

Day 20 Discussion Script: Individualism vs Collectivism (Hofstede Chapter 4)

Part A

Leader: Having grown up in a culture that Hofstede classifies as collectivist, do you agree with his generalizations about collectivist cultures? Do any of them ring particularly true for you? Do any of them strike you as inaccurate?

Some possible response templates:

_____ rings true for me / doesn't ring true for me, because _____

I would argue that _____.

In my experience, _____.

Part B

Leader: All of the countries that score high in individualism, according to Hofstede's criteria, are Western countries. What do you make of this? Is what he calls "individualism" simply a European cultural trait?

Some possible response templates:

The way I see it, _____.

To my mind, _____.

Part C

Leader: Hofstede writes that individualism correlates strongly with wealth. Wealthy countries, he points out, tend to be more individualistic, and it's more likely that wealth causes individualism than the other way around.

Does this mean that economic development and modernization will inevitably make countries more individualistic?

Some possible response templates:

I'd imagine that _____. (or, I wouldn't imagine that _____.)

I'd expect that _____. (or, I wouldn't expect that _____.)

Part D

Leader: Do you think that Hofstede portrays collectivist cultures in a negative light? Why or why not?

Some possible response templates:

Hofstede's portrayal does / doesn't **strike me as** negative, because _____.