

What's your guess?

Predict whether you think business is conducted in the countries below in a manner similar to the USA or very differently. Place an X on the scale for each country below.

	Same as USA	Different from USA
Australia:	_____	_____
Germany:	_____	_____
Great Britain:	_____	_____
Italy:	_____	_____
Spain:	_____	_____



The Expert Speaks

An international business consultant explains some of the differences to keep in mind when doing business with people from different cultures. Match the six countries in the left column to the descriptions in the right column.

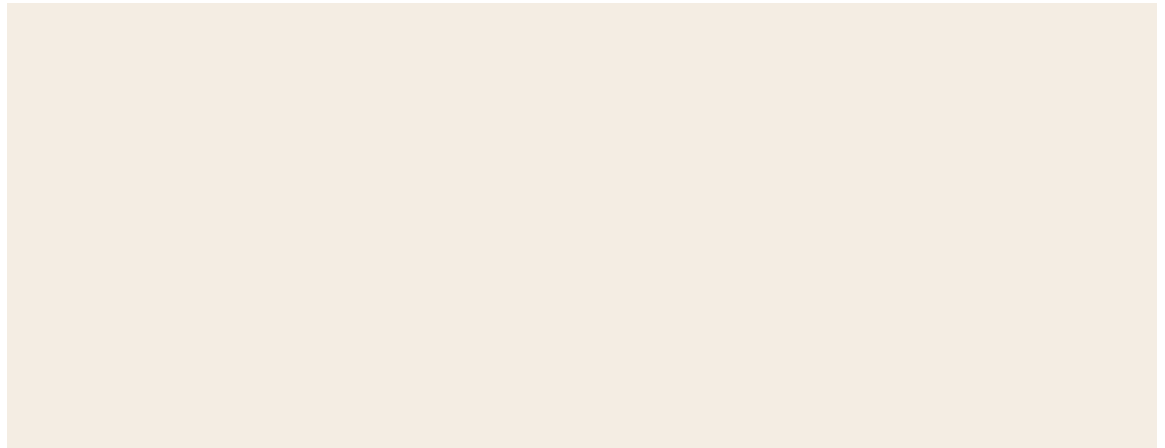
- | | |
|---------------|---|
| Australia | 1. In _____ they took a wait-and-see approach, asking questions for hours until they were satisfied. They would point out all the reasons why your idea was completely unworkable and really didn't merit any discussion at all ... and then they'd go off and make it work anyway. |
| Germany | 2. In _____ no one was willing to commit publicly to selling anything. This seemed very strange because, as salespeople, they're compensated based on how much they sell. Apparently when together they didn't want to appear more aggressive than their peers, so they would always let someone else go first. |
| Great Britain | 3. In _____ they wanted to know that I had every technical base covered. They wanted details: the density of the product, under exactly what conditions it worked, etc. The salespeople would make that judgment for themselves and their customers after I'd presented all the technical details. |
| Spain | 4. In _____ salespeople want to know what's in it for them and for the customer. You also need tons of proof statements, case studies, testimonials, reams of documentation of regulatory claims, and explanations of every kind. They would get publicly very excited about the product. |
| the USA | 5. In _____ it was all about making them feel comfortable. They needed to know that I could be trusted more than that I had some technical superiority. They left the technical questions for some of their senior technical people. |
| | 6. In _____ they just asked me to send them the information and they'd take care of their own product introduction. That's usually a recipe for disaster, but before I knew it, I'm getting case studies from plants using the product there. They were making the product and selling it without any of the problems we'd seen in other places. You just had to point them in the right direction and they took it from there. |

Summary

What does Dan recommend that we remember when doing business with these countries? Match the summary statement to the country.

- | | |
|--|---------------|
| Realize that they will be reserved and not want to appear competitive. | Australia |
| Allow them the independence to do almost everything on their own. | Germany |
| Talk the bottom line, get them pumped up and give them lots of fine print. | Great Britain |
| Make sure that you put the relationship first. | Italy |
| Take all questions and criticisms and let them work through it themselves. | Spain |
| Know ALL the details and explain them accurately and in depth. | USA |

How about you? Which country do you think you would be most comfortable doing business in? Why?



