



Language Links

Culture Corner

New Zealand - Etiquette and Customs

Relationships & Communication



- . New Zealanders can be somewhat reserved, especially with people they do not know.
- . Once they develop a personal relationship, they are typically friendly, outgoing and social.
- . Do not appear too forward or overly friendly towards New Zealanders.
- . They respect people who are honest, direct, and demonstrate a sense of humor.
- . New Zealanders trust people until they are given a reason not to.
- . If this happens in business, the breach will be difficult to repair and business dealings may cease or become more difficult.

Business Meeting Etiquette



- . Appointments are usually necessary and should be made at least one week in advance by telephone, fax or email.
- . It is generally easy to schedule meetings with senior level managers if you are coming from another country, however the meeting should be planned well in advance.
- . It can be difficult to schedule meetings in December and January since these are the prime months for summer vacation.
- . Arrive at meetings on time or even a few minutes early.
- . If you do not arrive on time, your behavior may be interpreted as that you are unreliable or that you think your time is more important than the person with whom you are meeting.
- . Meetings are generally relaxed; however, they are serious events.
- . Expect a brief amount of small talk before getting down to the matter at hand.

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Negotiations

- . The negotiation process takes time, do not rush it.
- . Do not attempt high-pressure sales tactics.
- . Demonstrate the benefits of your services or products rather than talking about them.
- . Do not make promises you cannot keep or offer unrealistic proposals. New Zealanders do not generally trust people who feel the need to oversell!
- . They are quite direct and expect the same in return. They appreciate brevity and are not impressed by having more details than are required.
- . Agreements and proposals must clearly state all points. All terms and conditions should be explained in detail.
- . Stick to the point while speaking.
- . New Zealanders appreciate honesty and directness in business dealings.



By Piyaporn



The Ten Best Vocabulary Learning Tips

- **Tip One: Read, Read, Read!** Most words are learned through context. The more words you're exposed to, the better vocabulary you will have. While you read, pay close attention to words you don't know. First, try to figure out their meanings from context. If the word's meaning still is not understood, look it up. Read and listen to challenging material so that you'll be exposed to many new words.
- **Tip Two: Improve your context skills.** Research shows that the vast majority of words are learned from context. To improve your contextual skills pay close attention to how words are used and the surrounding words.
- **Tip Three: Practice, practice, practice.** Learning a word won't help very much if you promptly forget it. Research shows that it takes from 10 to 20 repetitions to really make a word part of your vocabulary. It helps to write the word - both the definition and a sentence you make up using the word. Using index card, or flashcard applications are great because they can later be reviewed. As soon as you learn a new word, start using it. Don't forget to review your index cards periodically to see if you have forgotten any of your new words.



- **Tip Four: Make up as many associations and connections as possible.** Say the word aloud to activate your auditory memory. Relate the word to words you already know. For example, the word GARGANTUAN (very large) has a similar meaning to the words gigantic, huge, large, etc. You could make a sequence: small, medium, large, very large, GARGANTUAN. List as many things as you can that could be considered GARGANTUAN: Godzilla, the circus fat lady, the zit on your nose, etc. Create pictures of the word's meaning that involve strong emotion, like "The GARGANTUAN creature was going to rip me apart and then eat me!"
- **Tip Five: Use mnemonics (memory tricks).** For example, consider the word EGREGIOUS (extremely bad). Think EGG REACH US - imagine we've made a mistake so bad that they are throwing eggs at us and a rotten EGG REACHes US. Such funny little word pictures will help you remember what words mean, and they are fun to make up.

