

R.2

Instruction for Exemplarians:

The situation:

You live in the country of Exemplaria. Your town is separated from the next town by a deep valley. To reach the market you have to walk 3 days. If you had a bridge across valley you could get there in two hours. Your government has contracted with foreigners to come and teach you how to build a bridge. The bridge will be made of paper, tape and string using scissors, rulers and pencils. You know the material but you don't know anything about construction.

Social behaviour:

The Exemplarians are used to being very close to each other. Communication doesn't work without being very close to the person you are conversing with. Not being very close while talking is considered very rude. If you join a group conversation you should huddle together. It is also very important that you greet every one when you meet. Conversation must begin with an introduction: example "I am Jay of Exemplaria." If the person doesn't respond in kind it is considered rude. (See below)

Greetings:

The Exemplarians greeting is to touch right elbows with the person they are greeting. Shaking hands is a great Faux Pas. Exemplarians are insulted by not being greeted (touching right elbows) or if a person stands too far away in a conversation. When insulted Exemplarians shout loudly: YES/NO, but Exemplarians don't use word "NO". They always say YES although if they mean "NO" and they shake their head up and down emphatically while frowning and saying "YES".

Work behaviour:

Tools are gender specific:

- ❖ Scissors and Rulers can be touched only by men
- ❖ Tape and string only by woman.
- ❖ Pencils and Paper are neutral.

Foreigners:

Exemplarians like company. But they are very proud of their culture. They expect that foreigners will adapt to their culture. Their behaviour is very natural for them that's why they cannot explain it to the others.