**Cultural Orientations
Questionnaire**

Complete this questionnaire giving two answers for each question. Circle the one you think applies to the majority of people from your home culture. What would the typical person from your home culture say? Then put a triangle around the rating that best represents your orientation (which may or may not be the same as for the majority in your home culture).

Environment: Control, constraint or harmony

7	6	5	4	3	2	1
People can dominate the environment; it can be changed to fit human needs.			People should live in harmony with the world around them.		People are constrained by the world around them. Fate, luck and chance play a significant role.	

Time: A. Rigid or fluid

7	6	5	4	3	2	1
Punctuality is important. A start time for an appointment or event should be taken literally and seriously.					Being punctual isn't a high priority. Events and appointments are not expected to start at the time stated.	

Time: B. Past, present or future orientation

7	6	5	4	3	2	1
Being labeled "traditional" is positive. Following the family traditions is valued.			People are always looking for fast results and a quick fix.		People are willing to trade short-term gain for long-term results.	

Action: A. Doing or being

7	6	5	4	3	2	1
Accomplishing a goal or achieving a result is important. Productivity is highly valued.					The process and experience are more important than a specific accomplishment or product. Relationships are highly valued.	

Action: B. single-minded/down-to-business or multi-tasking/socially-focused

7	6	5	4	3	2	1
People tend to concentration on one task at a time. People generally live very scheduled lives and stick to their schedules if they can.					People tend to concentrate on a lot of tasks at once. People are more concerned about relationships than deadlines.	

Communication: A. Low context or high context

7	6	5	4	3	2	1
People should be clear in exchanging facts and information.					People shouldn't have to discuss everything explicitly. A lot of information is understood from the context.	

Communication: B. Direct or indirect

7	6	5	4	3	2	1
People prefer explicit one or two-way communication, including identification, diagnosis and management of conflict.					People prefer implicit, intuitive communication and avoid conflict.	

Cultural Orientations Questionnaire (cont.)

Communication: C. Instrumental or expressive

People value an unemotional, impersonal communication styles with a high degree of objectivity. 7 6 5 4 3 2 1

People value emotional, personal communication styles with a high degree of subjectivity.

Communication: D. Formal or informal

It is important to follow protocol and social customs. 7 6 5 4 3 2 1

One can easily dispense with ceremony and rigid protocol.

Space: A. Private or public

People value their personal space and prefer a bit of distance between themselves and others. 7 6 5 4 3 2 1

People have less attachment to personal space and prefer close proximity to others.

Space: B. Hierarchical or egalitarian

People value the status differences between individuals or groups 7 6 5 4 3 2 1

People value minimizing differences in levels of power or status.

Individualism: A. Individualistic or collectivistic

The "I" predominates over the "we". Independence is highly valued. 7 6 5 4 3 2 1

The individual interests are subordinate to group interests. Identity is based on the social network and loyalty is highly valued.

Individualism: B. Universalistic or particularistic

What is true, correct and appropriate can be identified and applied to everyone. Societal obligations are important. 7 6 5 4 3 2 1

It is important to consider changing circumstances and personal situations.

Competitiveness: competitive or cooperative

People value achievement, assertiveness and material success. 7 6 5 4 3 2 1

People value the quality of life, interdependence and relationships.

Structure: order or flexibility

People value predictability and rules. 7 6 5 4 3 2 1

People are tolerant of unpredictability and ambiguity.

Thinking: A. Deductive or inductive

People value reasoning based on theory and logic. 7 6 5 4 3 2 1

People value reasoning based on experience and experimentation.

Thinking: B. Linear or systematic

People tend to think analytically and break problems into small components. 7 6 5 4 3 2 1

People tend to think holistically and focus on the big picture and the interrelationships between components.

Stereotypes

Below is a list of some things that Germans think about Americans compiled by a teacher with many German contacts. Keep in mind, though, that these are stereotypes; they are ideas that some Germans have about the USA or Americans.

