Contents

Foreword 11

CHAPTER 1 • INTRODUCTION 15

- A. The basic perspective and purpose of the book 15
- B. Academic approach 17

CHAPTER 2 • THE CONCEPT OF CULTURE - WHAT, WHEN, AND WHY? 32

- A. Culture, society and nature a proposed clarification of concepts 33
- B. Man and his relationship to nature 38
- C. The culture and the individual being 48
- D. The concept of culture in the literature of humanities and social science 50
- E. Outline for an operational culture perception 56

PART I • A THEORETICAL ABSTRACT UNDERSTANDING OF CULTURE - OR A PROPOSED ETICS CULTURAL ANALYSIS

Chapter 3 • The semi-static cultural analysis 65

- A. The horizontal culture dimension essential segments of culture 66
 - (a) The processing segment 69
 - (b) The distribution segment 70
 - (c) The social segment 7
 - (d) The management and decision segment 71
 - (e) The conveyance segment 72
 - (f) The integration segment 72
 - (g) The identity-creating segment 73
 - (h) The security-creating segment 74

B.	The vertical culture dimension – essential culture layers 78	
	(a) Manifest culture layers – or the symbolising culture layers	83
	(i) The immediately perceivable process	
	layer and its resultant outcome 83	
	(ii) The difficult-to-perceive structural layer 84	
	(iii) The formalised layers of norms and rules 85	
	(b) Core culture layers – or the symbolised culture layers 88	
	(i) The non-perceivable existence	
	- or 'that which is without being there' 88	
	(ii) The basic value layer 90	
	(iii) The fundamental world conception 95	
C	The semi-static cultural understanding as a complex	
٠.	unity of segments, layers and culture elements 98	
	unity of sognition, my the unit culture trements	
CI	HAPTER 4 • THE CULTURE DYNAMICS 102	
A.	The ongoing feedback process and the intercultural	
	communication – the individual level 103	
B.	The culture-changing dynamics – changes on	
	the collective level 104	
	(a) Change-initiating factors 105	
	.,	
	(i) Culture-internal factors of change 105	127
	(i) Culture-internal factors of change 105(ii) Culture-external factors of change 111	127
	(i) Culture-internal factors of change 105(ii) Culture-external factors of change 111(iii) The perpetual bombardment of change-initiating factors	127
	 (i) Culture-internal factors of change 105 (ii) Culture-external factors of change 111 (iii) The perpetual bombardment of change-initiating factors (b) Change-determining factors 133 	127
	 (i) Culture-internal factors of change 105 (ii) Culture-external factors of change 111 (iii) The perpetual bombardment of change-initiating factors (b) Change-determining factors 133 (i) Integration and homogeneity 134 	127
	 (i) Culture-internal factors of change 105 (ii) Culture-external factors of change 111 (iii) The perpetual bombardment of change-initiating factors (b) Change-determining factors 133 (i) Integration and homogeneity 134 (ii) The degree of integration 135 	127
	 (i) Culture-internal factors of change 105 (ii) Culture-external factors of change 111 (iii)The perpetual bombardment of change-initiating factors (b) Change-determining factors 133 (i) Integration and homogeneity 134 (ii) The degree of integration 135 (iii)The degree of homogeneity 137 	127
C.	 (i) Culture-internal factors of change 105 (ii) Culture-external factors of change 111 (iii) The perpetual bombardment of change-initiating factors (b) Change-determining factors 133 (i) Integration and homogeneity 134 (ii) The degree of integration 135 (iii) The degree of homogeneity 137 (iv) The four change-determining factors and 	127
C.	 (i) Culture-internal factors of change 105 (ii) Culture-external factors of change 111 (iii) The perpetual bombardment of change-initiating factors (b) Change-determining factors 133 (i) Integration and homogeneity 134 (ii) The degree of integration 135 (iii) The degree of homogeneity 137 (iv) The four change-determining factors and their mutual relations – an illustration 139 	127
C.	 (i) Culture-internal factors of change 105 (ii) Culture-external factors of change 111 (iii) The perpetual bombardment of change-initiating factors (b) Change-determining factors 133 (i) Integration and homogeneity 134 (ii) The degree of integration 135 (iii) The degree of homogeneity 137 (iv) The four change-determining factors and their mutual relations – an illustration 139 The culture-dynamic complexity 151 (a) Elements and their totality of the culture dynamics 151 	127
C.	 (i) Culture-internal factors of change 105 (ii) Culture-external factors of change 111 (iii) The perpetual bombardment of change-initiating factors (b) Change-determining factors 133 (i) Integration and homogeneity 134 (ii) The degree of integration 135 (iii) The degree of homogeneity 137 (iv) The four change-determining factors and their mutual relations – an illustration 139 The culture-dynamic complexity 151 (a) Elements and their totality of the culture dynamics 151 	127

