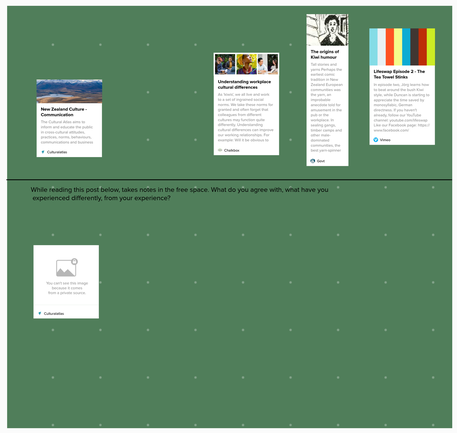
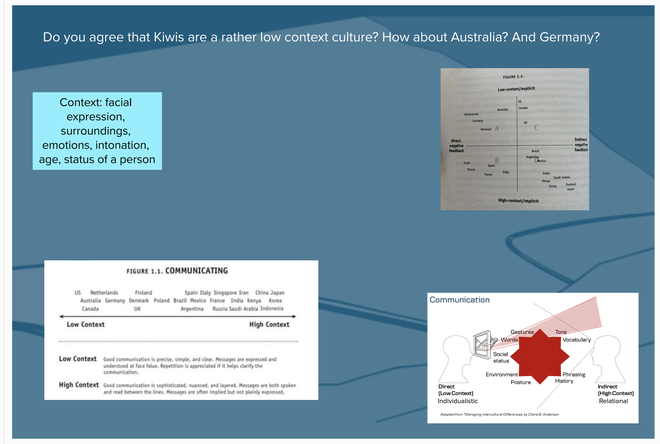
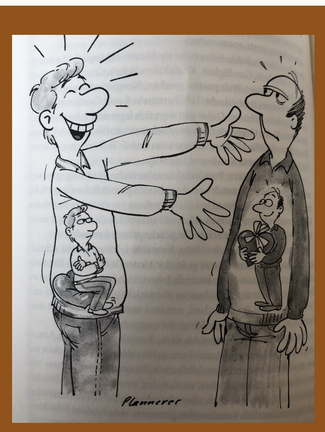




B/S/H/

Which cultures do you know are peaches and which ones coconuts? What about New Zealand?



Discuss the situation in this image.

Image from page 144 of

Coconut
- Reserved, needs time to warm up with strangers
- Private and public life are strictly separated
- Social distance determined by profession, social role and status (Sie)
- Close, very intimate sharing of experiences with friends

Peach
- Extroverted with strangers
- Open and curious
- Makes —friends||quickly
- Talks openly in public
- Private and public topics and behaviour are interwoven

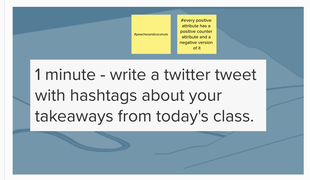
Coconut thinks peach is

Negative stereotype	Positive stereotype
Superficial	Informal
Childish	Open
Not to be taken seriously	Friendly
Slippery	Enthusiastic
Uncommited	Flexible
Blah, blah, blah	Humorous

Peach thinks coconut is

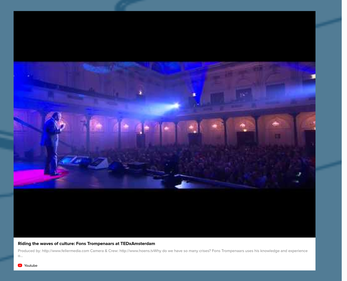
Negative stereotype	Positive stereotype
Overly reserved	Reliable
Stiff	Clear
Pompous	Trustworthy
Harsh	Orderly
Unfriendly	Honest
Aggressive	Punctual

Source: Heather Robinson of http://www.culturaldetective.com/



Are you rather a peach or a coconut?

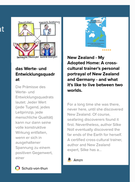
From minute 12:58

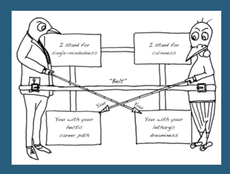


Quelle: https://www.schulz-von-thun.de/die-modelle/das-werte-und-entwicklungsquadrat

Drawing see page 186 in the book to the right.

Friedemann Schulz von Thun's Value and Development Square is a communication model. The premise is that every value (every virtue, every leading principle, every human attribute) has a constructive effect only in connection with a positive contrasting value, a "sister-virtue". Without this balance, a value is easily devalued to an exaggeration of itself.
Thriftiness is a positive attribute, stinginess is not. You need a bit of generosity to balance stinginess, and a bit of thriftiness to avoid extravagance, always depending on your point of view.





Finde corresponding values

Value	Sister value
group oriented	independent
progressive	conservative / traditional
well structured	flexible
talkative	good listener
relaxed	orderly

Negative counter value

dependent	egoistic
bad listener	don't share / too private
rigid	unreliable
lazy	pedantic
woke	old-fashioned
opportunistic / flickle	

nature lover
minimalistic
punctual
manipulative
freedom loving
cautious
spontaneous
inflexible
fearful
chaotic