Rate each statement based on your own stereotypes of the USA and of Americans using the following:

- A. True
- B. Not always true, but understandable
- C. Only sometimes true, huge exaggeration
- D. Seldom true or not true at all

**Your
rating**

1. They are fatter than the Germans, although every other bag of potato chips is advertised as "low fat".
2. Their bills all have the same color and size – which is bizarre for a country that worships money the way America does.
3. They are so superstitious that hotels do not have a 13th floor.
4. They say "excuse me" every time they block your sight for a fraction of a second.
5. Many American women stress their sentences as questions all the time? That is sooo annoying?
6. The belief that you are responsible for everything that happens to you (much stress results from this).
7. For a completely normal feeling of melancholia, they only know the word "depression".
8. Americans talk of love even if it's only about a candy bar.
9. Americans have very distinct ideas of what has to happen on the first, second, and especially the third date.
10. They are weak in geography: bombs in Beirut mean fewer American visitors at the Wagner festival in Bayreuth.
11. They consider actors to be competent and knowledgeable in all vital matters.
12. Peanut butter with jam.
13. They always talk too loudly in restaurants and public transport.
14. They are merciless patriots (and cannot understand the opposite in others).
15. They even drink their milk with ice.
16. Multimillion dollar lawsuits against everybody and everything.
17. Nothing costs what the price tag says; there is always an extra tax or an extra tip.
18. Short attention span.
19. They take pills all the time. Vitamins, minerals, medicinal powders for and against everything.
20. They talk about relationships like accountants: "I invested so much in her..."
21. Europe in 7 days (Wednesday: Venice, Thursday: Paris, Friday: Heidelberg).
22. With their double whoppers and extra fries they have a large "Diet Coke".
23. They usually call each other only by their first name.
24. When they come home, they switch on the television like a lamp.
25. Americans are not nearly as interested in us Germans as we are interested in them.

Was sagen Sie?

Hallo!

Guten Tag!

Tschüss!

Auf Wiedersehen!



9 Uhr (9 AM) Greet him/her	9 Uhr (9 AM) Say farewell
13 Uhr (1 PM) Greet him/her	13 Uhr (1 PM) Say farewell
20 Uhr (8 PM) Greet him/her	23 Uhr (11 PM) Say farewell



Working with a partner, take turns spelling your name, favorite *Musikgruppe*, *Restaurant*, *Film* and *Stadt* for each other. Write down the answers below. If a particular letter is unclear, use the system below in order to make sure you spell everything correctly.

Was ist Ihre Lieblingsmusikgruppe?

Meine Lieblingsmusikgruppe ist The Beatles.

Wie schreibt man das?

B-E-A-T-L-E-S.

'E' wie Emil oder 'I' wie Ida?

'E' wie Emil.

Telefonische Buchstabiertafel

A wie Anton

J wie Julius

S wie Samuel

Ä wie Ärger

K wie Kaufmann

T wie Theodor

B wie Berta

L wie Ludwig

U wie Ulrich

C wie Cäsar

M wie Martha

Ü wie Übermut

Ch wie Charlotte

N wie Nordpol

V wie Viktor

D wie Dora

O wie Otto

W wie Wilhelm

E wie Emil

Ö wie Ökonom

X wie Xanthippe

F wie Friedrich

P wie Paula

Y wie Ypsilon

G wie Gustav

Q wie Quelle

Z wie Zacharias

H wie Heinrich

R wie Richard

I wie Ida

1. Lieblingsmusikgruppe:

2. Lieblingsrestaurant:

3. Lieblingsfilm:

4. Lieblingsstadt:

Ask a partner to solve simple math problems involving the following operations:

+	plus
=	(ist) gleich
-	minus
×	mal
÷	(geteilt) durch

Cardinal Numbers 20-100

20	zwanzig	70	siebzig
30	dreißig	80	achtzig
40	vierzig	90	neunzig
50	fünfzig	100	hundert
60	sechzig		

Remember:

21 = *einundzwanzig*
 43 = *dreiundvierzig*
 56 = *sechsfünfzig*

Use these models to show you how to ask and answer problems:

 $2 + 2 = 4$

Was macht zwei plus zwei?

Zwei plus zwei (ist) gleich vier.

 $4 \times 3 = 12$

Was macht vier mal drei?

Vier mal drei gleich zwölf.

 $2 - 2 = 0$

Was macht zwei minus zwei?

