

Cross-Cultural Approaches

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Background Bio

Untranslatable Words

Dapjeongneo (답정너)

Hyo (효)

Sobremesa

Backpfeifengesicht

Schadenfreude

Trade-off

Serendipity

Goals for Today

- ▶ Understand why and how cross-cultural approaches in ministry is our Gospel commission
- ▶ Discover principles that can be applied as we undertake cross-cultural ministry

Outline for Today

- ▶ Define Culture
 - ▶ Discussion questions
- ▶ Ask why deal with cross cultural approach
- ▶ Answer why cross cultural approach is necessary
 - ▶ Discussion questions
- ▶ Where cross cultural approach happens
- ▶ Practical Cross Cultural Approaches
- ▶ Awareness of major differences
- ▶ Cross cultural communication
- ▶ Examine major difference in cultural themes of sin
 - ▶ Discussion questions
- ▶ "Cross" Cultural Approach of Paul

Culture

- ▶ the customary beliefs, social forms, and material traits of a racial, religious, or social group
- ▶ also : the characteristic features of everyday existence (such as diversions or a way of life) shared by people in a place or time

How is culture
identified?



Culture expressed in language



Uniquely identifiable
group with similar
ways of thinking and
viewing the world



Discussion

- ▶ Can anyone name a word either in English or another language that is not easily translated?
- ▶ Can someone belong to more than one culture?
- ▶ If language and communication identifies a culture, how does non-verbal forms of communication apply? What is a non-verbal communication that is unique to a particular culture?

Why Cross- Cultural Approach?

Micah 4:1-2,6-7

1. Micah 4:1 In the last days the mountain of the LORD's temple will be established as the highest of the mountains; it will be exalted above the hills, and peoples will stream to it.
2. 2 Many nations will come and say, "Come, let us go up to the mountain of the LORD, to the temple of the God of Jacob. He will teach us his ways, so that we may walk in his paths." The law will go out from Zion, the word of the LORD from Jerusalem.
3. Mic. 4:6-7 NIV 6 "In that day," declares the LORD, "I will gather the lame; I will assemble the exiles and those I have brought to grief.
4. 7 I will make the lame my remnant, those driven away a strong nation. The LORD will rule over them in Mount Zion from that day and forever.

Matt 28:19

- ▶ 19 a"Go therefore and bmake disciples of call the nations, dbaptizing them in the name of the Father and the Son and the Holy Spirit,
- ▶ 20 teaching them to observe all that I commanded you; and lo, al am with you 1always, even to bthe end of the age."

Mark 16:15

- ▶ 15 He said to them, "Go into all the world and preach the gospel to all creation.
- ▶ 16 Whoever believes and is baptized will be saved, but whoever does not believe will be condemned.

Rev 7:9-14

- ▶ 9 After this I looked, and there before me was a great multitude that no one could count, from every nation, tribe, people and language, standing before the throne and before the Lamb. They were wearing white robes and were holding palm branches in their hands.
- ▶ 10 And they cried out in a loud voice: "Salvation belongs to our God, who sits on the throne, and to the Lamb."
- ▶ 11 All the angels were standing around the throne and around the elders and the four living creatures. They fell down on their faces before the throne and worshiped God,
- ▶ 12 saying: "Amen! Praise and glory and wisdom and thanks and honor and power and strength be to our God for ever and ever. Amen!"
- ▶ 13 Then one of the elders asked me, "These in white robes-- who are they, and where did they come from?"
- ▶ 14 I answered, "Sir, you know." And he said, "These are they who have come out of the great tribulation; they have washed their robes and made them white in the blood of the Lamb."

Rev 14:6

- ▶ 6 Then I saw another angel flying in midair, and he had the eternal gospel to proclaim to those who live on the earth-- to every nation, tribe, language and people.

Gal 3:26-29

- ▶ 26 So in Christ Jesus you are all children of God through faith,
- ▶ 27 for all of you who were baptized into Christ have clothed yourselves with Christ.
- ▶ 28 There is neither Jew nor Gentile, neither slave nor free, nor is there male and female, for you are all one in Christ Jesus.
- ▶ 29 If you belong to Christ, then you are Abraham's seed, and heirs according to the promise.

Gen 11:1-9

- ▶ 1 Now the whole world had one language and a common speech.
- ▶ 2 As people moved eastward,¹ they found a plain in Shinar² and settled there.
- ▶ 3 They said to each other, "Come, let's make bricks and bake them thoroughly." They used brick instead of stone, and tar for mortar.
- ▶ 4 Then they said, "Come, let us build ourselves a city, with a tower that reaches to the heavens, so that we may make a name for ourselves; otherwise we will be scattered over the face of the whole earth."
- ▶ 5 But the LORD came down to see the city and the tower the people were building.
- ▶ 6 The LORD said, "If as one people speaking the same language they have begun to do this, then nothing they plan to do will be impossible for them.
- ▶ 7 Come, let us go down and confuse their language so they will not understand each other."
- ▶ 8 So the LORD scattered them from there over all the earth, and they stopped building the city.
- ▶ 9 That is why it was called Babel¹-- because there the LORD confused the language of the whole world. From there the LORD scattered them over the face of the whole earth.

Acts 2:4-12

- ▶ 4 All of them were filled with the Holy Spirit and began to speak in other tongues¹ as the Spirit enabled them.
- ▶ 5 Now there were staying in Jerusalem God-fearing Jews from every nation under heaven.
- ▶ 6 When they heard this sound, a crowd came together in bewilderment, because each one heard their own language being spoken.
- ▶ 7 Utterly amazed, they asked: "Aren't all these who are speaking Galileans?"
- ▶ 8 Then how is it that each of us hears them in our native language?
- ▶ 9 Parthians, Medes and Elamites; residents of Mesopotamia, Judea and Cappadocia, Pontus and Asia,¹
- ▶ 10 Phrygia and Pamphylia, Egypt and the parts of Libya near Cyrene; visitors from Rome
- ▶ 11 (both Jews and converts to Judaism); Cretans and Arabs-- we hear them declaring the wonders of God in our own tongues!"
- ▶ 12 Amazed and perplexed, they asked one another, "What does this mean?"

When the gospel is properly conveyed, it elevates humanity in all its expressions and honors God; it unifies the division created through misunderstanding and ill-will between people groups; but the gospel also unifies the person with God

Discussion

- ▶ What “cultures” do you see that needs “crossing” today around you?
- ▶ Christianity is sometimes seen as culturally divisive. Name some ways this has been the case recently. Why is this and what can we do to help correct this perception?
- ▶ In a globalized interconnected world, think about what language is becoming; what does that mean for us and the world? What significance does the unique vocab of youth say about cross cultural approaches?



Where cross
cultural approach
happens



National Conference of State Legislatures

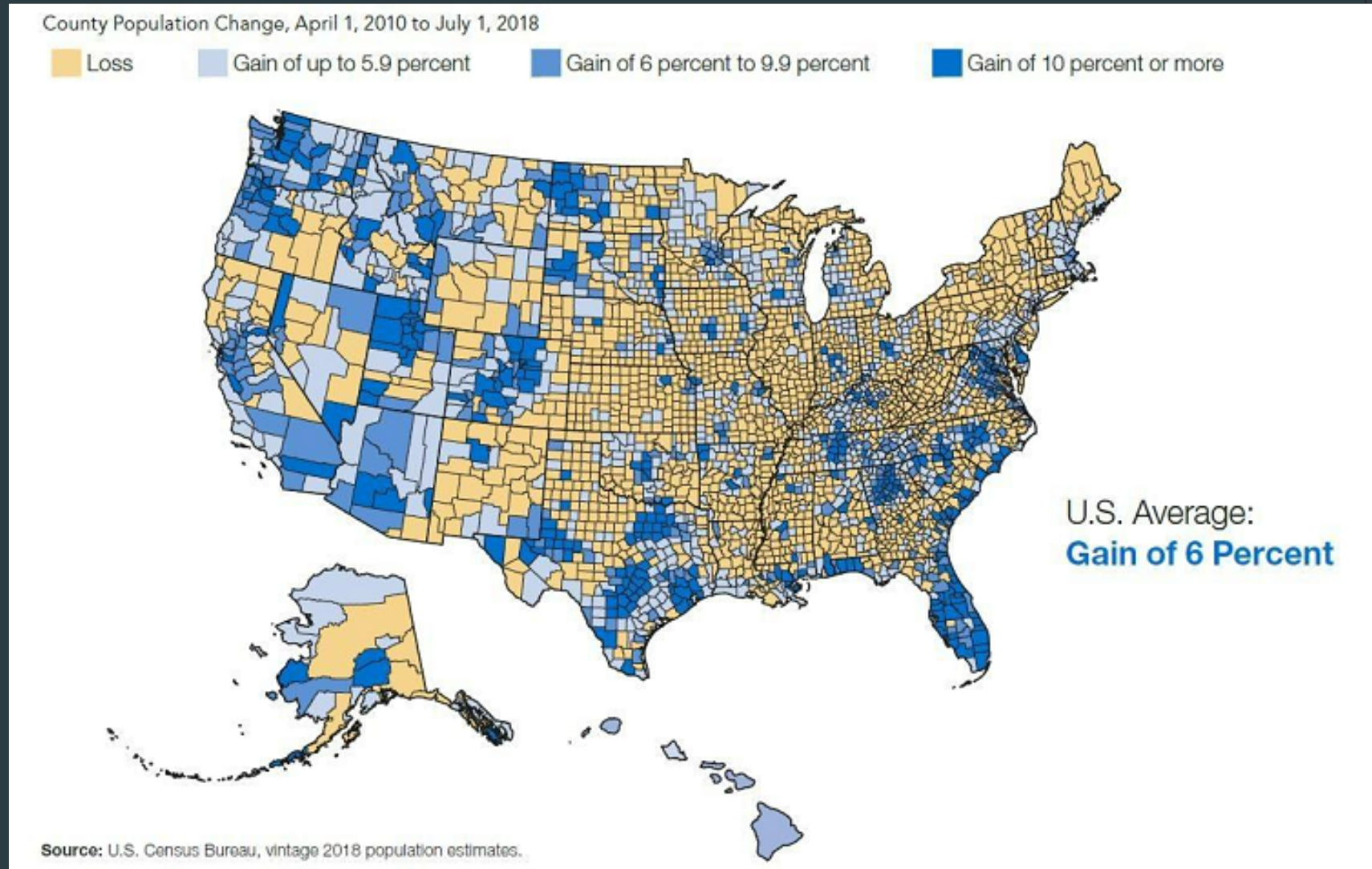
U.S. demographic trends so far, and in the possible future

