权神授)  
D. Integration of three religions into Confucianism
4. According to *China's Education Modernization 2035* issued by the CPC Central Committee and the State Council, which of the following is NOT the eight basic concepts for promoting education modernization? ( )  
A. All-round Development  
B. Lifelong Learning  
C. Quality Education

D. Unity of Knowledge and Practice

5. Which of the following educational ideas does Tao Xingzhi, a famous modern educationist in China, advocate? ( )

- A. Life as education
- B. School as society
- C. Learning by doing
- D. Freedom of thought

6. According to the *Decision of the State Council on the Reform and Development of Basic Education* (《国务院关于基础改革与发展的决定》) issued in 2001, which of the following is a foundational project for rejuvenating the country through science and education? ( )

- A. Elementary Education
- B. Family Education
- C. Higher Education
- D. Vocational Education

7. Preparing and eating dumplings on New Year's Eve is a significant custom in Chinese New Year. Which of the following is NOT its symbolic meaning? ( )

- A. Family reunion
- B. Surplus year after year
- C. Leaving the old for the new
- D. Wealth and luck

8. As the totem of the Chinese nation, dragon plays a significant role in Chinese culture. Which of the following statements about Chinese dragon is NOT true? ( )

- A. Chinese dragon is a virtual creature and first created in legendary stories, mythology, and tales.
- B. Chinese dragon, ranked sixth, is the most popular zodiac sign in the Chinese zodiac.
- C. Chinese farmers prayed for plentiful harvests by making offerings to dragon gods in ancient times.
- D. Chinese dragons are symbols of prosperity, nobleness, fortune and good luck.

9. Snail vermicelli (螺蛳粉) is a local snack in Liuzhou, Guangxi. Which of the following is NOT true? ( )

- A. It is the intangible cultural heritage of Guangxi, China.
- B. Its biggest feature is the unique spicy and smelly soup base.
- C. Its soup base must be made from snails (螺蛳).
- D. Its foul smell comes from sour bamboo shoots (酸笋).

10. Which statement about ancient Chinese social class in the Song Dynasty is NOT true? ( )

- A. The commoners were at the bottom of the social strata.

- B. The royal house of the Song Dynasty was at the top of the social pyramid.
- C. Local products of various regions of China were paid as tributes to the royal house annually.
- D. Slave trading was forbidden and punished by law, and slavery was entirely absent from the history of the Song Dynasty.

11. Which statement about modern Chinese communication style is NOT true? ( )

- A. Chinese people value a modest or less aggressive approach.
- B. Chinese people prefer to comment on an idea before conceptualizing it.
- C. Chinese people prefer to communicate in an indirect and ambiguous way.
- D. Chinese people rely on tonal voice, facial expression, and posture to understand the other person's feelings in dialogue.

12. The New Social Class (新社会阶层) is the general term for some new groups that have emerged in the process of *China's reform and opening-up*. Which of the following groups does NOT belong to this social class? ( )

- A. Management and technical personnel of private enterprises and foreign-funded enterprises
- B. Civil servants and employees of state-owned enterprises
- C. Employees of intermediary organizations and social organizations
- D. Free-lance professionals and new media professionals

13. Which of the following statements is true of collectivism? ( )

- A. Collectivist cultures are described as "I" cultures.
- B. Members of collectivist cultures value open discussion of disagreement.
- C. Uniformity and conformity are stressed in collectivist cultures.
- D. Collectivists tend to draw attention to themselves and express unique opinions.

14. Confucianism stresses \_\_\_\_\_. ( )

- A. metempsychosis (轮回) of the soul
- B. following the natural rule and taking the world as you find it
- C. benevolence, personal loyalty, courtesy, wisdom, faithfulness
- D. universal love and non-aggression

15. According to Confucius, benevolence is one of the ethical principles. Which statement about benevolence is NOT true? ( )

- A. Benevolence refers to the highest ideal of unifying various ethics in China.
- B. Benevolence is the highest standard of personal accomplishment.
- C. Benevolence means that people should keep their words.
- D. Benevolence means anti-aggression patriotism, filial piety, fraternal duty, and loyalty.

## **Section 2 Knowledge of others (3'×15)**

16. India is one of the oldest countries in the world. The Indus Valley civilization (印度河流域文明) about \_\_\_\_\_ years ago is the oldest known civilization in India.

