

**b 1.4** ))) Listen to the final part of the seminar. Match each cultural group 1–4 to what is important for them a–d.

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|-----------------------------------|------------------------------------------------------------------------------|
| 1 Anglo-Saxon cultures            | a feeling their opinion is valued                                            |
| 2 Scandinavia and the Netherlands | b respecting the professional expertise of the manager                       |
| 3 Mexico, Russia and India        | c knowing how a change will improve their personal prospects                 |
| 4 Germany and Austria             | d having confidence in those in authority and receiving formal communication |