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by

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INT 220 Module Two Assignment Template

Complete this template by replacing the bracketed text with the relevant information.

Part One: Common Information for Each Country

Information	United States	Country Selected for Course Project (Republic of Korea)
Government Type	The United States is a federal, representational, representative democracy, an inseparable union of 50 autonomous regions defined by its founding document.	South Korea's governance is a consolidated democratic state with three basic divisions: executive, legislature, and judiciary.
Commonly Spoken Languages	English is the dominant language, followed by Spanish. Chinese languages are the third most broadly pronounced language in the United States, after English and Spanish. Tagalog, French, Vietnamese, German, Korean, and Russian is among the rest.	Korean, also termed Kugo in the Korean culture, is the most spoken in the Korean Peninsula. There are 20 million Korean speakers in the Democratic People's Republic of Korea and 42 million in South Korea (Hough & Bell, 2020).
Commonly Practiced Religions	Christianity has been the most widely practiced denomination in the United States, with Christians accounting for the bulk of the population (73.7 percent of adults). Christianity, Judaism, Islam, Buddhism, Hinduism, and unaffiliated religions, such as agnostics and atheists, are prominent belief systems.	In the Republic of Korea, Protestants account for 20% of the majority, Buddhists for 15%, and Catholics for 8% (Baker, 2018). Furthermore, others adhere to Confucianism, Islam, Shamanism, and other indigenous faiths.
How to Greet Men and Women	When Americans interact in any setting, they almost habitually shake hands. Men shake hands with women too. The lady should be the first to extend her hand as a sign of acceptance. In most instances, pleasantries are casual, and first names are pronounced.	Bowing is the customary Korean salutation, but males often follow it up with a handshake. When exchanging pleasantries, support your right wrist with your left arm to demonstrate respect. With Western men, Korean ladies normally give a slight nod but do not make contact. A Korean male may accept a hand from a Western woman.
General Negotiating Styles	Negotiations in the United States adopt a precise format: aggressive, precise, legal, and results-focused (Williamson, 2021). Although these features vary depending on people and circumstances, a peculiarly	According to Williamson (2021), the majority of Koreans work in a polychromic manner. They are used to juggling many goals and activities simultaneously. They frequently adopt a holistic view to negotiation,

	utilitarian American version is always present, affected by noteworthy and enduring social and institutional components.	jumping back and forth from subjects instead of presenting them in sequence.
Accept Business Attire	The attire varies from a professional dark suit, a shirt and tie. One overall principle is that when going further west, casual attire is preferred. A suit is the most acceptable apparel for a professional visit. Dressy leather footwear, light-colored collared shirts, and a corresponding tie are the norm. Dark suits look professional and are the standard at most meetings. Traditional female fashion is not recommended, but jeans, relaxed pants, shirts, T-shirts, tops, skirts, gowns, shirts, sweater sets, and blazers are accepted.	The Korean business attire is professional, with men donning a black outfit, white top, darker necktie, and women donning suits, costumes, or skirts. Since removing footwear (at home or in a diner) is common, it demands neat, modest socks.

- **Identify three tips for doing business in the non-U.S. country you selected for your project.**

In Korean culture, age and rank are extremely respected, with chain of command prompting many extents of common engagement. As a consequence of the power structure, everybody has a status in society, so it is critical to appreciate it. Second, exchanging cards is an important aspect of the first encounter. According to Al-Alawi and Alkhodari (2016), it enables Koreans to quickly determine their equivalents' key position, status, and grade. You should gently pass over a card with both hands while still upright and get one in exchange. Rather than tossing the card into a wallet, take a few moments to scan the names and details. Place it on the desk in front of you for the entirety of the session if you are seated. Third, the value of friendship in Korea can be emphasized by gift-giving, which is always appreciated. However, it is worth noting that giving somebody an expensive gift is impolite if you understand they cannot afford to match. As these are royal hues, gifts should be covered in red and yellow parchment.

Part Two: Hofstede Model of National Culture

For each of the six cultural dimensions in Hofstede's model of national culture, list the score for both countries and then draw conclusions based on the differences in scores between the two countries. To find the scores, use this tool: Hofstede Insights: Compare Countries. When you select both countries, the tool will give you the scores. You should also select the option to read more about your selected countries to learn about the implications of those scores.

Cultural Dimension	United States	Country Selected for Course Project

Power Distance Index (PDI)	60	40
Individualism Versus Collectivism (IDV)	91	18
Masculinity Versus Femininity (MAS)	39	62
Uncertainty Avoidance Index (UAI)	46	85
Long-Term Orientation Versus Short-Term Normative Orientation (LTO)	26	100
Indulgence Versus Restraint (IVR)	29	68

Part Three: Conclusions

Draw conclusions on how doing business in the country you selected will differ from doing business in the United States.

- **Identify any significant differences in scores between the two countries.**

  One of the noteworthy variances is in individuality. In individualistic societies, like the case of the United States, with a score of 91, people are concerned about themselves and the well-being of direct family members (Hofstede-insights, 2021). With a score of 18, Koreans are less individualistic and care about members of the extended family. South Korea ranks among the rational and long-term-minded cultures on earth, with a rating of 100 (Hofstede-insights, 2021). South Koreans are unacquainted with the notion of the solitary omnipotent God. Values and decent precedents influence individuals. The United States has a meagre rating of 26, which is considered tolerable. Americans are predisposed to inspecting novel knowledge to comprehend if it is correct. As a consequence, they are not realistic. It should, however, not be misguided that they are tremendously hands-on, as demonstrated by the "can-do" attitude. The polarization stated above is compounded by voluminous Americans' firm convictions of "righteous" and "bad."

- **Conclude the significance of the large differences in scores.**
  The two countries have diverse cultures and ethnicities, whose conduct and business practices are influenced by different factors. What is preferred in the United States is not the norm in the Republic of Korea. The numbers confirm the deeply embedded beliefs of a diversity of races. These ideals effect how individuals from many cultural backgrounds interact and act in a work-related activity.
- **List conclusions on the differences in doing business between your two countries based on cultural dimension scores.**

  -South Korea respects hierarchy when conducting business. Americans, regardless of their political affiliations, similarly regard one another. Employees address their managers by their first names, and the atmosphere is more amicable and egalitarian.

  - Americans value autonomy, liberty, and authority over their life. South Koreans are collectivists, where loyalty takes precedence over most other communal laws and regulations, and it manifests itself in a close long term commitment to others

  -In Korea, it is normal for your coworkers to become your second family, and you will be required to spend much time with them outside of the office, including team lunches, grabbing drinks, and attending weekend seminars. Americans put in long hours and cherish their employees and colleagues, but many views work as an 'occupation.'

  -Competitiveness, achievement, and accomplishment motivate American workers, with success defined by the "champion" or "best-in-field." This moral code starts in infancy and extends throughout one's lifetime, including job and recreational activities. People in South Korea spend time working to live, seek harmony, and prioritize fairness, unity, and excellence in their professional lives. Concession and bargaining are used to settle disputes. Spare time and flexibility are preferred incentives.



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