D'Vera Cohn

Senior writer/editor

[@allthingscensus](#)

South and West outpace other regions



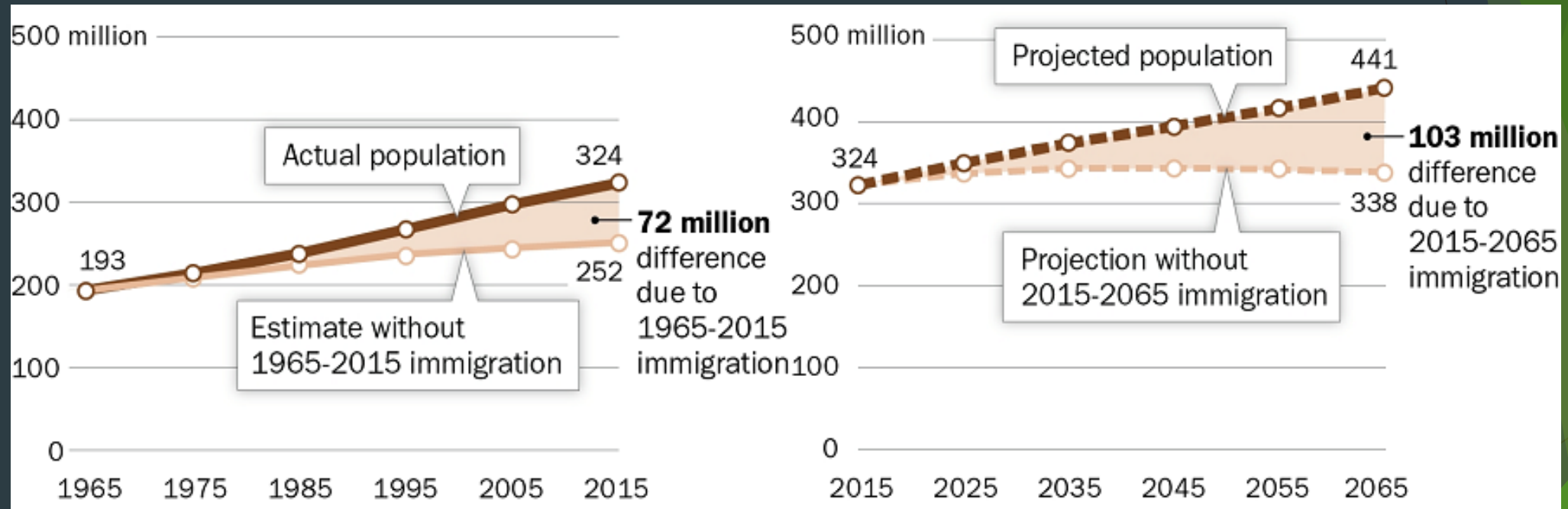
“America’s Changing Population: What to Expect in the 2020 Census,” Population Reference Bureau, June 2019

Immigrants and their descendants and U.S. population growth

% of U.S. Population

1965-2015

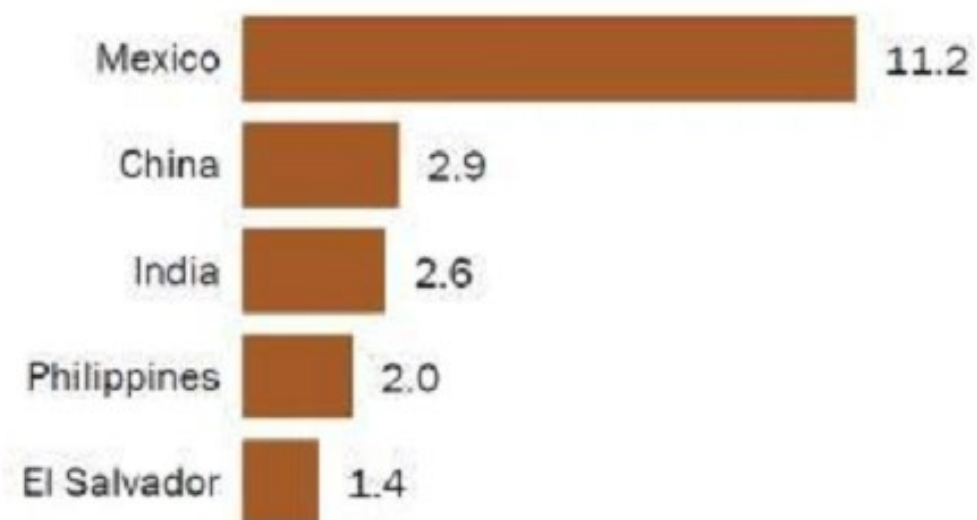
2015-2065



Source: Pew Research Center population estimates based on adjusted census data.

Mexico, China and India are top birthplaces for immigrants in the U.S.

Top five countries of birth for immigrants in the U.S. in 2017, in millions

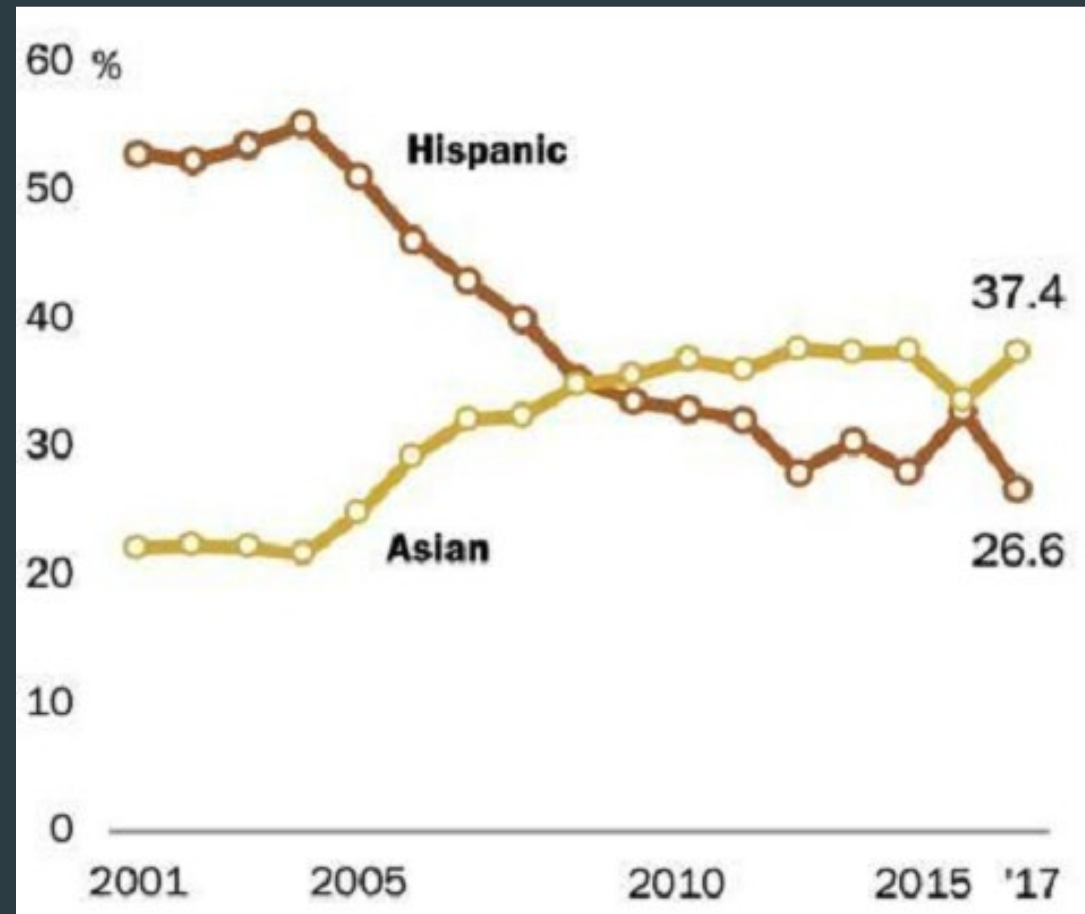


Note: China includes Taiwan and Hong Kong.

Source: Pew Research Center tabulations of 2017 American Community Survey (1% IPUMS).