Zwei minus zwei gleich null.

 $12 \div 3 = 4$

Was macht zwölf durch drei?

Zwölf durch drei gleich vier.

Take turns asking and answering math problems with each other using complete sentences. Write the answers in the blanks provided. You might find these phrases useful as well:

Das stimmt (nicht).

Bitte versuchen Sie es noch einmal.

Noch einmal, bitte?

Richtig!

Falsch!

That is (in)correct.

Try again.

Can you repeat that please?

Correct!

Wrong!

$13 + 9 = \underline{\quad}$

$15 \div 3 = \underline{\quad}$

$30 \div 2 = \underline{\quad}$

$6 + 0 = \underline{\quad}$

$14 \div 2 = \underline{\quad}$

$6 \times 2 = \underline{\quad}$

$25 \div 5 = \underline{\quad}$

$5 \times 9 = \underline{\quad}$

$16 - 4 = \underline{\quad}$

$2 + 7 = \underline{\quad}$

$3 \times 9 = \underline{\quad}$

$72 \div 6 = \underline{\quad}$

$3 \times 3 = \underline{\quad}$

$16 \div 4 = \underline{\quad}$

$17 + 5 = \underline{\quad}$

$8 - 0 = \underline{\quad}$

$6 + 6 = \underline{\quad}$

$4 \times 5 = \underline{\quad}$

$15 \div 5 = \underline{\quad}$

$18 \div 6 = \underline{\quad}$

$13 + 9 = \underline{\quad}$

$8 + 9 = \underline{\quad}$

$7 + 7 = \underline{\quad}$

$23 + 9 = \underline{\quad}$

$18 \times 0 = \underline{\quad}$

$2 + 3 = \underline{\quad}$

$22 - 3 = \underline{\quad}$

$19 + 1 = \underline{\quad}$

$20 \div 2 = \underline{\quad}$

$6 + 5 = \underline{\quad}$

$6 \times 2 = \underline{\quad}$

$12 + 17 = \underline{\quad}$

$14 + 6 = \underline{\quad}$

$11 - 4 = \underline{\quad}$

$81 \div 3 = \underline{\quad}$

$34 \div 2 = \underline{\quad}$

$11 + 4 = \underline{\quad}$

$12 + 14 = \underline{\quad}$

$3 + 12 = \underline{\quad}$

$39 + 8 = \underline{\quad}$

$34 - 3 = \underline{\quad}$

$9 \times 9 = \underline{\quad}$

$9 - 4 = \underline{\quad}$

$69 - 14 = \underline{\quad}$

$1 + 9 = \underline{\quad}$

$1 + 1 = \underline{\quad}$

$6 \times 7 = \underline{\quad}$

$12 + 12 = \underline{\quad}$

$8 + 8 = \underline{\quad}$

$3 \times 7 = \underline{\quad}$

$5 + 5 = \underline{\quad}$

$22 \div 11 = \underline{\quad}$

$4 + 9 = \underline{\quad}$

$4 \div 2 = \underline{\quad}$

$4 \div 4 = \underline{\quad}$

$16 - 8 = \underline{\quad}$

$3 - 3 = \underline{\quad}$

$8 - 6 = \underline{\quad}$

$13 - 7 = \underline{\quad}$

$97 + 23 = \underline{\quad}$

Crossword

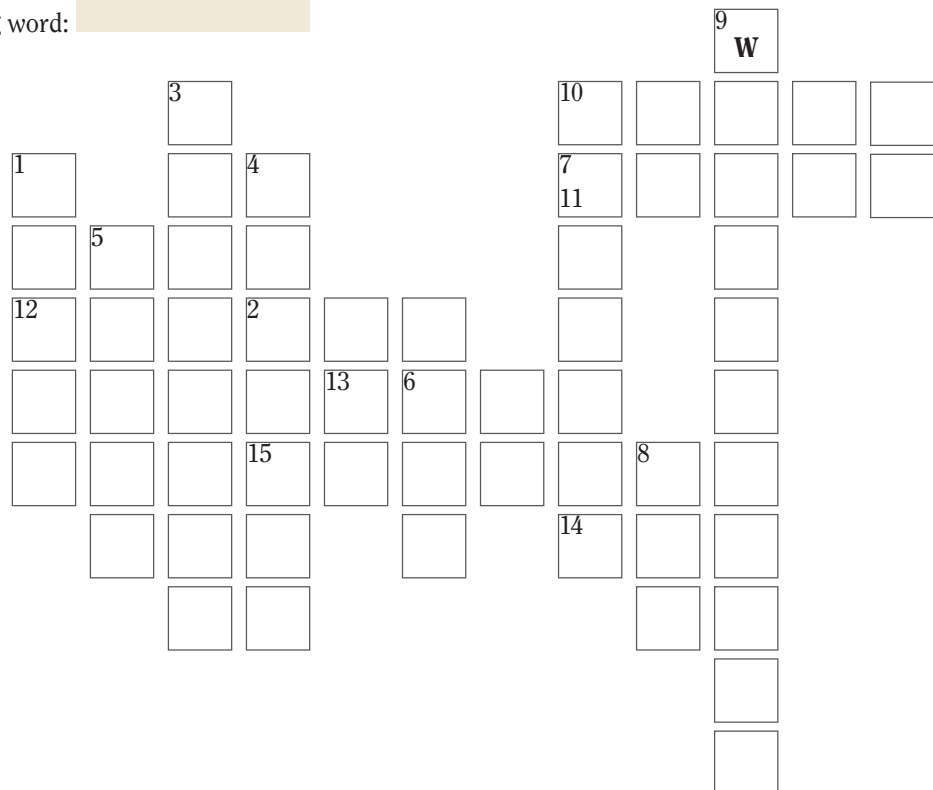