( )

- A. 7000
- B. 6000
- C. 5000
- D. 4000

17. In the 1930s and 1940s, a large-scale labor movement broke out in European capitalist countries. The workers demanded improved living conditions and actively strived for political rights. During this period, similar campaigns did NOT break out in \_\_\_\_\_ . ( )

- A. Spain
- B. France
- C. Germany
- D. Britain

18. Which of the following is NOT the reason for the opening of a new sea route in Europe from the 15th century to the 17th century? ( )

- A. The pursuit of wealth
- B. The development of geographical knowledge
- C. The passion of spreading Catholicism
- D. The ambition to conquer the East

19. American educator Francis Wayland Parker (1837~1902) believed that “Education should include the complete development of one person—mental, physical, and moral”, which belongs to \_\_\_\_\_. ( )

- A. Individual standard theory
- B. Social standard theory
- C. Cultural standard theory
- D. Economic standard theory

20. Which of the following is known as the “mother of modern universities” that integrates scientific research and teaching? ( )

- A. Humboldt University
- B. Oxford University
- C. Durham University
- D. Paris University

21. Which of the following is NOT the characteristic of the earliest medieval university established in Europe? ( )

- A. Autonomy
- B. Internationalism
- C. Religiosity
- D. Independence

22. On Icelandic Independence Day, there is a parade from Sigurdsson Public Square to Sigurdsson Cemetery. Which of the following can NOT be seen in the parade? ( )

- A. Flower parade with performance
- B. Honor guard in red uniforms
- C. Wind band (管乐队)
- D. Icelandic thoroughbred (纯种马)

23. Beef Wellington (惠灵顿牛排) is one of the most famous dishes in Britain. Which of the following is NOT true? ( )

- A. The main ingredients include filet steak (菲力牛排) and foie gras (鹅肝酱).
- B. It commemorates the great 1st Duke of Wellington.
- C. It originated in Wellington, the capital of New Zealand.
- D. The beef is wrapped in pastry and then baked in the oven.

24. Which of the following statements about the American memorial service is NOT true? ( )

- A. The memorial service is usually arranged after the condolence activity of relatives and the funeral.
- B. Handwritten condolence cards are the most common way to express feelings.
- C. The well-known poem "*Please don't stand before my grave and cry*" is often read at memorial services.
- D. Participants in funerals generally wear black, dark blue, or other dark clothes to show solemnity and condolences.

25. In Greece, there is a tradition that parents often put eye pins on children's clothes. Which of the following is the appropriate explanation? ( )

- A. To prevent children from being targeted by demons.
- B. To expect children to be protected by angels.
- C. To prevent children from being replaced by evil.
- D. To prevent children from seeing evil things.

26. In a Brazilian company, which of the following statements is NOT true? ( )

- A. Employees are usually loyal to their manager rather than to the company.
- B. Managers are expected to be highly directive, paternalistic and are concerned about the well-being of their workforce.
- C. Business partners do not need to establish a personal relationship before conducting business.
- D. Brazilian business is hierarchical and the final decisions are usually made by the highest-ranking person.

27. Which of the following statements about the "OK" sign is NOT true? ( )

- A. In the United States, it conveys that something is acceptable.
- B. In Italy, it symbolizes the best wish.
- C. In France, it means "zero" or "nothing".
- D. In Japan, it means "money".

28. During the gold rush of the 18th and 19th centuries, the “American Dream” inspired Americans to strive for their ideal life. What is the connotation of the “American Dream”? ( )

- A. There is equality of opportunity but not equality of outcome in America.
- B. Americans think that anyone can work his or her way up the social ladder to success.
- C. Americans have a preference for informality and do not value details.
- D. There is an achievement-oriented culture in America.

29. Which of the following statements about individualism is NOT true? ( )

- A. Individualists tend to view each person as a separate being, with individual goals, ideas, and values.
- B. Individualists might be expected to help themselves and not depend on others.
- C. The extreme individualists achieve personal fulfillment by pursuing their dreams, regardless of the consequences to other people.
- D. Highly individualistic people believe that everyone should be treated with equal respect, regardless of race, gender, age, economic status, or disabilities.