Among new immigrant arrivals, Asians outnumber Hispanics

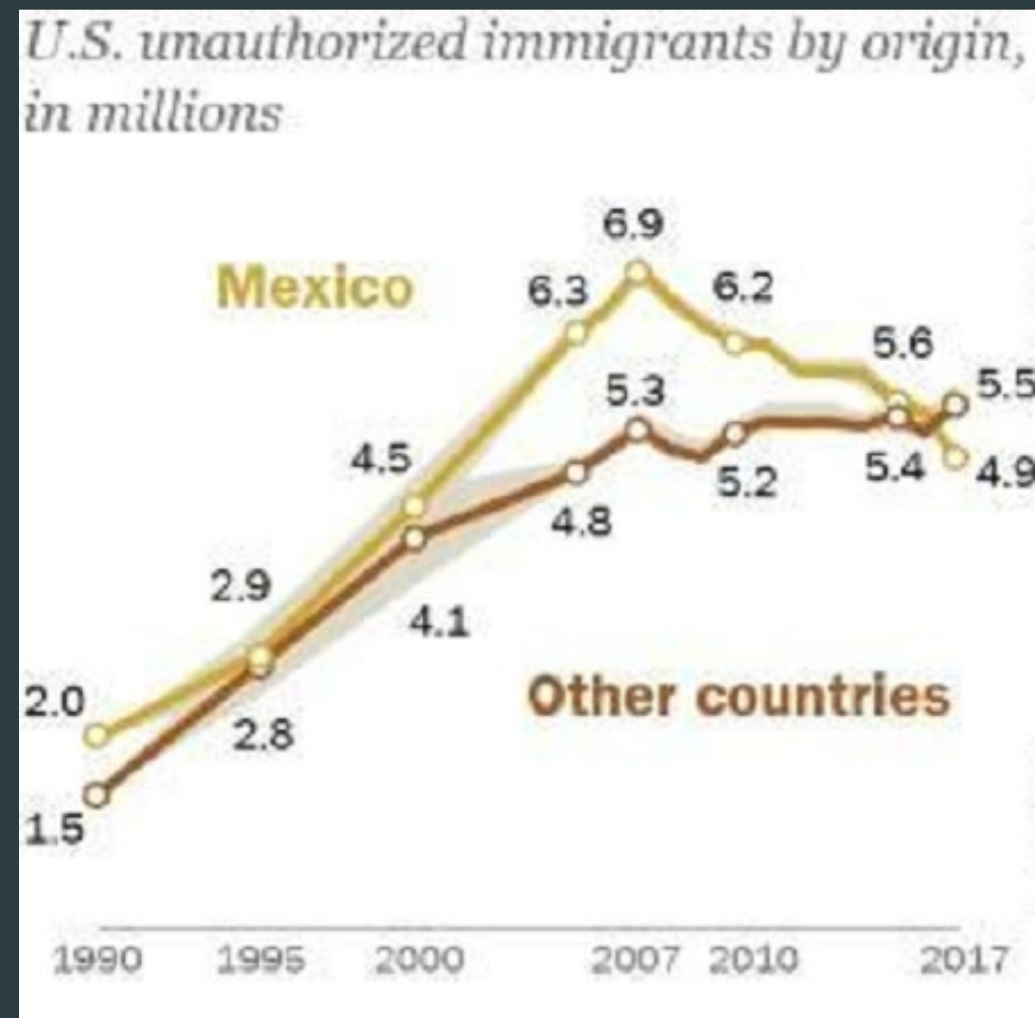
% of immigrants arriving to the U.S. in each year who are ...



Note: Figures for 2001-2004 based on household population, excluding group quarters. 2017 figure includes arrivals from Jan. 1-Apr. 1, 2016. Race and ethnicity based on self-reports. Asians include only non-Hispanics. Hispanics are of any race.

Source: Pew Research Center tabulations of 2001-2016 American Community Surveys (IPUMS)

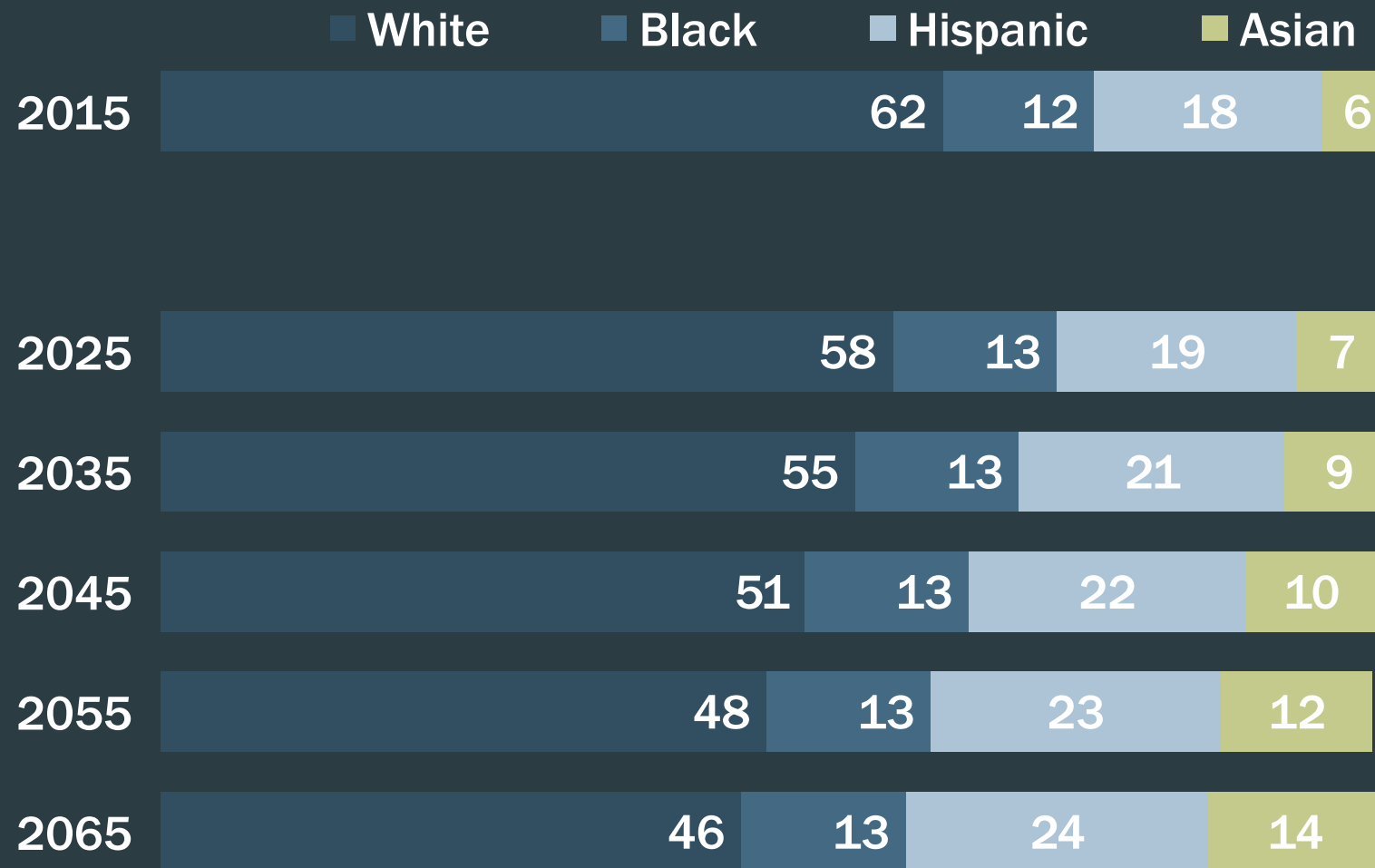
Mexican immigrant decline driven by fall in Mexican unauthorized immigrant population



Note: Shading surrounding line indicates high and low points of the estimated 90% confidence interval. Data labels are for 1990, 1995, 2000, 2005, 2007, 2010, 2015 and 2017. Source: Pew Research Center estimates for 2005-2017 based on augmented American Community Survey data from Integrated Public Use Microdata Series (IPUMS); for 1990, 1995 and 2000 based on augmented March supplements to Current Population Survey.

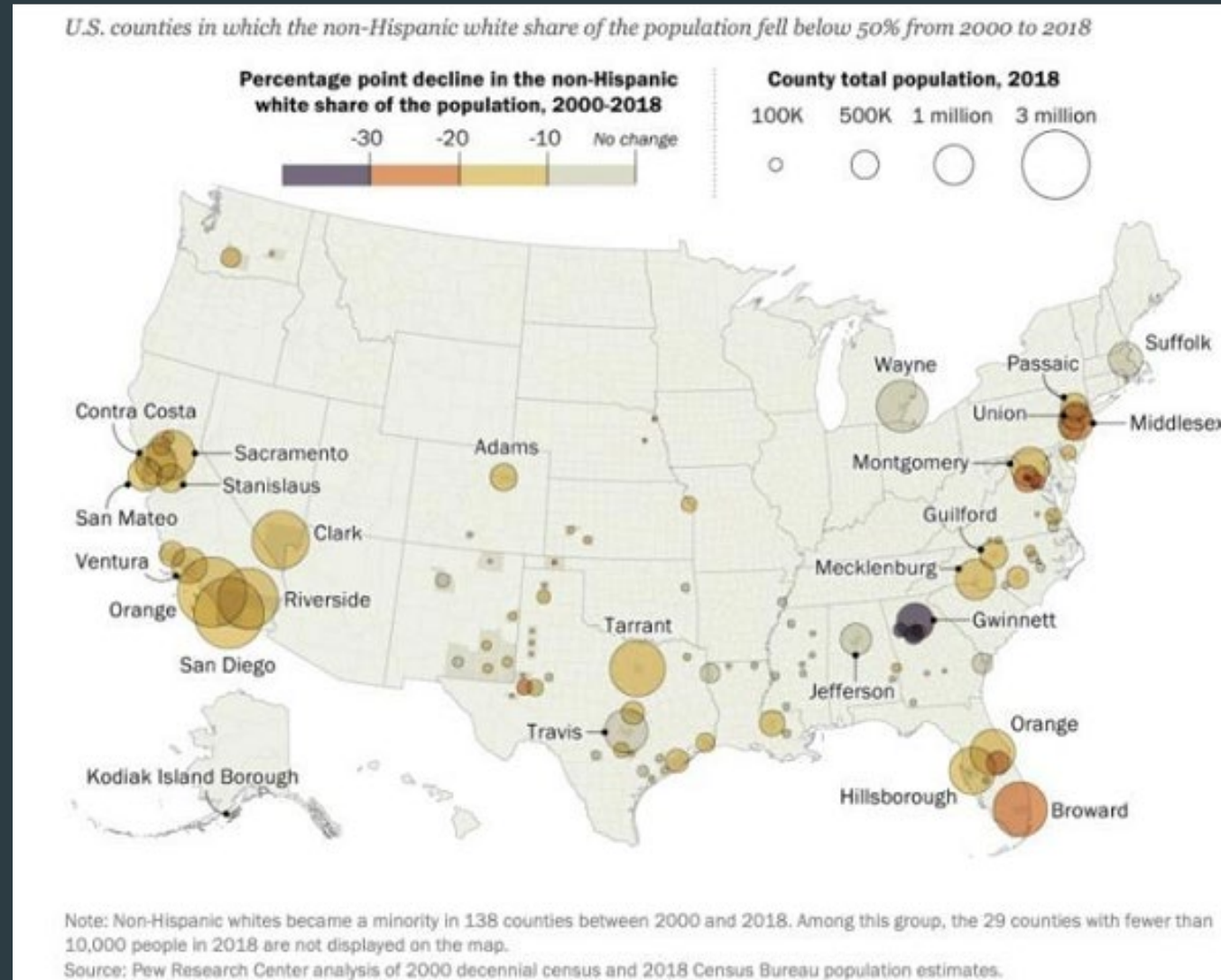
Racial and ethnic change to continue in future decades