PART II • THE INTERCULTURAL PLURALITY AND COMPLEXITY

CHAPTER 5 • THE CULTURE RELATIVITY AND THE CO-EXISTENCE OF CULTURES 161

- A. Culture relativity or the culture hierarchy 164
- B. The co-existence of cultures or the culture categories 167
- C. Synthesized culture complexity 176

PART III • FROM THEORETICAL ABSTRACTION TO EMPIRICAL REALITY – OR A PROPOSED EMICS ANALYSIS

CHAPTER 6 • THE INTERCULTURAL INTERACTION OR FROM ABSTRACT THEORY TO EMPIRICAL PRACTICE 181

- A. The culture actor's own significance for the cultural understanding 181
- B. Three different intentions for intercultural interaction 190
 - (a) The aspired value-neutral cultural understanding and the equal intercultural co-action where and when?
 - (i) The wish for intercultural co-existence 194
 - (ii) The wish for equal intercultural co-action 195
 - (iii) The wish to aid another country in its ongoing development 197
 - (iv) The wish to understand better one's own culture 198
 - (b) The intentional cultural influence where and when? 200
 - (i) The wish to influence elements in the manifest culture 203
 - (ii) The wish to influence elements in the core culture 204
 - (iii) The wish to gain acceptance of one's own culture 206
- C. Concluding remarks 206

CHAPTER 7 • SUBJECTIVITY IN INTERCULTURAL INTERACTION OR THE SIGNIFICANCE OF THE CULTURE ACTOR'S OWN CULTURAL COMPOSITION 208

- A. The significance of the cultural composition for the empirical description, interpretation, and understanding of a given culture 208
- B. The unconscious collective cultural composition two perspectives 212
 - (i) The thought's interdependence of language and concepts 212
 - (ii) The culture actor as recipient of various signals and sense impressions 216
 - (iii) The other culture as an unconscious sender in an intercultural process of communication 219
- C. The conscious cultural composition 225

CHAPTER 8 • THE ASPIRED VALUE-NEUTRAL CULTURAL UNDERSTANDING AND EQUAL INTERCULTURAL CO-ACTION 227

- A. An empirical model of analysis the archetypal phase model or a pragmatic ping-pong process 232
 - (i) General method requirements and the connection of the model to the theoretical culture model 232
 - (ii) The individual phases of analysis 233
- B. Concluding analysis of understanding 249
 - (i) Understanding the manifest culture 249
 - (ii) Understanding the core culture 250
 - (iii) The degree of homogeneity and integration 254
- C. The unintentional cultural influence concluding remarks 257

CHAPTER 9 • THE INTENTIONAL AND CONSCIOUS CULTURAL INFLUENCE 259

- A. Introduction and prerequisites 259
- B. The importance of cultural understanding for the intentional cultural influence 261
 - (a) The contents of the knowledge foundation and the degree of homogeneity 261
 - (i) General considerations 261

the homogenous culture and the heterogeneous culture 262
(b) The contents and degree of integration
of the basis of assessment: the values 268
(i) General considerations 268
(ii) Two archetypal culture variants:
the integrated culture and the disintegrated culture 268
(c) The contents of the basis of assessment:
the stakeholder consideration 272
(d) The existing power structures or geography of power 273
C. Concluding strategy considerations – the culture actor's scope of action 276
(a) Alternative scopes of action 276
(b) Change of the formulation and presentation of
the cultural influence 276
(c) Change of the form and character of the cultural influence 279
(d) Change of the contents of the cultural influence 281
D. Closing remarks 282

PART IV • CULTURAL ETHICS IN INTERCULTURAL RELATIONS

CHAPTER 10 • ETHICS AND MORAL IN INTERCULTURAL CO-ACTION 285

CO-ACTION	200	

- A. The culture relativistic stand how far can it take us? 285
- B. The dilemma of the culture actor on two levels 287
 - (a) The abstract and more philosophical dilemma 288
 - (b) The emotional and more personal dilemma 292
 - (i) Intentional changes in the manifest culture 293
 - (ii) Intentional changes in the core culture 296
- C. A universal culture or the perpetual search for 'la culture' 299
 - (a) Alternative points of departure 299

(ii) Two archetypal culture variants:

- (b) An absolutely necessary change the path towards the human-ecological 'la culture' 301
- (c) Bits and pieces for a human-ecological culture
 - or a stand for 'la culture'? 318

CHAPTER 11 · CONCLUDING ABSTRACT AND ADDITIONAL REFLECTIONS 326

A. Brief summary 326B. Additional reflections 330

BIBLIOGRAPHY 331

Foreword

About 10 years ago, I wrote in the foreword of my previous book, *Kultur, kultur-analyse og kulturetik*, [Culture, Cultural Analysis, and Culture Ethics] that it had been in progress for a considerable period of time. So has this book! The question is: when is a manuscript actually ready? It can always be improved, and the writer – in this case myself – is gaining new knowledge and greater insight into the subject, all the time; and thus the manuscript may continually be improved.