30. Which of the following statements about utilitarianism (功利主义) is NOT true? ( )

- A. Utilitarianism has been criticized because it is difficult to apply in an imperfect world.
- B. Utilitarianism means the greatest good for the greatest number of people.
- C. Utilitarianism treats morality as if it were an impersonal mathematical calculation.
- D. Utilitarianism advocates that people must choose the action or follow the rule that provides the greatest good to society.

### **Section 3 Communicative skills (4'×15)**

31. Once you traveled to Germany. On Sunday, you planned to go to a famous boutique store that you found online and buy some souvenirs for your family and friends. However, when you went there you found the store and even other neighboring stores closed. In your opinion, which of the following would be the difference between Chinese and Germans? ( )

- A. Most Germans put more emphasis on family life than most Chinese.
- B. Most Germans focus more on work efficiency than most Chinese.
- C. The quality of goods in German stores is better than that in Chinese stores.
- D. The shopping hour in Germany is more flexible than that in China.

32. Wei Guo married a British woman Emma in China. After their baby was born, Wei's mother came and took care of their baby. One day, Emma gave Wei's mother some money and said she liked to pay for the labor, which made Wei's mother upset. In your opinion, what would be the difference in the family relationship between Chinese and British? ( )

- A. Most British are more detached from their family members than most Chinese.
- B. Most Chinese show much respect to the elder while most British seldom care about the elder's feelings.

C. Most British value the rewards of labor even for families while most Chinese cherish family ties much more.

D. Most British put more emphasis on the beneficial relationship in a family than most Chinese.

33. You are now working in a trading company in France. Your French colleague Alex asked you to join the strike with him. This has put you in a difficult situation. From the perspective of most French, which of the following would NOT be their views on strike? ( )

A. French people think a strike is an efficient method to make their voice heard.

B. French people think the radical protest measure is justified.

C. French people think the inconvenience caused by strikes would hurt the relationship among people.

D. French people believe a strike is an approach to social progress.

34. You are a Chinese university student. One day, you attended an AI academic salon with international students. During the group discussion, an African student presented his idea for over half an hour, which made you bored. What would you do? ( )

① Listen carefully and take notes.

② Interrupt him and present your own ideas.

③ Keep eye-contact communication with him.

④ Ask him to change the topic.

A. ①②

B. ①③

C. ①④

D. ③④

35. You and your family are traveling in Japan. During the stay, you choose to try sushi in a Conveyor belt sushi restaurant (回转寿司店). While you are eating, what would you do? ( )

A. Stack the empty dishes together that you have finished.

B. Put the dish of sushi back onto the conveyor belt.

C. Hold the sushi with a firm hand.

D. Package the remaining sushi and avoid wasting it.

36. You are working in Indonesia. Your Indonesian friend Yuniar invites you to have dinner to celebrate the new year. What would you do when you meet Yuniar and his family? ( )

A. Touch their kids' heads and praise them.

B. Talk to them with sunglasses on.

C. Give them some gifts with your left hand.

D. Put your right hand on the chest to greet.

37. You are having a business negotiation with the Norwegian counterparts. You muddle the time for your first meeting and arrive at the office an hour early. What would you do? ( )

- A. Wait in the office until the Norwegian counterparts come.
- B. Spend time elsewhere and go back to the office on time.
- C. Phone the Norwegian counterparts that you've arrived.
- D. Ask the Norwegian counterparts if they can start the meeting earlier.

38. You are an employee in a branch of IKEA Company in China. Your team is going to have the first business meeting with the Swedish counterparts. What would you do? ( )

- A. Have a small talk with them before business talking.
- B. Raise your voice to show your respect to the meeting.
- C. Offer business cards at the commencement of a meeting.
- D. Address them by using their surname and title.

39. You are an employee in a branch of IVECO in China. Recently, a project has been finished and your manager asks you to prepare gifts for the Italian counterparts for their support. What would you do when preparing gifts for them? ( )

- A. Prepare gifts with purple wrapping.
- B. Prepare gifts without price stickers.
- C. Prepare knives or scissors as gifts.
- D. Prepare bunches of yellow flowers as gifts.