% of total U.S. population



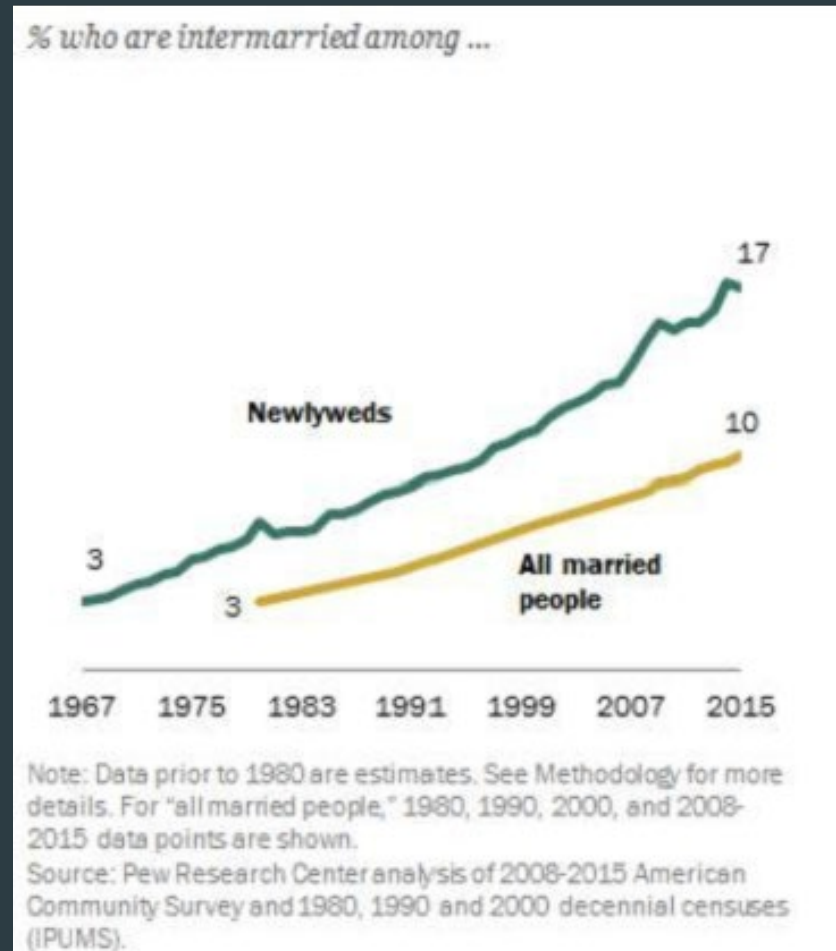
Note: Whites, blacks and Asians include only those who are not Hispanic. Hispanics are of any race. Other races not shown.
Source: Pew Research Center population estimates and projections (2015)

Counties where white population share fell below 50% between 2000 and 2018



<https://www.pewresearch.org/fact-tank/2019/08/21/u-s-counties-majority-nonwhite/>

Since 1967, a steady rise in intermarriage in the U.S.



Key facts about race and marriage, 50 years after Loving v. Virginia <https://www.pewresearch.org/fact-tank/2017/06/12/key-facts-about-race-and-marriage-50-years-after-loving-v-virginia/>

Religions

Explore religious groups in the U.S. by tradition, family and denomination

Christian	70.6%	Non-Christian Faiths	5.9%
▶ Evangelical Protestant	25.4%	Jewish	1.9%
▶ Mainline Protestant	14.7%	Muslim	0.9%
▶ Historically Black Protestant	6.5%	Buddhist	0.7%
Catholic	20.8%	Hindu	0.7%
▶ Mormon	1.6%	Other World Religions	0.3%
▶ Orthodox Christian	0.5%	▶ Other Faiths	1.5%
Jehovah's Witness	0.8%	Unaffiliated (religious "nones")	22.8%
▶ Other Christian	0.4%	Atheist	3.1%
		Agnostic	4.0%
		▶ Nothing in particular	15.8%
		Don't know	0.6%