Solve the crossword puzzle below, and compare your results with a neighbor, using German to spell out the words. How does this kind of puzzle differ from the ones you are familiar with?

It is also important to note that Umlaute are not used in German crossword puzzles. For answers containing these letters, you make the following substitutions:

ä = ae ü = ue ö = oe ß = ss

1. Ich [] aus Berlin.
2. [] Abend
3. writes
4. Make my [] . (in German)
5. [] kommt Clara?
6. first person singular pronoun [] (in German)
7. I am 20 years [] . (in German, three letters)
8. You formal: []
9. Auf [] !
10. Ich [] Olga.
11. Not a morning
12. Not an evening
13. Wie alt [] Sie?
14. [] schreibt man das?
15. Parting word: []

Was haben Sie für 1?
 Komme.
 Wie schreibt man das?
 K-O-M-M-E.



Welches Wort?

Write in the correct question word for each question below.

1. heißen Sie?
2. alt sind Sie?
3. kommen Sie?
4. wohnen Sie?

Interview six other students using the questions above, and write their info in the spaces below.

Gesprächstipps:

Ja?

Ich auch.

Echt?

Noch einmal, bitte.

Da war ich schon mal!

Wo liegt das?

Wie schreibt man das?

Ich bin so alt wie Sie.

Yes?

Me, too.

Really?

Can you repeat that please?

I've been there before.

Where is that located?

How do you spell that?

I'm as old as you are.

Name

Alter

Geburtsort

Wohnort

Name	Alter	Geburtsort	Wohnort
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Ask five people (who are not taking any German courses) to name three things they associate with Germany. Then ask them to name three things they think non-Americans associate with America. Afterwards ask them why. Record answers and any interesting comments below.

Associations with Germany

Non-American associations with America

Person 1:

Person 2:

Person 3:

Person 4:

Person 5:

Comments

Dialog

Read the dialog below aloud with a partner. One student reads *Emma*. The other reads *Professor*. When you are finished, exchange roles and read a second time. Then answer the comprehension questions below together.

Remember to use a sliding, downhill intonation when reading German aloud.

Emma und der Deutschprofessor

Emma: Guten Morgen, Professor Green.

Professor: Guten Morgen. Wie heißen Sie?

Emma: Ich heiße Emma Connors.

Professor: Freut mich¹, Emma.

Emma: Ich bin Studentin² in Deutsch 101 mit Professor Smith.

Professor: Ach, ja! Woher kommen Sie?

Emma: Aus Cincinnati.

Professor: Wohnen Sie auf dem Campus?