40. Zhang Meng is an exchange student at Cambridge University. After class, Zhang Meng asks his British classmate James to take a picture for him on campus. But when Zhang Meng makes an inward V-sign, James seems awkward and uncomfortable. If you were Zhang Meng, what would you do? ( )

- A. Get confused and find another one to help you.
- B. Take a photo of James with your phone.
- C. Ask him whether he feels indisposed or not.
- D. Tell him that V-sign means victory in China.

41. You are a Chinese girl studying at the University of Paris. When you first met your roommate who is from Lyon, she wanted to greet you with a kiss, but you felt uncomfortable and stepped back. She felt embarrassed and what would you do? ( )

- A. Suggest greeting more hygienically.
- B. Say sorry to her and tell her the Chinese way of greeting.
- C. Talk with her about the plans for the new semester.
- D. Stand indifferently and keep silent.

42. Wang Hua, a Chinese student, is studying at Yale University and living in the dormitory. One night, a party was held in the dormitory and students went around each other's rooms. During the party, a group of American students came into his room with stereos and wine. They sat on his bed and also used his pillows as cushions. If you were Wang Hua, what would you do? ( )

- A. Ask them to keep away from your bed.
- B. Take the pillows away.
- C. Say nothing but act with anger.



D. Tell them your discomfort and preference.

43. You are visiting your relatives in the U.S. When you finish dinner at a restaurant in New York, you are about to leave after paying the bill. However, the waiter politely reminds you to give a tip. What would you do? ( )

- A. Explain the reason why you forgot to tip.
- B. Pretend that you don't have any change.
- C. Say sorry to the waiter and tip him.
- D. Tell him that you will tip next time.

44. Zhou Nan is a new employee at Ford Auto in China. One day, he wants to report the difficulty in the project, and directly goes into the American manager Bob's office without knocking. Bob seems very unhappy with Zhou Nan's coming and tells Zhou he is not available. If you were Zhou Nan, what would you do? ( )

- A. Tell Bob that you have encountered difficulties in the project.
- B. Apologize and make an appointment next time.
- C. Leave the office as soon as possible.
- D. Tell a joke to lighten the mood.

45. You are participating in an international academic conference in Tokyo. During the tea break, you find that Japanese scholars use two styles of languages when communicating with different scholars. For example, sometimes they use the polite style "Keigo"(敬语) and sometimes they choose the regular style. How do you evaluate their behavior? ( )

- A. It achieves simplicity in a conversation to some extent and will improve the efficiency of communication.
- B. It keeps an improper distance between people from different classes in the work place.
- C. It obscures interlocutors' (对话者) intentions and might slow the efficiency of communication.
- D. It represents the emphasized hierarchy in Japan and expresses feelings of respect.

#### **Section 4 Cognitive skills (1'×15)**

46. You traveled to New York in the United States. After checking in at the hotel, you took the elevator and found that the hotel didn't have the 13th floor. How would you explain this phenomenon? ( )

- A. Americans avoid using the number 13 because of religious reasons.
- B. Americans avoid using the number 13 because they are superstitious.
- C. Americans avoid using the number 13 because of the initial 13 colonies of America.
- D. Americans avoid using the number 13 because of political factors.

47. You were invited to attend your Bulgarian friend's wedding ceremony. During the ceremony, you found that when the bride left home before the wedding, she kicked a copper vessel full of water. How would you explain this phenomenon? ( )

- A. Bulgarians believe that spilled water will bring a large fortune to a married daughter.

B. Bulgarians believe that it will bring a blessed and happy married life that flows like water.

C. Bulgarians believe that women would be blessed by the god of water and men by the god of fire.

D. Having a daughter married means the loss of wealth of the bride's parents' family.

48. You are shopping with your American friend on a summer day. It is too hot and you use a sun umbrella to shield you from the sun. Your friend can't understand your behavior and says she never uses a sun umbrella. What can you learn from this situation? ( )

A. Americans tend to use other sunscreen products rather than umbrella.

B. Americans believe that taking a sun umbrella is out of fashion.

C. The weather in America is tolerable for most Americans.

D. Sun umbrellas are only for the weak in America.

49. You teach Chinese in an American high school. In your first class, you found that it was difficult to maintain class discipline as students often interrupted you. What can you learn from this situation? ( )