Practical Cross
Cultural Approaches:
Awareness of major
differences

family pack sundays

presented by

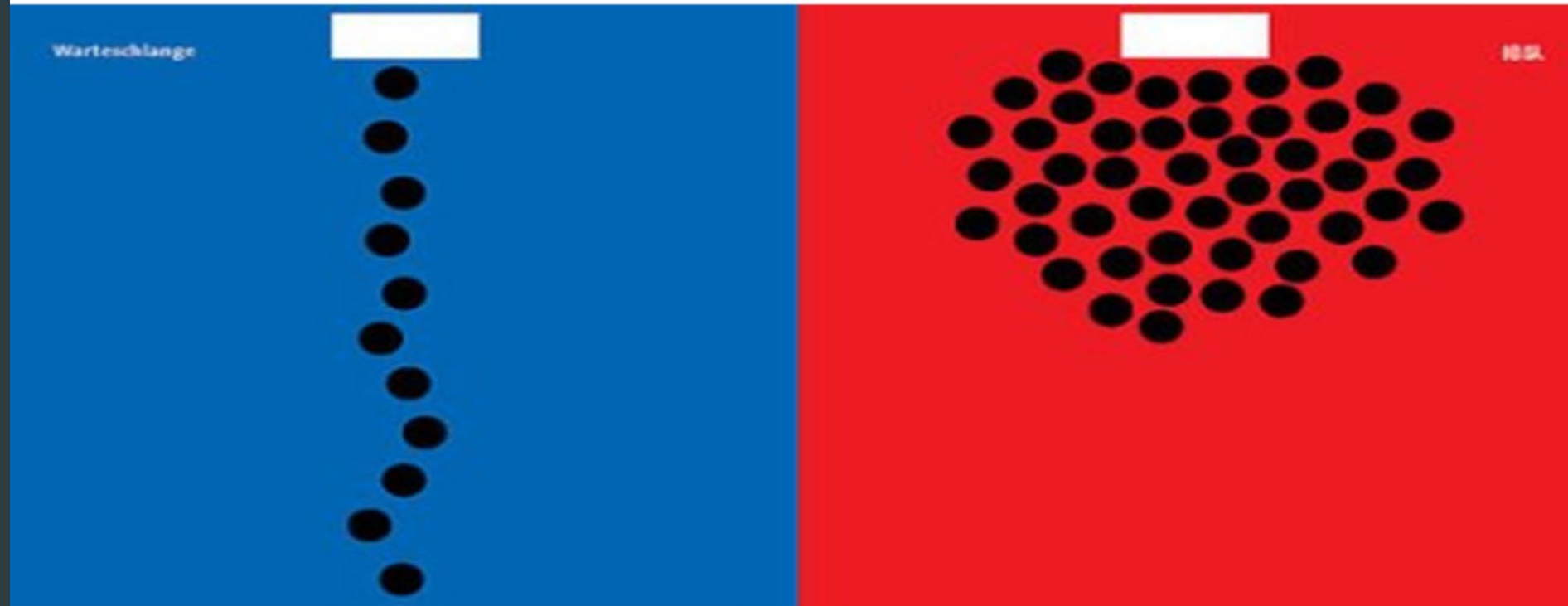


Shumai Dumplings

NEW! Family Pack



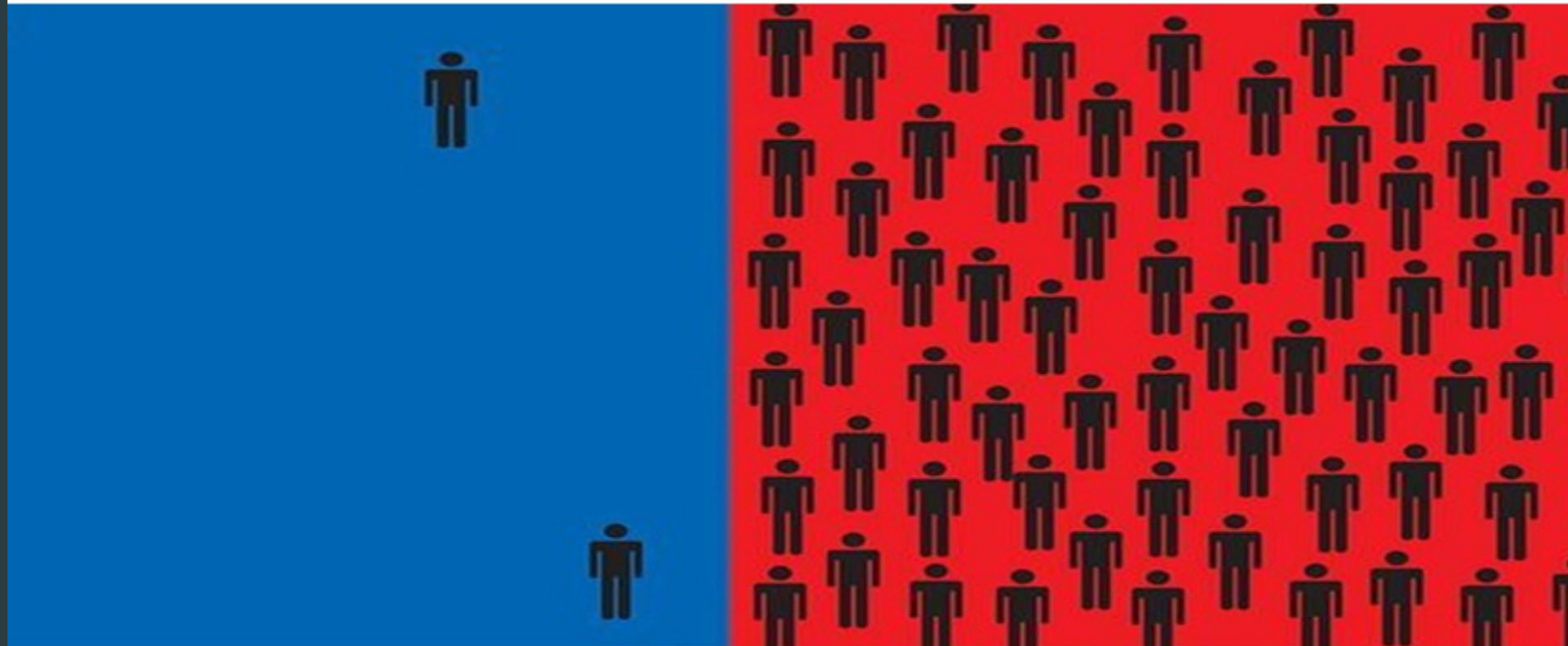
Queue when Waiting



Westerners: Queuing in an orderly manner

Asians: Queuing?! What's that?

Sundays on the Road



Westerners: individualism, think of himself or herself

Asians: enjoy gathering with family and friends, solving their problems, and know each other's business

Way of Life

Lebensstil



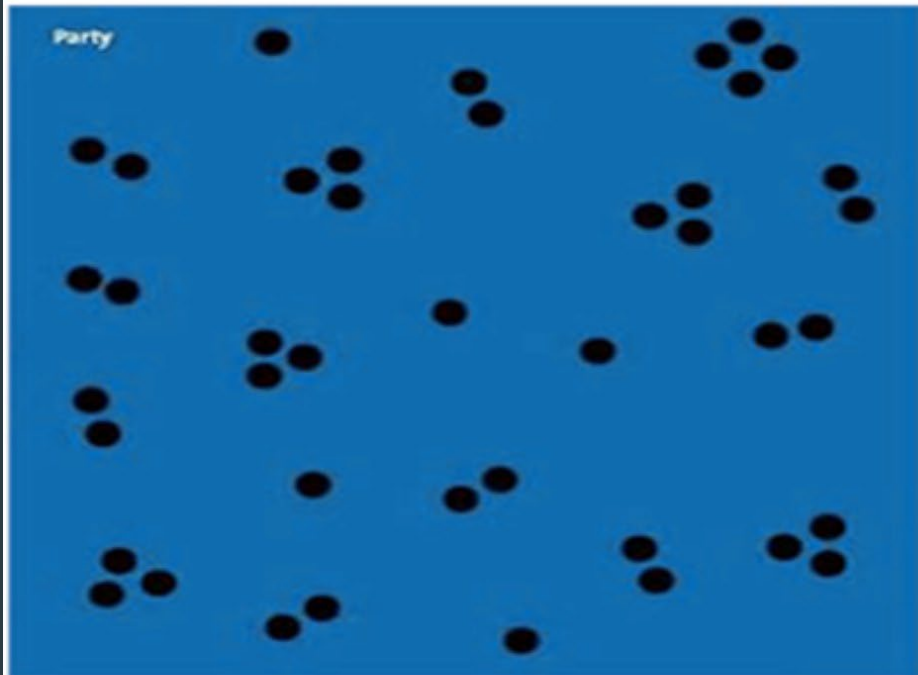
Westerners: individualism, think of himself or herself

生活方式

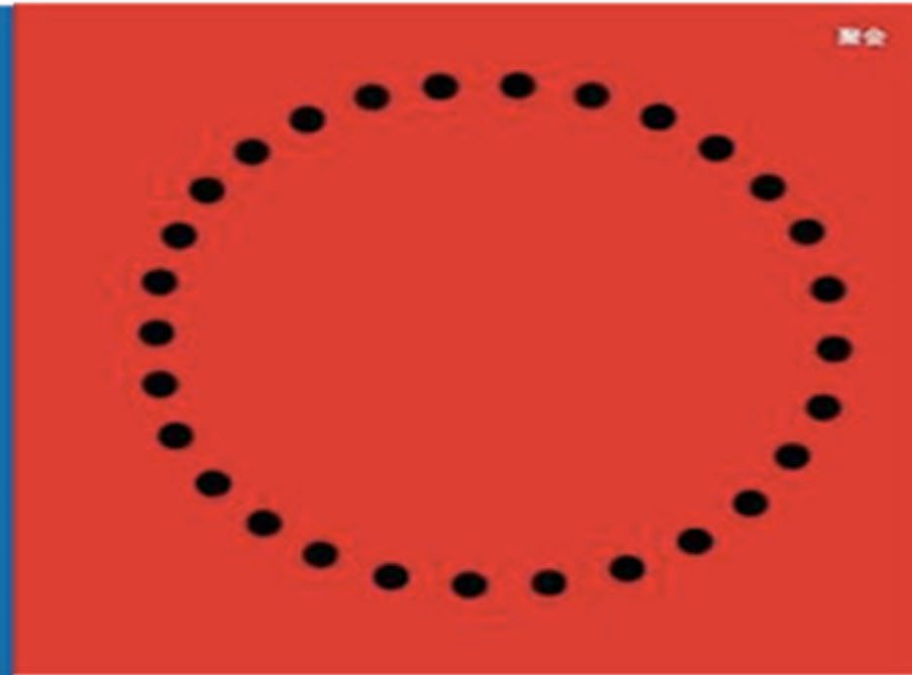


Asians: enjoy gathering with family and friends, solving their problems, and know each other's business