Naturally, this would be perfectly alright were it not for the fact that the book would never be completed and published! It goes without saying that I have been faced with this dilemma. Is the work good enough? Am I to elaborate on this or that? Should I not make time to read this or that book, which has just come to my attention, etc?

But then I received a recently published book, written by one of the grand old men in anthropology, Marvin Harris, professor at Columbia University 1953-1980. It was published in 1999 and in its presentation the following is said: "He presents his current views on the nature of culture, addressing such issues as the mental / behavioral debate, emics and etics, and anthropological holism".

And of course! '... his current views ..'. That is, those he has *now* reached. In the same manner as Harris' in one of his most recent books conveys his view this book conveys the writer's – that is my – view on the concept of culture, cultural analysis and cultural understanding *at this point in time*. However, I will naturally keep up my work with the issues of this book, and in the future I will exercise my prerogative to become wiser and to gain new insight into these issues.

The book addresses people who deal with other people who are rooted in other cultures than their own, either out of interest and/or in a professional capacity. However, the book may also be used as a point of departure for analyses of different cultures and intercultural co-action in various contexts.

During the process of writing I have benefited greatly from my own experience from Samoa, the Fiji Islands, and New Zealand in Oceania; from China, North Korea, Bangladesh, and India in Asia, as well as from Ghana, Gaza, Bangladesh, Greenland and other countries. Also, I have had great pleasure and inspiration from conversations and discussions with students and course participants in different contexts.

The book was initially written in Danish. First and foremost, because I 'reflect' and 'express thoughts' best in my own language, based on my own *culture foundation*, to use the terminology of the present book. However, another reason is

¹ The cover of Marvin Harris' book: *Theories of Culture in Postmodern Times*, London 1999, 224p.

that there is a need to contribute to Danish research development and research knowledge within the social sciences in a broad sense. Now the time has come to translate it into another language, namely English, whereby it itself will become an intercultural product.

My colleagues at Aalborg University have assisted with critical dialogue and friendly encouragement, not least the research group at International Business Economics (IBE). Especially, I am indebted to Associate Professor John Kuada who has debated a range of more or less completed manuscripts with me with much professionalism.

A number of persons outside IBE have also kindly commented and eagerly offered critique on various drafts. Not all comments have been taken into account, partly because they have not all pointed in the same direction, partly because some of them have pointed in another direction than the one in which I was heading. But without exception they have all contributed to a clarification of the text and making the arguments more trenchant. Among the many contributors to the various writing phases I especially want to thank Arne Brandt, Malene Gram, Loni Gullestrup, Maria Gullestrup, Flemming Nørgaard, Jens Olesen and not least Iben Lund, publisher's reader, who all have offered many appropriate comments on the various drafts. For the present edition in English I also want to thank Gitte Thomsen for the great and careful commitment in the translation of the Danish text into English and her excellent work.

Needless to say that I assume full responsibility of the present book.

As in earlier processes of writing, I have benefited greatly from short or somewhat longer periods of tranquillity for thinking and writing. For one there was a four-month stay at the Department of Sociology at University of Auckland in New Zealand, a one-month stay a the Danish former monastery of San Cataldo south of Naples in Italy, and 2 x 14 days' research at the refugium of Klitgården in Skagen, Denmark. The Danish Social Science Research Council (SSF), His Royal Highness Crown Prince Frederik's Fund, and the fund of Den Obelske Familiefond have kindly contributed towards making these research stays possible. I am greatly indebted to these institutions for the tranquillity and collegial inspiration thus achieved.

For mental support and loving encouragement I am also greatly indebted to my wife Lise Gullestrup. I hope I will be able to repay in small part her support in connection with her own ongoing writing.

October 2006
Hans Gullestrup
Centre for International Business and
Department of International Business Economics
Aalborg University

Translator's note

The present book is a translation of *Kulturanalyse – en vej til tværkulturel forståelse* (2003). A number of the references in the original book are made to Danish editions. As the readers of the English version are expected to be English speaking the Danish references have been omitted and replaced by English ones where this has been possible. Reference not directly cited in the book have been left as they were in the Danish edition.