Emma: Ja, Smith Hall 47³.

Professor: Was studieren Sie?

Emma: Anglistik und Spanisch.

Professor: Nicht Deutsch?

Emma: Noch nicht⁴.

Professor: Bis später.

Emma: Ja, auf Wiedersehen.

¹ *Freut mich* - Pleased to meet you.

² A male would say '*Ich bin Student.*'

³ Put your house/room numbers after streets and dorms.

⁴ *noch nicht* - not yet

Fragen zum Verständnis Answer the following comprehension questions using complete sentences.

1. When does this dialog take place?

2. True or false: Emma is one of Professor Green's students.

3. True or false: Emma likes languages.

4. True or false: Emma lives off-campus.

5. How would you say that you're a student in this German course?

Dialog: Heike

You are Heike. Find a partner who has Handout 1.3 Dialog: Heike und Angie B. Heike and Angie live in the same dorm but have not actually met yet. Fill in the correct form of the appropriate verb (*sein*, *kommen* or *wohnen*). Your partner has the correct answer for your blanks and you have the correct answers for your partner. Correct any mistakes you made initially with filling in the verbs after going through the dialogue. Practice reading the dialog together, watching for pronunciation. Discuss the questions that follow.

Heike und Angie

- Angie: Hallo! Ich bin Angie. Wer bist du?
 Heike (surprised): Hallo! Ich [] Heike Schmidt.
 Angie: Ich wohne hier im Studentenwohnheim¹. Und du?
 Heike (still startled): Ja. Ich auch.
 Angie: Woher kommst du?
 Heike: Ich [] aus Ulm, aber ich studiere schon vier Semester hier.
 Angie: Ich komme aus Ohio.
 Heike: Wo [] Ohio?
 Angie: Zwischen Pennsylvania und Indiana.
 Heike: Indianer²?
 Angie: Pennsylvania und Indiana sind Bundesstaaten³ in den USA.
 Heike: Ach, so!

¹ student dorm² Indians?³ states**Fragen**

1. Why is Heike taken aback and surprised?

2. Do you think Angie is correct to use “du” instead of “Sie”? Why or why not?

3. How might Angie answer the question “Woher...” to give useful information to a typical German?

Dialog: Angie

You are Heike. Find a partner who has Handout 1.3 Dialog: Heike und Angie B. Heike and Angie live in the same dorm but have not actually met yet. Fill in the correct form of the appropriate verb (*sein*, *kommen* or *wohnen*). Your partner has the correct answer for your blanks and you have the correct answers for your partner. Correct any mistakes you made initially with filling in the verbs after going through the dialogue. Practice reading the dialog together, watching for pronunciation. Discuss the questions that follow.

Heike und Angie

Angie: Hallo! Ich [] Angie. Wer bist du?
 Heike (surprised): Hallo! Ich bin Heike Schmidt.
 Angie: Ich [] hier im Studentenwohnheim¹. Und du?
 Heike (still startled): Ja. Ich auch.
 Angie: Woher [] du?
 Heike: Ich komme aus Ulm, aber ich studiere schon vier Semester hier.
 Angie: Ich [] aus Ohio.
 Heike: Wo ist Ohio?
 Angie: Zwischen Pennsylvania und Indiana.
 Heike: Indianer²?
 Angie: Pennsylvania und Indiana [] Bundesstaaten³ in den USA.
 Heike: Ach, so!

¹ student dorm² Indians?³ states**Fragen**

1. Why is Heike taken aback and surprised?

2. Do you think Angie is correct to use “du” instead of “Sie”? Why or why not?

3. How might Angie answer the question ‘Woher ...’ to give useful information to a typical German?

Train Your Brain

Solve the puzzle and present your solution in class. The table below can be very helpful.

Wer ist wer?

Michael wiegt 36 kilo und kommt aus Hamburg.

Der Älteste ist 183 cm groß und kommt aus Bremen.

Das Mädchen aus Leipzig ist 96 cm groß.

Tanja kommt aus Freiburg und ist 59 kg schwer.

Der Größte kommt aus Köln und ist 80 kg schwer.

Susanna ist 27 Jahre alt und 171 cm groß.