Party



Westerners: Only gather with their own group

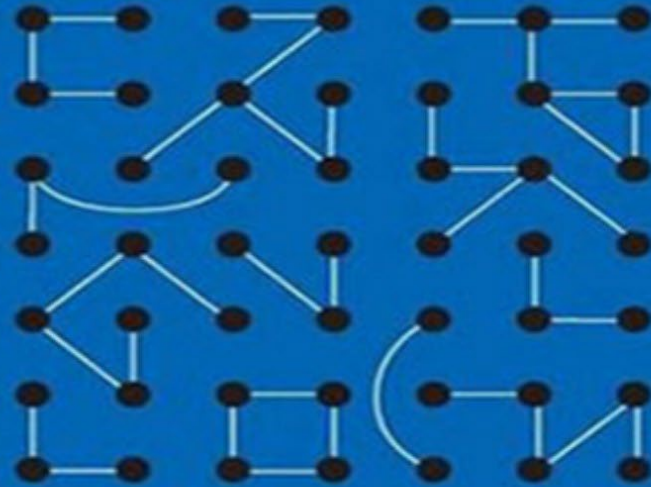


Asians: All focus on the one activity that is hosted by the CEO

Each enter a business

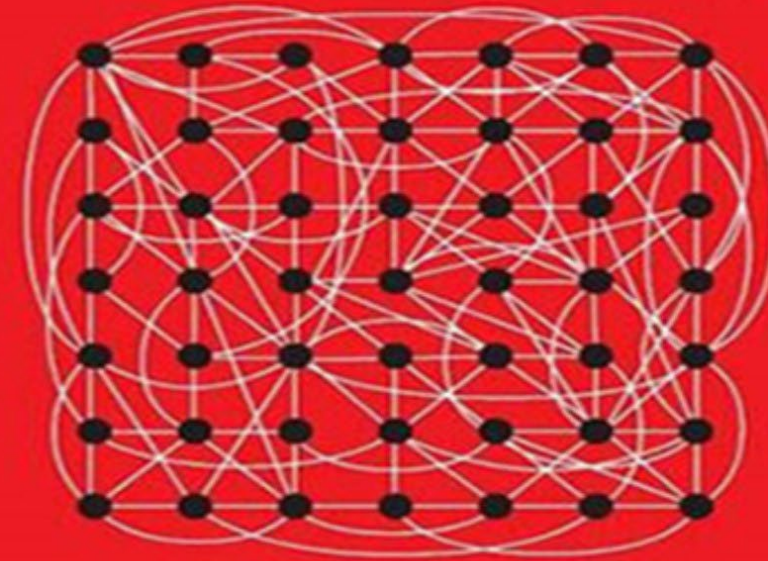
Contacts

Kontakte



Westerners: Contact to related person only

人际关系



**Asians: Contact everyone everywhere,
business very successful**

Opinion

Meinung



Westerners: Talk to the point

意見



Asians: Talk around the circle, especially if opinions are different

Punctuality

Pünktlichkeit



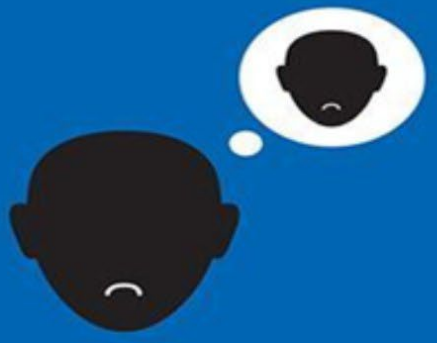

Westerners: on time

准时

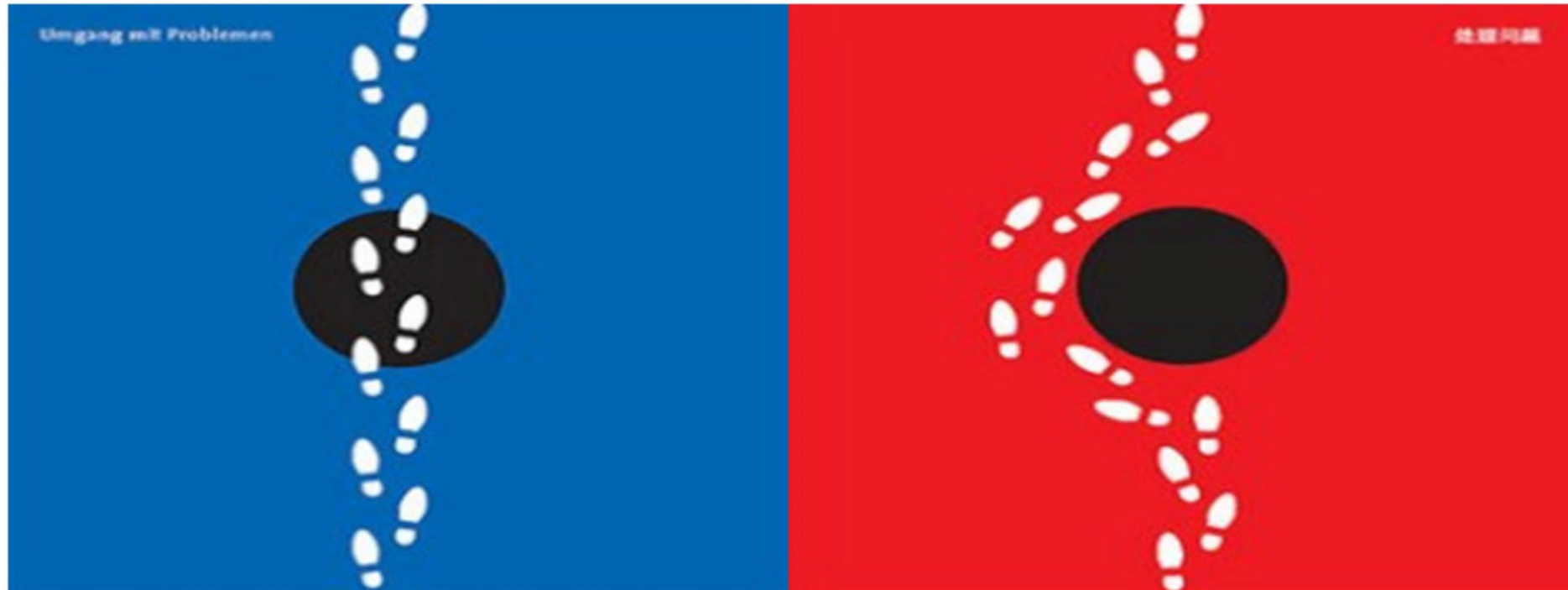


Asians: in time

Anger

<p>Ärger</p> 	<p>对待愤怒</p> 
<p>Westerners: Show that I am angry</p>	<p>Asians: I am angry, but still smiling... (Beware!)</p>

Handling of Problems



Westerners: Take any steps to solve the problems

Asians: Try to avoid conflicts, and if can, don't leave any trail

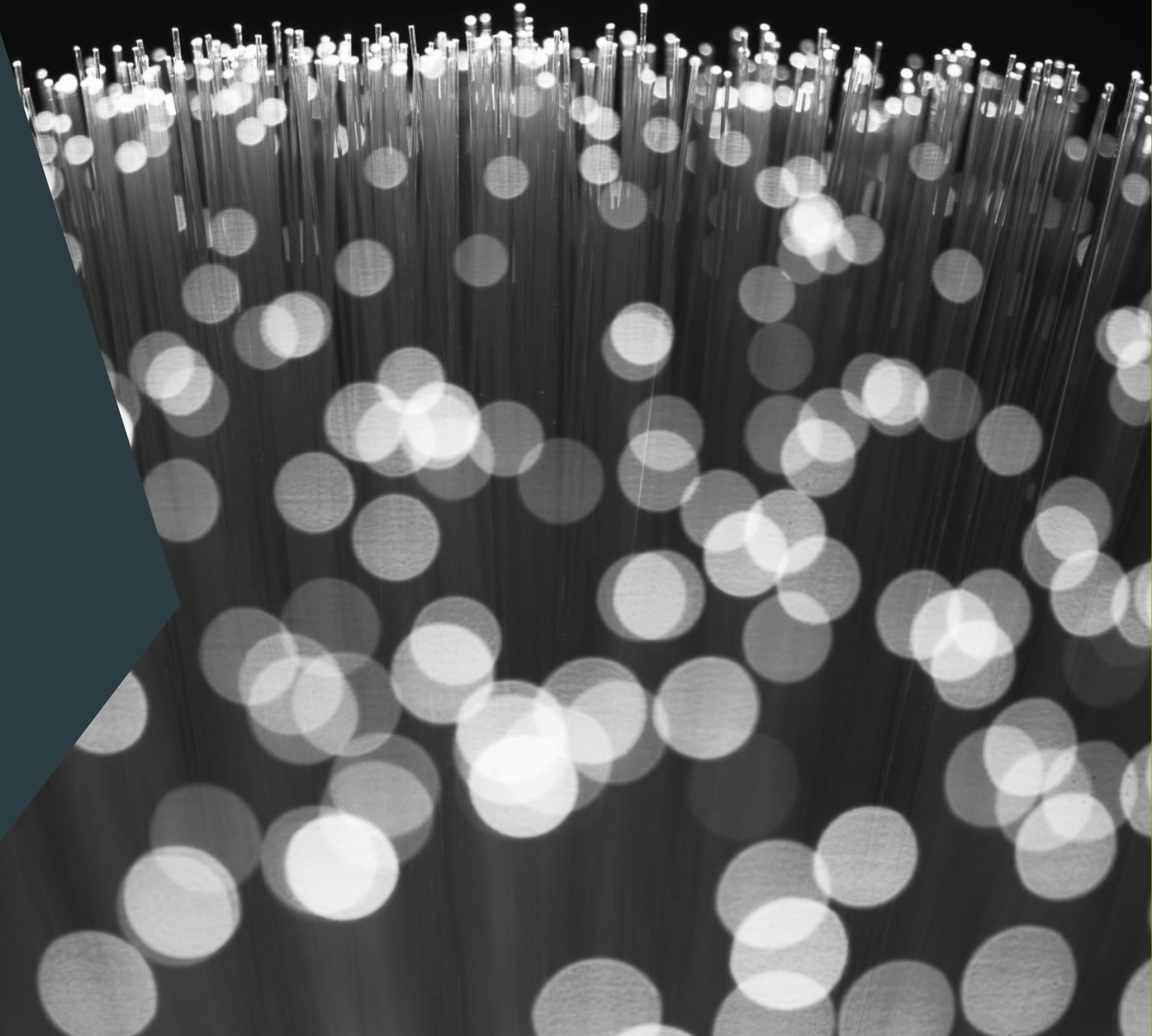
Three meals a day



Westerners: Good meal for once a day is sufficed

Asians: At least 3 good meals a day

Cross-Cultural Communication



Emojis

- ▶ Happy

- ▶ West :)

