



UNIVERSITÀ  
CATTOLICA  
del Sacro Cuore



**Ramon Llull University, IQS School of Management - Barcelona  
Catholic University of the Sacred Heart - Milan  
Franklin University Switzerland - Lugano  
Forum-Nexus Program  
Graduate Division**

**Course Syllabus**

**SOC 689-02  
Cultural Intelligence:  
Working with People from Other Cultures**

**Introduction**

In an increasingly globalized and flat world, the ability of companies and individuals to be effective internationally has become a key ingredient for commercial and personal success. This course will develop the students' cross-cultural interpersonal skills and offer a hands-on learning experience that will greatly benefit them personally and professionally.

**Course Description**

The course introduces a way of thinking that will enable participants to function effectively in any culture, and in particular acquire experience dealing with the cultural differences in Italy and other European countries. It presents essential concepts of national and global culture and examines key differences in communication, facilitating the correct interpretation of a wide variety of cross-cultural situations and laying the foundation for necessary behavioral adaptations. Other important topics include working effectively in multi-cultural teams, cross-cultural negotiations, and international careers.

The course puts a strong emphasis on practical applications in real world business and professional situations. This practical dimension will be enhanced through exercises, videos, and visits to leading international companies and organizations.

**Course Objectives**

Upon the successful completion of this course, students will be able to:

1. Exhibit a high degree of cultural intelligence
2. Acquire a sharper understanding of their own culture and how it impacts their behavior in a multicultural setting
3. Interpret behavior, attitudes, and communication styles of people from different cultures correctly
4. Become familiarized with the key cultural characteristics in Italy and in other major European countries, and the most crucial differences among them
5. Use a repertoire of behavioral skills appropriate for different intercultural situations
6. Deal with ambiguity in an ever-changing and unpredictable context that results from the globalization of business and people
7. Exhibit a high degree of effectiveness when working in culturally diverse groups

## **Course Requirements**

The course requires active student participation. Students are expected to read the assigned textbook chapters and other readings before every class. Punctual attendance is required. There will be a midterm exam, a final exam, a team project, and a final presentation. Each student is required to participate in professional visits and cultural visits, as well as the International IQ Seminar.

## **Teaching Procedures and Methodology**

Teaching methods used in this course include lectures, discussions, assignments, and professional and cultural visits. Learning in this course requires the student's constructive participation and active involvement in both class discussions and small group discussions. The professional visits will expose the participants to different aspects of the class and will highlight the practical relevance of the concepts learned. Cultural visits enhance the students' understanding of the history and culture of the country.

## **Attendance Policy**

Students are permitted to miss class only once, due to illness, injury, or another appropriate reason. Missing more than once may result in a letter grade deduction for every additional absence.

## **Participation in "Europe Today: An International IQ Seminar"**

All students also attend **Europe Today: An International IQ Seminar**, a daily session conducted by the Program Director, Dr. Hugo Hervitz. In this seminar, students learn about Italian and European culture, gain an understanding of essential European geography and current events, discuss their experiences and cross-cultural interactions, get language tips, and identify ways to have an even more immersive study abroad experience. The material covered in the seminar complements the syllabus for this course, and there will be some exam questions based on the seminar. Participation in the International IQ Seminar is factored into the grade for this course.

## **Required Books**

### **Cultural Intelligence: Surviving and Thriving in the Global Village**

by David Thomas and Kerr Inkson  
Berrett-Koehler Publishers, 3<sup>rd</sup> Edition, 2017  
(Paperback or Kindle edition recommended)

## **Assignments**

### **Team Project**

Working in teams, students will develop a training manual for U.S. companies sending employees on assignment to Italy. The purpose of this manual is to give American employees a hands-on professional survival guide to facilitate their cultural adjustment and to reduce culture shock. Students will use what they learn in class as well as their own observations in personal and professional settings as they travel throughout Italy.

The manual should be about 10-15 pages long, double-spaced, size 12 font, and include a list of references used.

### **PowerPoint Presentation**

Each team will also deliver a presentation highlighting the main points of their manual.

Each presentation will last about 15 minutes.

### **Components of Final Grade**

Midterm exam	20%
Final exam	30%
Team project	20%
Presentation	10%
Class participation	10%
International IQ Seminar	10%

### **Grading Scale**

93-100 %	A
90-92.9 %	A-
87-89.9 %	B+
83-86.9 %	B
80-82.9 %	B-
77-79.9 %	C+
73-76.9 %	C
70-72.9%	C-
67-69.9 %	D+
63-66.9 %	D
60-62.9 %	D-
Below 60 %	F

### **Course Outline**

#### **Module 1: The fundamentals of cultural intelligence**

- Living and Working in the Global Village
- Cultural Knowledge
- Mindfulness and Cross-Cultural Skills

#### **Module 2: Spain, Italy, and France**

- Communication behaviors
- Cultural characteristics
- Personal vs professional interactions

#### **Module 3: Working with People from Other Cultures**

- Making Decisions across Cultures
- Communicating and Negotiating across Cultures
- Motivating and Leading across Cultures

#### **Module 4: Main differences between southern and northern European countries**

- Communication behaviors
- Cultural characteristics
- Personal vs professional interactions

## **Module 5: Working with Multicultural Groups and Teams**

## **Module 6: Cultural Intelligence**

- Developing Cultural Intelligence in an Interconnected World
- The Essentials of Cultural Intelligence

### **Schedule of Classes and Visits**

The detailed schedule of classes, professional visits, and suggested cultural visits for each session is available online at [www.forum-nexus.com/schedules](http://www.forum-nexus.com/schedules).

Please note that this course will be offered as a Section 02 class.

### **Academic Integrity**

Ramon Llull University, Franklin University Switzerland, and the Catholic University of the Sacred Heart place a high value on the integrity, good conduct, and academic honesty of all students. Students are expected to maintain high standards of academic integrity at all times. Any instance of academic dishonesty, including plagiarism, will result in a grade of F for the course.