- **Tip Six: Get in the habit of looking up words you don't know.** If you have a dictionary program on your computer, or your smartphone, keep it open and handy. Google and other Internet services have dictionaries and thesauruses just by highlighting the word and right clicking. Look up any word you are not absolutely sure of. Use a thesaurus when you write to find the word that fits best.
- **Tip Seven: Play with words.** Play Scrabble, Boggle, and do crossword puzzles. These and other word games are available on computers, tablets and smartphones, so you are not dependent on a partner to play.
- **Tip Eight: Use vocabulary lists.** For the serious vocabulary student, there are many books that focus on the words most commonly found in standardized tests, such as the SAT and GRE. There are also many interesting word sites on the Internet, many of which will send you a word a day by email, Check Google App and Apple's App store, they have more than just Candy Crush and Cookie Run.
- **Tip Nine: Take vocabulary tests.** Playing games that test your knowledge will help you learn new words and also let you know how much progress you're making. You can find many great websites and free applications that will help you do this.
- **Tip Ten: Get excited about words!** Come to appreciate the sometimes-subtle differences between them. Do you know the difference between something that denotes something else and something that connotes something else? If not, go look it up. Learn to say what you really mean and discover the joys of being able to express yourself clearly in both speaking and writing. Vocabulary determines the quality of your communication that you can have. Remember: "In the beginning was the word." Until you have a word for something, it does not exist for you. Name it, and you have made your reality richer.

Remember everyone learns differently, so find out which learning style(s) best suit you and enjoy the fun of learning.



Here's the Answer

Adjectives That Describe Personalities

People have different characters, which some are positive and some are negative. Can you answer the questions about adjectives that are used to describe people's personalities below?

a) Someone who talks a lot.

Answer: Chatty - Maria is quite a chatty person. She's always on the phone to friends.



b) Someone who is afraid of things.

Answer: Cowardly - Sylvia is a bit of a coward. She really hates going to the dentist!



c) Someone who is not happy.

Answer: grumpy - My boss is really grumpy. He is not an easy person to get along with.



d) Someone who doesn't like spending money.

Answer: cheap - Phillip is extremely cheap. He never pays for his share of things.



e) Someone who is very neat and well organized.

Answer: tidy - My brother is a tidy person. I'm the opposite; I'm really untidy.



f) Someone who often suffers from bad fortune.

Answer: unlucky - Sabrina is unlucky. Things always seem to go wrong for her.



g) Someone who behaves differently every time you meet them.

Answer: moody - Nina is so moody. Yesterday she said hello; today she just ignored me.



h) Someone who is friendly and kind.

Answer: nice - My best friend Lin is a very nice person. She's always there for me.



i) Someone with a lot of common sense and knowledge.

Answer: wise - My grandfather was such a wise man. He taught me many things.



By Napassawan



Bits and Pieces

Understanding the Meaning of Colors in Color Psychology

The meaning of colors can vary depending on culture and circumstances.

Each color has many aspects to it but you can easily learn the language of color by understanding a few simple concepts, which you will read here.

Non-verbal Communication

Color is a form of non-verbal communication. It is not a static energy and its meaning can change from one day to the next with any individual - it all depends on what energy they are wanting to express at that point in time.



For example, a person may choose to wear red on a particular day and this color may indicate that this is their favorite (personality) color, or they are ready to take action, or they may be passionate about what they are going to be doing that day, or again it may mean that they are feeling angry that day, on either a conscious or subconscious level. All of these are traits of the color red.

The Meaning of Colors

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| Red is the color of energy, passion, action, ambition and determination. It is also the color of anger and sexual passion. | Orange is the color of social communication and optimism. From a negative color meaning it is also a sign of pessimism and superficiality. |
| Yellow is the color of the mind and the intellect. It is optimistic and cheerful. However it can also suggest impatience, criticism and cowardice. | Green is the color of nature. It shows balance and growth. It can mean both self-reliance as a positive and possessiveness as a negative. |
| Blue is the color of trust and peace. It can suggest loyalty and integrity as well as conservatism and frigidity. | Turquoise is the color of communication and clarity of mind. It can also be impractical and idealistic. |
| Purple is the color of the imagination. It can be creative and individual or immature and impractical. | Pink is unconditional love and nurturing. It can also be immature, silly and girlishness. |
| Brown is a friendly yet serious color. It can be a down-to-earth color that relates to security, protection, comfort and material wealth. | Gray is the color of compromise - being neither black nor white; it is the transition between two non-colors. It is unemotional and detached and can be indecisive. |
| White is the purity, innocence, wholeness and completion. It is the color of perfection. White is the most complete and pure color. | Black is the color of the hidden, the secretive and the unknown. It can create an air of mystery, and it keeps things bottled up inside, hidden from the world. |



By Primravee

Adapted from <http://www.empower-yourself-with-color-psychology.com/meaning-of-colors.html>