- ▶ East ^ ^

- ▶ Sad

- ▶ West :(

- ▶ East πππ

- ▶ Surprised

- ▶ West :O

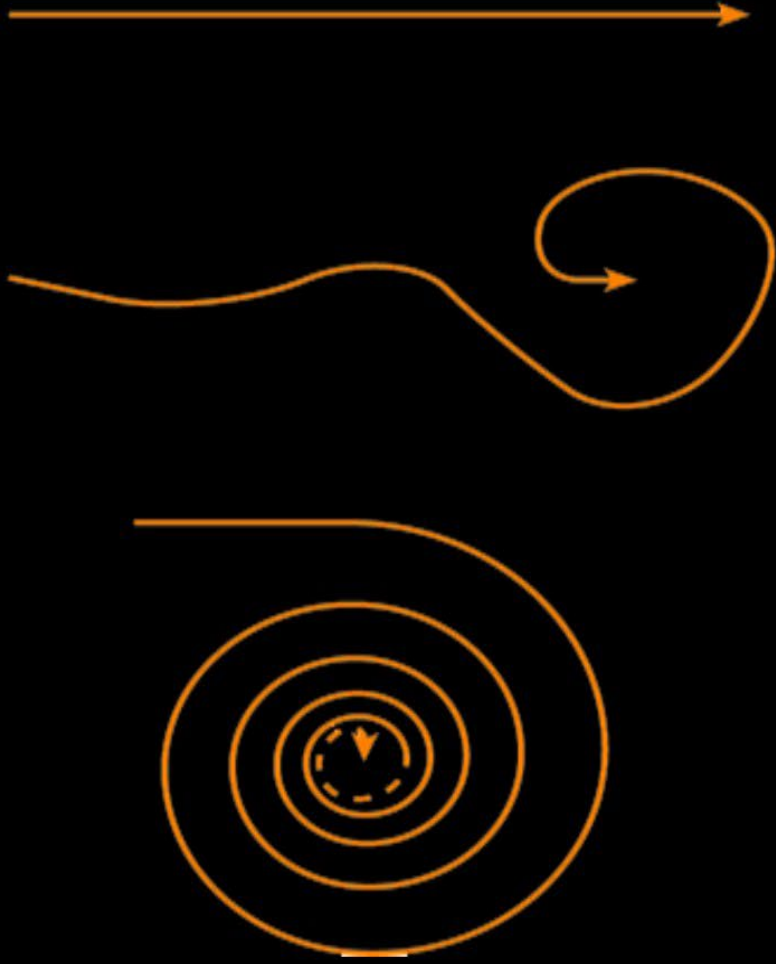
- ▶ East O.O

- ▶ Bored

- ▶ West :

- ▶ East =_ =

Getting to the Point



Characteristics of Three Cultures



Linear-active Culture

A culture whose people are task-oriented, highly-organized planners, preferring to do one thing at a time in the sequence shown in their planner.



Multi-active Culture

An extrovert, people-oriented culture whose members tend to do many things at once, often in an unplanned order.



Reactive Culture

An introvert, respect-oriented culture whose people are reluctant to initiate firm action or opinionated discussion, preferring to listen to and establish the other's position, then react to it and formulate their own.

Cultural Categories



LINEAR-ACTIVE

Talks half the time

Polite but direct

Partly conceals feelings

Dislikes losing face

Rarely interrupts

Uses mainly facts

Truth before diplomacy

Respects officialdom

MULTI-ACTIVE

Talks most of the time

Emotional

Displays feelings

Has good excuses

Often interrupts

Feelings before facts

Flexible truth

Seeks out key person

REACTIVE

Listens most of the time

Polite, indirect

Conceals feelings

Must not lose face


Doesn't interrupt

Statements are promises

Diplomacy over truth

Uses connections

Cultural Types




Linear-active Culture
A culture whose people are task-oriented, highly-organized planners, preferring to do one thing at a time in the sequence shown in their planner.

LINEAR-ACTIVE

**cool
factual
decisive
planners**

MULTI-ACTIVE


**warm
emotional
loquacious
impulsive**



Multi-active Culture
An extrovert, people-oriented culture whose members tend to do many things at once, often in an unplanned order.

mediators

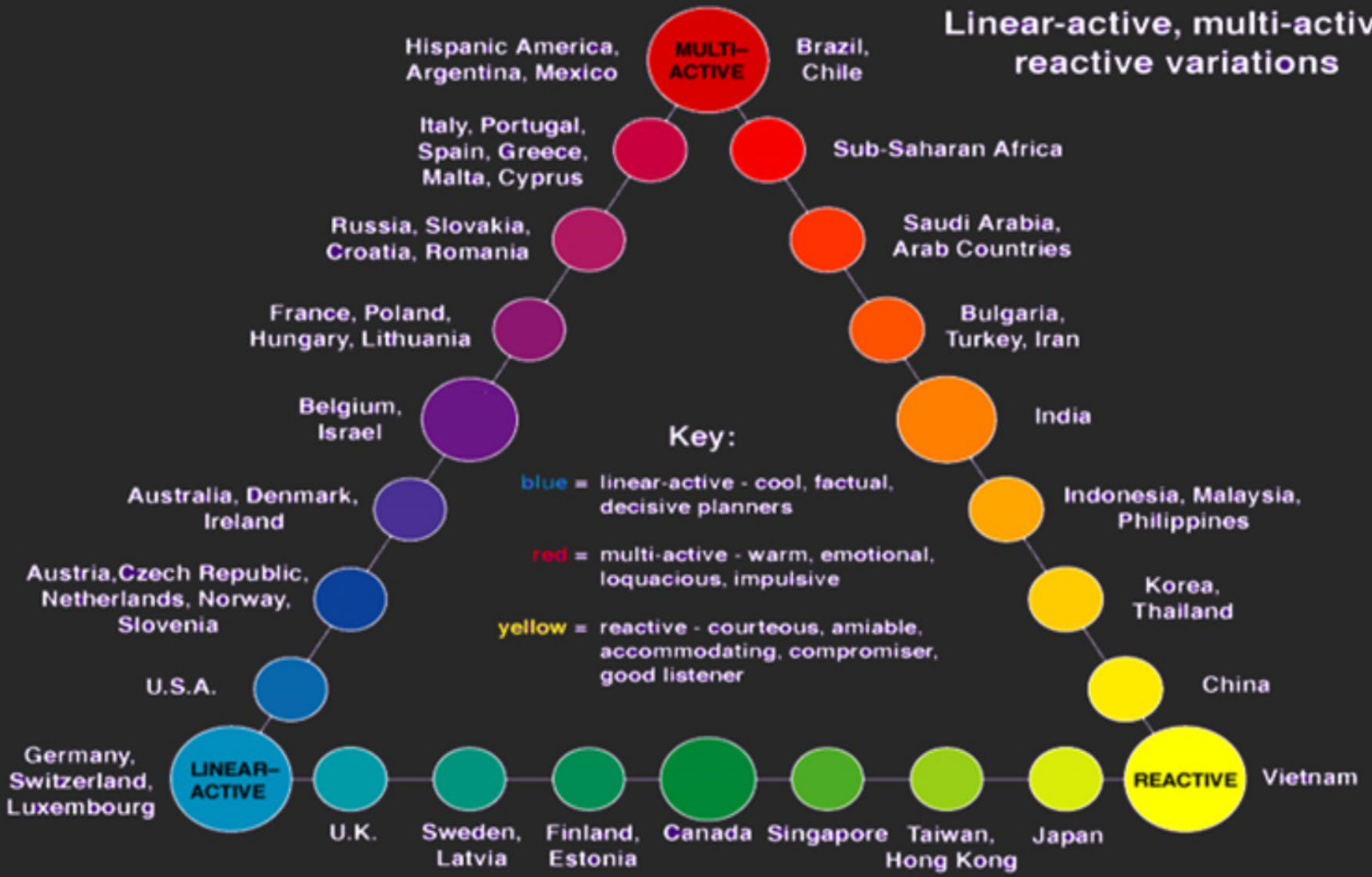
**courteous
amiable
accommodating
compromisers**



Reactive Culture
An introvert, respect-oriented culture whose people are reluctant to initiate firm action or opinionated discussion, preferring to listen to and establish the other's position, then react to it and formulate their own.

REACTIVE

Linear-active, multi-active, reactive variations



Presentation Styles

RESERVED	Quiet	Loud and Clear	EXTROVERTED
	Unhurried	Brisk	
For:	Polite	Direct	For:
UK	Impersonal	Personal	USA
Germany	Restricted body language	Over body language	France
Nordics	Reserved	Theatrical	Latin America
Asians	Recommending	Persuasive	Australia
Netherlands	Medium eye contact	Strong eye contact	Arabs
Canada	Soft sell	Hard sell	

Negotiation Style



Linear-active Culture

- **TIME IS MONEY**
- Demonstrate & look for technical competence
- Place facts before sentiments, logic before emotion
- Be deal oriented, with a view to immediate achievement & results



Multi-active Culture

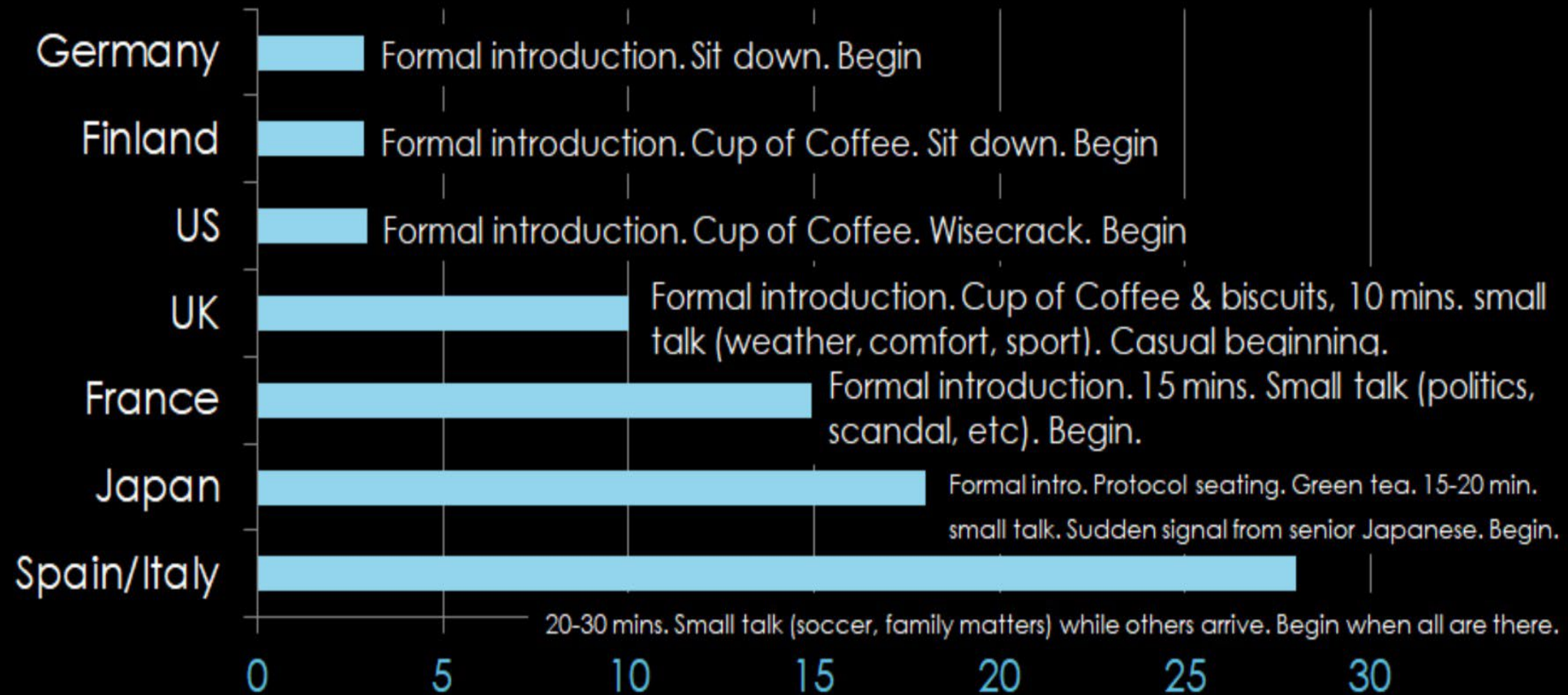
- **NEGOTIATION IS AN ART**
- Rely on their eloquence & ability to persuade
- Use human force as an inspirational factor
- Complete human transactions emotionally