Die Jüngste heißt Hanna und wiegt 14 kilo.

Theodor ist 23 und 185 cm groß.

Berndt ist 45 und 92 kg schwer.

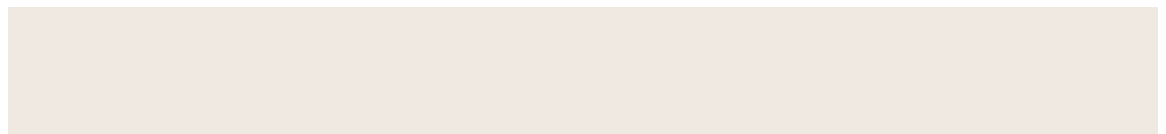
Der 12-Jährige ist 148 cm groß.

Eine Studentin ist 20 und ist 165 cm groß.

Die Münchnerin wiegt 67 kg.

Das kleine Mädchen ist 3 Jahre alt.

Wie alt ist Tanja und woher kommt Berndt?



Name	Michael	Berndt	Hanna	Tanja	Theodor	Susanna
Geburtsort	Hamburg					
Alter						
Größe						
Gewicht	36					

Below are descriptions of Germans, Austrians and Swiss who are famous in the US. Do you know who they are? Try to match the names provided to one of the descriptions below.

Heidi Klum
Martin Luther
Albrecht Dürer
Franz Kafka
Heinrich Heine

Albert Einstein
Johann Wolfgang von Goethe
Bertold Brecht
Ludwig van Beethoven
Johann Sebastian Bach

Arnold Schwarzenegger
Wolfgang Amadeus Mozart
Stefi Graf
Roger Federer
Karl Marx

1. Er ist für Bodybuilding und Politik bekannt.

2. Sie ist für Modeling und Mode bekannt. Sie hat mit einem Sänger vier junge Kinder.

3. Er ist für Musik bekannt. Er hat die Oper *Die Zauberflöte* komponiert.

4. Er ist für die Reformation bekannt.

5. Er ist für Autorennen bekannt. Er fährt sehr schnell.

6. Sie ist für Sport bekannt. Ihr Mann ist amerikanischer Tennisprofi.

7. Er ist für Sport bekannt. Er hat 2005 in Wimbledon gewonnen.

8. Sie ist für Singen und *The Sound of Music* bekannt.

9. Er ist für Physik bekannt.

10. Er ist für das Buch *Faust* bekannt.

Mill around and find people who fit the descriptions below. Naturally you should ask questions to get the information you want *auf Deutsch!*

Kommen Sie aus Pennsylvania?

Ja (Nein), ich komme (nicht) aus Pennsylvania.

1. kommt aus New York.
2. ist 2 Meter groß.
3. wiegt mehr als 50 Kilo.
4. ist 19 Jahre alt.
5. kommt aus dem Süden.
6. wohnt in _____ (city where uni/college is located).
7. kommt aus Kalifornien.
8. studiert schon mehr als 2 Semester.
9. studiert Musik.
10. kommt aus Arizona.
11. ist 20 Jahre alt.
12. studiert BWL. (*Betriebswirtschaftslehre* = business)
13. wiegt 60 Kilo.
14. ist 21 Jahre alt.
15. studiert schon weniger als zwei Semester.
16. ist weniger als 1,6 Meter groß.
17. studiert Physik.
18. ist älter als 24 Jahre alt.

Small Group

Get into a group of three students and write a skit about the weather. One student is the weather forecaster, another is an interviewer in the street and the third is the *Mann/Frau auf der Straße*. Each group chooses or is given a different city in Germany. The forecaster gives the weather for the city and then goes to the interviewer. The interviewer asks the person on the street to comment on the weather in the city and compare it to the city they're in or to the weather in the city they're from.

