

UNIT 72



## Individualism and Group Mentality 2

### I. Express Yourself



### II. Vocabulary

Match the word with its correct meaning.

outspoken

a. to stimulate; to inspire

frown upon

b. to disapprove

mentality

c. direct and open in speech or expression; frank

encourage

d. mental power or capacity; mode or way of thought

### III. Conversation Practice

Practice the conversation with your teacher by doing a role play.

**Mr. Ito:** Yes, but this is the exception rather than the rule, correct?

**Steve:** Correct. There are other examples like Apple and Microsoft that also were founded in a similar way. My point is that in America the business culture **encourages** this type of thinking and risk-taking. Japan has some excellent companies and business executives as well, but the environment is different. Successful American entrepreneurs might not be successful in Japan and **vice versa**.

**Mr. Ito:** I agree. In Japan we manage more by **consensus**, and the opinion of the group is most important. Individuality is sometimes **frowned upon**.

**Steve:** This type of system works well in Japan. I've seen many American executives move to Japan and not be successful, because they couldn't adapt themselves to the business culture.

**Mr. Ito:** What about Japanese businessmen in America? Can they be successful?

**Steve:** Yes, they can. They might have to try and be a little more **outspoken** and not worry so much about group **mentality**.

**Mr. Ito:** I think many Japanese would like the chance to contribute more to their companies and not have to worry so much about their level in the company. Many of the younger generation are more interested in "pay for performance" opportunities.



<u>Correct?</u> <u>Correct.</u>	<ul style="list-style-type: none"><li>- Right?</li><li>- Is that right?</li><li>- Am I right / correct?</li></ul>
<u>My point is that...</u>	<ul style="list-style-type: none"><li>- What I wanted to say is that...</li><li>- What I'm saying is that...</li><li>- What I'm trying to say is that...</li></ul>

#### IV. Role-play

Talk to your teacher about your goal and what you can do to succeed in achieving it.



#### Part 2

##### I. Introduction

###### Express Yourself

Is individuality frowned upon by business executives in your culture?



Is being outspoken a positive trait? Why or why not?



Why is a consensus important in making decisions especially when the welfare of the majority is at stake?



II. Discussion

 Exercise A

How would you handle the following situations?

**How do you define success?**

**What do you consider your biggest achievement in life?**

**If you failed at something, would you easily give up?**

**What advice would you give to someone who failed?**

**What advice would you give to someone who wants to be successful in life?**

 Exercise B

**Role-play**



**Your closest colleague is not happy with the result of the meeting with his immediate superiors. He thinks that his idea about the latest project is excellent but his bosses think otherwise.**

**Talk to him and explain that:**

- he shouldn't let it affect his work**
- he can do something better**
- he needs to listen to his superiors  
as they have the experience and the "know-how"**

**And encourage him to be a team player**