A. In America, students don't respect teachers.

B. In America, the freedom and innovation of students are valued.

C. In America, teachers usually have a good relationship with students.

D. In America, the classroom is a place where students can enjoy themselves.

50. Jing-Mei, born in a Chinese immigrant family in America, talked about how she had let her mother down so many times. She said, "I did not believe I could be anything I was wanted to be. I could only be me". What do you learn from Jing-Mei's talk? ( )

A. Americans have high power distance.

B. Americans live in a feminine society.

C. Americans have the characteristics of individualism.

D. Americans live in a society with high uncertainty avoidance.

51. When you were in Thailand, you had a friend named Branko. One day, Branko's mother passed away and you were invited to attend the funeral. At the funeral, you found that his family was singing and dancing, which confused you. What do you learn from this situation? ( )

A. Thais sing and dance at the funeral to ward off evil spirits.

B. Thais believe death is a kind of relief and should feel happy for the dead.

C. In Thailand, there should be a festive atmosphere at the funeral.

D. In Thailand, family members are not so intimate and closely connected.

52. Wang Ming, a Chinese, was assigned to work temporarily in Germany. He found that his German manager always directly pointed out his mistakes at work. If you were Wang Ming, what do you learn from this experience? ( )

A. German managers usually cannot get along well with employees.

- B. Germans are not good at expressing their opinions.
- C. German managers prefer a direct communication style at work.
- D. German employees tend to follow leaders' instructions.

53. One cold winter day in Beijing, you met an American professor in your department on your way to the library. After greeting him, you said, "It's rather cold. You'd better put on more clothes." But the professor seemed puzzled after hearing this. What do you learn from the professor's reaction? ( )

- A. The American professor didn't like to wear a lot of clothes.
- B. The American professor thought that your words indicated he was weak.
- C. Americans are independent and don't like being told what they should do.
- D. Americans care about themselves and seldom need care from others.

54. Hu Yue just started working for an American-owned company. Sitting at his desk with nothing to do, he thought it was a chance to get familiar with the company. So he walked around and visited the neighboring desk where the colleague was not there. Suddenly his manager Parker came up to him and asked him angrily what he was doing, which confused Hu Yue. If you were Hu Yue, what do you learn from Parker's reaction? ( )

- A. One's desk is part of one's privacy in America.
- B. Walking around at work is regarded as idleness.
- C. The manager had discrimination against Chinese.
- D. The manager was afraid that you were stealing business secrets.

55. You have a German friend Arnold who is very interested in Chinese food. He shares one of his experiences in a Chinese restaurant with you, "Once I went to a noodle restaurant and heard a customer say 'a little bit spicy' when ordering. I was confused why the measure word 'a little bit' was used in the requirements of seasoning in China." What do you learn from his confusion? ( )

- A. Precision in all aspects of lives might be valued in Germany.
- B. The requirements of seasoning might not be offered in Germany.
- C. There is a lack of variety of seasonings in Germany.
- D. Germans have great curiousness in exploring cultural differences.

56. Mr. Jones is a manager from General Motors, US. When he visits the Japanese branch in Tokyo, he is surprised at one Japanese employee's high proficiency in the assembling line. He highly praises this worker on the spot. However, this Japanese worker has no verbal response other than a nod. What do you learn from the Japanese worker's response? ( )

- A. Japanese feel ashamed of praise in public.
- B. Japanese emphasize teamwork rather than individual performance.
- C. Japanese prefer euphemistic (委婉的) expressions rather than direct expressions.
- D. Japanese often use nodding to express "thank you" to others.

57. Liu Fang is a Chinese exchange student at New York University. Three days ago, she came to her home-stay family in America for the first time. The hostess asked her whether she'd like to drink some tea. Although she was thirsty, she replied, "Don't bother. I'm not so thirsty." Then the hostess took away the teapot and didn't ask her again. She felt she was not welcomed. If you were Liu Fang, what do you learn from this conflict? ( )

- A. Americans will feel embarrassed when they are refused.
- B. Americans often serve themselves.
- C. Americans are not as hospitable as the Chinese.
- D. Americans tend to express ideas directly.

58. You were a general manager of Huawei in the Iran branch. Your subordinate did a job well and you gave her a thumbs-up. But she seemed a little angry. What can you learn from this conflict? ( )

- A. In Iran, a thumbs-up is a rude sign.
- B. In Iran, a thumbs-up refers to doing a terrible job.
- C. In Iran, it is not acceptable for a superior to praise a subordinate.
- D. In Iran, it is not praiseworthy to do a task well.