Weather Forecaster

1. Introduces self: *Guten Morgen/Tag! Ich bin Herr So-und-so und ich bringe Ihnen die Wettervoraussage.* (student can draw map on board, draw weather symbols like LB 1.4 F.)
2. Follows model from LB 1.4 C.
3. Goes to the Interviewer: *Und jetzt gehen wir live zu Frau Diesunddas. Frau Diesunddas, was sagen die Menschen auf der Straße zum Wetter heute?*

Interviewer

1. Introduces self: *Danke, Herr So-und-so. Guten Morgen/Tag! Ich bin Frau Diesunddas und spreche heute mit Herrn Herrmann.*
2. Asks questions: *Herr Herrmann, wie finden Sie das Wetter heute in X? Wie ist das Wetter heute in Unistadt? Vergleichen Sie das Wetter in X und in Unistadt / in Ihrem Geburtsort.*

Mann/Frau auf der Straße

1. Mann/Frau follows models from LB 1.4D, and possibly G.

When listening skits performed by other groups, make sure to take notes since your instructor may ask you to compare the weather in the German cities during the follow-up period.

Notes

German City 1:

Weather:

German City 2:

Weather:

German City 3:

Weather:

German City 4:

Weather:

Reading

Read what several Germans say about the weather where they currently live, and then answer the questions that follow in complete sentences.

Henning: Ich heie Henning Pfeifer. Geboren bin ich in Darmstadt. Ich wohne und arbeite in Mnchen. Mnchen liegt in Bayern, in Sddeutschland. Mnchen ist eigentlich nicht weit von sterreich. Hier in Mnchen ist das Wetter im Sommer sehr schn. Es regnet nicht oft, ist aber sehr oft sonnig und warm. Im Winter schneit es manchmal, aber nicht so viel wie in den Alpen.

Peter: Ja, mein Name ist Peter Mundt. Ich komme aus Uslar in der Nhe von Gttingen. Ich studiere aber in Bremen Englisch und Biologie auf Lehramt. Bremen ist im Norden, fast an der Nordsee. Von Bremen ist es nicht weit nach Dnemark und in die Niederlande. Eigentlich ist das Wetter in Bremen oft schlechter als in Gttingen. Es ist in Bremen oft sehr khl und regnerisch, auch im Sommer.

Tanja: Ich bin Tanja Becker, 22 Jahre alt, aus Leipzig, im Osten. Seit 3 Semester studiere ich Germanistik in Freiburg. Freiburg ist im Schwarzwald, hat fast immer gutes Wetter, besonders im Sommer. Freiburg ist auch nicht weit von Frankreich und der Schweiz.

1. Find the places these students are from, and where they live/study.

2. What can you say about the weather according to their statements?

3. Have you ever been to any of the cities where these students live? When, why and for how long?

4. Would you want to visit any of these cities for vacation? If so, at what time of the year?

Quotes

The following quotes offer a few perspectives on America from individuals around the world. What resonates as true? What seems off base?

Helmut Kohl, former German Bundeskanzler

One thinks first of the Americans' generosity. That trait distinguishes them from almost every other society on earth. Few other nations have remained so eager to continue to admit and accept people from other lands within their midst. In recent years, the Americans have been pained and hurt in some of their experiences with the outside world and may have hardened somewhat. But still, after 200 or 300 years, they remain astonishingly young, occasionally naively so, but still sympathetically, truly young. European societies are much older, and their faces are often wrinkled.

Carlos Fuentes, Mexican writer

What the US does best is to understand itself. What it does worst is understand others.

Janet Morgan, Special advisor to director general of the BBC

I think Americans are best at making ice cream.

Jean-Jacques Servan-Schreiber, French technology expert and writer

From my first days in the U.S., I have been a regular student and admirer of America. But today the U.S. faces a crisis in education. The level of primary and secondary education is well below the worldwide average. Young Americans entering college can hardly write a decent one-page text. They take little time and no pleasure in reading. They also ignore that there is a world of human beings outside the borders of the U.S., and they are confident that the U.S. remains No.1 and unchallengeable.

Prince Sultan Bin Salman, Royal Saudi Air Force

America's greatest asset is its people. What attracted my attention was that as individuals they were very proud of being American. They were extremely ambitious in the quest for excellence.

1. Whose quote do you think best captures what it means to be an American/live in America and why?

2. Who do you think has probably never visited America and why?

3. Why do you think Carlos Fuentes has the perspective of America/Americans that he does? Do you think this is changing in recent times?

4. Are these viewpoints generally negative or positive in your opinion?