Reactive Culture

- **BUILDING UP TRUST IS KEY**
- Dominate with knowledge, patience & quiet control
- Display modesty & courtesy
- Create a harmonious atmosphere

Beginning a Meeting Time



Culture/ Country	Preferred Resolution Style	Cultural Value	Preference for	Distrust of
WESTERN: White North Americans, Northern Europeans, New Zealanders	Discussion	Directness Low Context Verbal Communic ation	Low emotion with discussion directly with conflicting parties	Emotional display considered dangerous or unhelpful

Culture/ Country	Preferred Resolution Style	Cultural Value	Preference for	Distrust of
African- American, Central & South American, Southern European, Russian, Israeli	Engagement	Verbal communica tion with more intensity	High emotion with much discussion directly with conflicting parties	Low emotion considered insincere & uncommitt ed

Culture/ Country	Preferred Resolution Style	Cultural Value	Preference for	Distrust of
MIDDLE EASTERN, Arabic, and some African countries	Dynamic	Indirect but emotionally intense	Story, hyperbole, use of intermediarie s who express conflict between two parties	Direct communic ation considered rude

Culture/ Country	Preferred Resolution Style	Cultural Value	Preference for	Distrust of
ASIANS, Native North American, Some Latin Countries: Mexico & Peru	Accommo dation	Control of emotions, superficial harmony	Ambiguous speech	Emotional display considered inappropria te

We've lost the art of being able to communicate through not just facts and figures like a news report but to be able to communicate what is on our hearts and how our narrative, how our life experiences, and how our history shapes who we are, and so we have lost the passionate and important art of storytelling.

A battle of messages

"I've got a point to make. I need you to hear me, and I need you to get what I have to say, and that's that."

A learning conversation

"You know something. I know something. Let's journey together so that we can learn together."

1. Seek to understand, Not to be understood

- What are my assumptions?
- What am I missing?
- What questions could I ask to better understand the situation?

2. Be aware of your own feelings

- What is my body telling me now in terms of stress reaction?
- How do I feel?
- How can I practice mindfulness to focus?

3. Look for clues and experiment

- What cultural styles could be in operation?
- How could I test my interpretation?
- What will I do if my interpretation is wrong?

Discussion

- ▶ Read the story of the fall: Gen 2:19 - 3:24; if time permits, read the story of the prodigal son: Luke 15:11-32
- ▶ What parts of the story speak to the guilt-innocence themes and what parts speak to the shame-honor themes?

Guilt - Shame Cultures

Cultural Values



GUILT

Individual sin

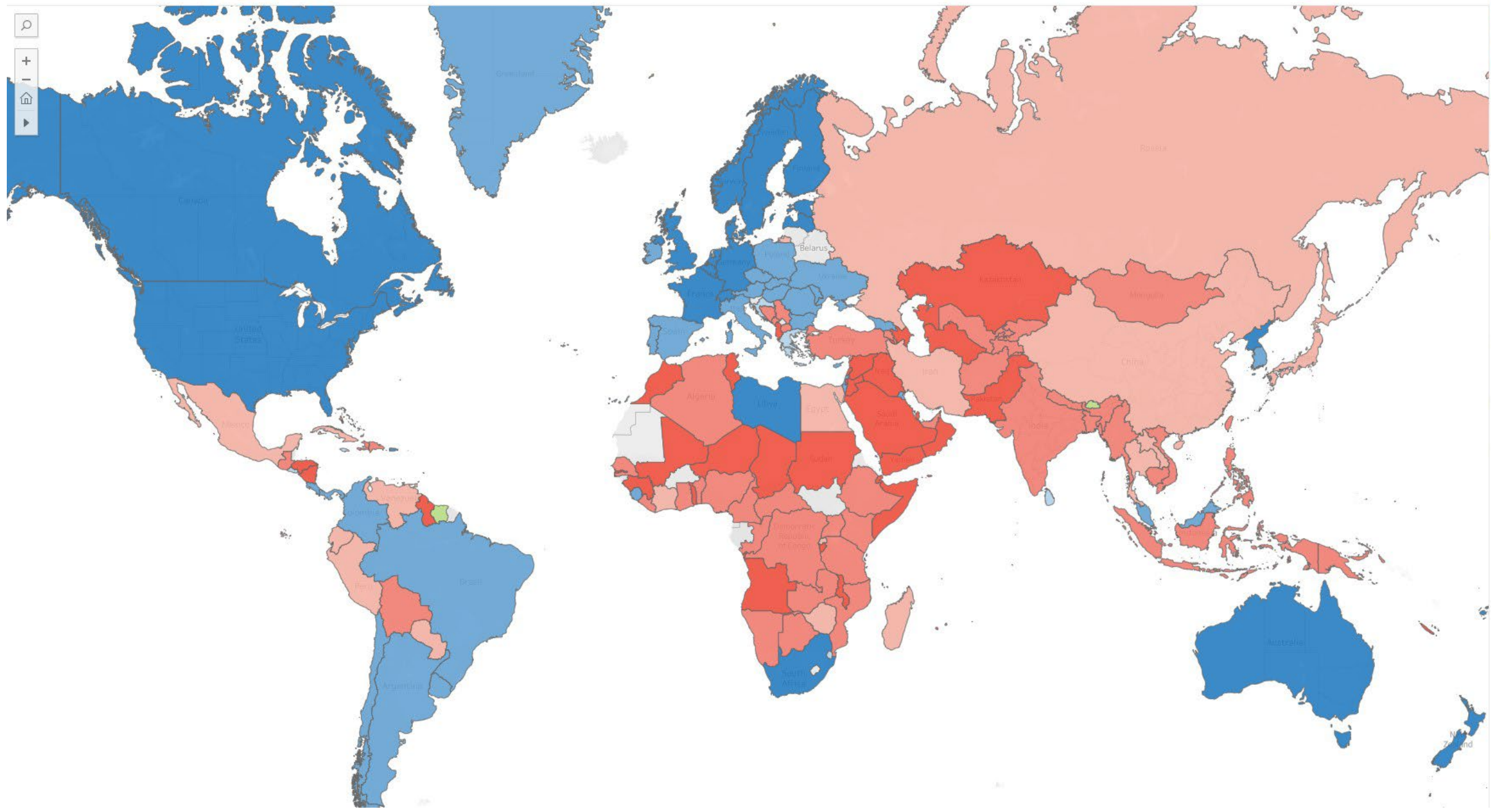
- An individual has an individual action that he/she commits
- Therefore, the responsibility is on the individual
- Individual guilt can be confessed; it can be done away with, with good action

SHAME

Corporate sin

- Not just what happens to the individual when one sin but that the community has sinned
- So it changes the community
- Shame must be changed by how a person is perceived by the community, and it is a change not only in an action but in the status of that person within the community.

Global Map of Culture Types



“Cross”-cultural Approach of Paul

1Cor 9:19-23

- ▶ 19 Though I am free and belong to no one, I have made myself a slave to everyone, to win as many as possible.
- ▶ 20 To the Jews I became like a Jew, to win the Jews. To those under the law I became like one under the law (though I myself am not under the law), so as to win those under the law.
- ▶ 21 To those not having the law I became like one not having the law (though I am not free from God's law but am under Christ's law), so as to win those not having the law.
- ▶ 22 To the weak I became weak, to win the weak. I have become all things to all people so that by all possible means I might save some.
- ▶ 23 I do all this for the sake of the gospel, that I may share in its blessings.

“Cross”- cultural Approach of Paul

- ▶ Let go of your privilege
- ▶ Adopt a servant posture
- ▶ Be all things to all in wisdom

Books / Resources

- ▶ **Ministering in Honor-Shame Cultures: Biblical Foundations and Practical Essentials Paperback** – September 1, 2016
by Jayson Georges (Author), Mark D. Baker (Author)
- ▶ **Christ and Culture**, H. Richard Niebuhr
- ▶ **“Conflict Resolution: Cross-Cultural Perspectives,”** Avruch and Black