59. You travelled in Moscow with your girlfriend. When you visited Red Square, you bought a pair of roses from the store to express your love to her. However, to your astonishment, a Russian passing by stopped you. What can you learn from this conflict? ( )

- A. Russians hate to receive gifts in the morning.
- B. Russians believe roses are a sign of separation.
- C. In Russia, roses refer to something rude.
- D. In Russia, a pair of roses is only for the funeral.

60. An export manager named John from Michigan entertained a group of valued Chinese customers in the United States. Knowing the Chinese propensity for gift giving, John placed a small, boxed gift near each place setting at the dinner table. After the group was seated, he insisted the guests open their presents. Each guest reluctantly opened his package, and John was greeted with embarrassed smile. What do you learn from this conflict? ( )

- A. Most Americans think it's necessary to wrap a business gift.
- B. Most Americans usually open a gift in front of a gift-giver.
- C. Most American managers have little consideration for customers' feelings.
- D. Most Americans usually prepared lavish presents for others.

### **Section 5 Awareness (3'×15)**

61. Sun Dan is a Chinese student studying in Japan. One day, he and his Japanese classmate Sakurai had their lunch together in a restaurant. After the meal, Sakurai made an "O" sign to Sun Dan with the thumb and the forefinger. How would you think of Sakurai's gesture? ( )

- A. He is showing his satisfaction with the dishes.
- B. He is full and cannot eat more.
- C. He means it's time to pay for the bill.
- D. He wants to order another dish.

62. Liu Qing is working in North Korea. One day, her North Korean colleague Han offered to show her around. When Liu Qing saw the statue of the North Korean leader, Kim Jong II, she walked towards the statue, pointing at it with her index finger and waving to Han. But Han seemed a little angry. How do you think of it? ( )

- A. Han thought Liu Qing's waving hands was insulting.
- B. Han was not used to standing close to the statue of the leader.
- C. Han thought it was impolite to point at the statue of the leader with fingers.
- D. Han felt embarrassed about Liu Qing's exaggerating behaviors.

63. Zhang Fang is a Chinese man on a business trip to France. Christmas is coming and he is invited to a dinner party at his French friend Mr. Verneuil's house. Zhang Fang comes to the party 40 minutes earlier, dressed in a suit and bringing a bottle of champagne and some fruit. However, when Mr. Verneuil opens the door and sees him, he looks a little unhappy. How do you think of Mr. Verneuil's reaction? ( )

- A. He thinks it is inappropriate for Zhang Fang to bring fruit.
- B. He thinks it is inappropriate for Zhang Fang to bring a bottle of champagne.
- C. He thinks Zhang Fang has come too early and he is not well-prepared yet.
- D. He thinks Zhang Fang is too formally dressed.

64. Li Liang is the manager of the French branch of Lenovo Company. His company plans to work on a new project with a French corporation this summer, and Li Liang is going to make an appointment with them for business negotiation. Which of the following is NOT appropriate for Li Liang? ( )

- A. He makes the appointment two weeks in advance.
- B. He schedules the meeting in August.
- C. He makes the appointment by telephone.
- D. He makes the appointment in writing.

65. Zhou Jia has been working in Venezuela since July. One day her manager Nelson invited all the colleagues to his housewarming party. After the meal, the guests talked to each other excitedly. About one hour later, Zhou Jia noticed that Nelson placed a broom behind the door. If you were Zhou Jia, how would you think of it? ( )

- A. Nelson planned to clean the yard after we left.
- B. Nelson just placed the broom where it belonged.
- C. Nelson gave us the hint that the party would come to a close.
- D. Nelson gave us the hint that we shouldn't throw rubbish on the floor.

66. Wang Peng and his Chinese friend are on vacation in Thailand. They had dinner in a local restaurant yesterday evening. After the meal, Wang paid for the bill. However,

the waiter still waited there. How do you think of the waiter's behavior? ( )

- A. The waiter was showing his good service.
- B. The waiter was waiting for the tip.
- C. The waiter wanted to ensure Wang and his friend wouldn't forget anything.
- D. The waiter was ready to clean the table.

67. Wang Li is working in Russia now. Today, he is going to attend a party held by his Russian colleague Alyona at her house. When Wang Li goes to the party, which of the following is NOT appropriate? ( )

- A. Wang Li gives Alyona a bunch of flowers.
- B. Wang Li takes off his shoes when he enters Alyona's house.
- C. Wang Li shakes hands with Alyona over a threshold.
- D. Wang Li gives Alyona a box of chocolate.

68. Liu Fang is attending a wedding ceremony in St. Petersburg, Russia. During the ceremony, the couple's parents give them two crystal glasses and the couple break them in front of all the guests. How do you think of the couple's behavior? ( )

- A. They break the glasses to indicate the happy ending of the ceremony.
- B. They want to arouse the guests' attention and are going to give a speech.
- C. They are expressing their respect and gratitude to their parents.
- D. They are showing that they are ready to embrace their new life.

69. Wang Jing works in Portugal. This weekend, her Portuguese colleague Evelyn invites her over for dinner at 7:00 pm. She arrives at 6:50 pm with a bunch of white lilies. However, when she hands over the lilies, Evelyn looks a bit embarrassed. How do you think of it? ( )

- A. Evelyn is unhappy that Wang Jing has come a little early.
- B. Evelyn thinks that Wang Jing should have come twenty minutes earlier.
- C. Evelyn thinks it is unnecessary for Wang Jing to bring a gift.
- D. Evelyn thinks it is inappropriate for Wang Jing to bring lilies.

70. Xiao Yang is an exchange student in Russia. He is invited by his Russian friend Alexander to have dinner at his house with his family members. At the dinner table, which of the following behaviors is NOT appropriate for Xiao Yang? ( )

- A. He doesn't eat until the host begins eating.
- B. He accepts the host's offer to refill his plate.
- C. He keeps his elbows on the table during the meal.
- D. He leaves a small portion of the meal on his plate when he is full.

71. Li Qiang and his friend Xiao Ling traveled to Egypt. They decided to go shopping on Friday. However, when they were out on the street at midday, they found most stores were closed. How do you think of it? ( )

- A. The local people always stop working on Friday and stay with their family members.
- B. The local people are used to taking an afternoon nap.

- C. The shops are closed for religious reasons.
- D. The shops are closed in order to memorize a famous historical character.

72. Wang Kai is now the sales manager of a computer company in Shenzhen. He has a business meeting with his South Korean partner Kim for the first time. At the meeting, they exchange business cards. Which of the following is the most appropriate? ( )

- A. Wang hands his card over with his right hand.
- B. Wang hands his card over with his left hand.
- C. Wang puts Kim's card into his pocket.
- D. Wang places Kim's card on the table.

73. Wu Hao is an employee in a Peruvian company. On Saturday, his Peruvian colleague Nick has a dinner party at home and invites all the colleagues in the department. When Wu Hao goes to Nick's house, which of the following might NOT be appropriate? ( )

- A. He brings a box of chocolate.
- B. He buys some fruit to Nick's home.
- C. He seats himself next to a colleague.
- D. He eats all of the food on his plate.

74. Zhang Hao is a Chinese who has been working at a clothing company in Spain since last month. He is told that a department meeting will be held at 9:00 a.m. the next morning. When he arrives at the conference room at 8:55 a.m., he is surprised to find the room empty. Ten minutes later, no one shows up. How would you think of it? ( )

- A. Staff in the department are not responsible for their work.
- B. Staff in the department are preparing for the meeting.
- C. Staff in the department are used to being unpunctual.
- D. Staff in the department forget the meeting.

75. Li Peng works in Geely Auto Company in Hangzhou. He is on a business trip to Stockholm to have a negotiation with Swedish business partners. At the meeting, which of the following is the most appropriate for Li Peng? ( )

- A. Li Peng offers his business card at the end of the meeting.
- B. Li Peng addresses his Swedish counterparts using their first names.
- C. Li Peng has a small talk with his Swedish counterparts at the start of the meeting.
- D. Li Peng brags about his company's achievements to earn his Swedish counterparts' trust.

## II. Short Answer Questions (45')

**Directions:** *In this part there are six short-answer questions which describe situations of intercultural communication. Write your answer to each question and your answer may require a word, a phrase, a sentence or a paragraph. What is required is usually indicated by the amount of space allowed for your answer and the number of marks (weighting) of the question.*

76. You are an English major student at Nanjing University. At the end of the semester, your foreign teacher Connie from America informs the class, "I am going to have a party with some friends at my house this Friday evening. Please feel free to join us." If you are free, will you be interested in it and go to the party? Why/Why not? (6')

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77. You are a freshman at Wuhan University. One day, when you are walking on the campus, you notice a poster "A Southeast Asian Cultural Festival will be held on the campus next Saturday evening". If you are free and know little of the culture, would you take part in that festival? Why/Why not? (6')

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78. You're working in the technical department of a foreign company in Shanghai. Recently, you have been engaged in a new project together with other five Chinese colleagues. Today, the manager assigns a Cambodian colleague Mike to your project group. How would you work with him? Why? (6')

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79. You and your Chinese friend were traveling in Chile. After you visited a lot of scenic spots, you decided to go to a fast-food restaurant to have dinner. However, after you arrived there, you found that you must place your order in the first queue, pay in the second queue and collect your order in the third queue. How do you think of the queuing system? What would you do? Why? (9')

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80. You study in the U.S and your roommate is an American. You find that she often puts her underwear, socks, and even shoes together into the washing machine. How do you think of it? What would you do? Why? (9')

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81. Han Meimei, a Chinese girl studying in Australia, is shopping with her local friend Alanna. When she holds Alanna's hand, Alanna pulls back her hand immediately and seems shocked. If you were Han Meimei, how do you feel about Alanna's behavior? What would you do? Why? (9')

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### III. Case Analysis

**Directions:** For this part, you are allowed 30 minutes to analyze the following two cross-cultural cases. Each case is followed by question(s). You should write your answers to the questions.

#### Case I (15')

You're working in the technical department of a foreign company in Shenzhen. William



(British) just joined your work group ten days ago and was assigned a seat next to you. Su Ting (Chinese) is your colleague at the opposite seat. With the Chinese New Year approaching, you discuss holiday arrangements with them in the office. Here is the conversation:

**You:** Where are you going during the Chinese New Year holiday?

**Su Ting:** I will go back to my hometown to reunite with my parents. What about you?

**You:** I'm going to take my parents to Hainan for a trip

**William:** Chinese New Year? (*He looked puzzled.*)

**You:** What's up?

**William:** Is it this one? (*Showing a picture of mooncakes in his phone*)

**You:** That's Mid-Autumn Festival.

**William:** And this one? (*Showing a picture of dragon boat in his phone*)

**You:** That one is Dragon Boat Festival.

**William:** So what is the Chinese New Year? Is it "Chinese Christmas"? Could you please explain it to me?

**You:** Sure!

**Q:** What are the differences between the Chinese New Year and Christmas? (15')

## Case II (30')

Rebecca is an American working with United Technologies, a Chicago-based company. She is talking on the phone to Abhinav, an Indian manager of one of United Technologies' vendors for customer service outsourcing.

**Rebecca:** We really need to get all of the customer service representatives trained on our new process in the next two weeks. Can you get this done?

**Abhinav:** That timeline is pretty aggressive. Do you think it's possible?

**Rebecca:** I think it will require some creativity and hard work, but I think we can get it done with two or three days to spare.

**Abhinav:** OK.

**Rebecca:** Now that our business is settled, how is everything else?

**Abhinav:** All's well, although the heavy monsoons this year are causing a lot of delays getting around the city.

**Two weeks later...**

**Abhinav:** We've pulled all of our resources and I'm happy to say that 60% of the customer service representatives are now trained on the new process. The remaining 40% will complete the training in the next two weeks.

**Rebecca:** Only 60%? I thought we agreed that they all would have been trained by now!

**Abhinav:** Yes. The monsoon is now over so the rest of the training should go quickly.

**Rebecca:** This training is critical to our results. Please get it done as soon as possible.

**Abhinav:** I am certain that it will be done in the next two weeks.

**Q1:** Please describe the cross-cultural conflicts in this case. (8')

**Q2:** What are the possible solutions to these conflicts? (8')

**Q3:** Please evaluate this case with cross-cultural theories. (14')

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