SESSION 2
BUSINESS CULTURAL INTELLIGENCE QUOTIENT (BCIQ)

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BCIQ EXERCISE

Students should complete the test before the next session and bring their individual scores/results to that session for discussion (complete the questionnaire before 8th February).

Here is the information for the trial visit on the BCIQ platform:

Based on your answers to that questionnaire, you will receive an individualized report on your cultural profile before the practical session to be held on 11th February.
CROSS-CULTURAL COMPETENCE

To what extent the individual is able to:

- Manage stress in an optimal way; be adventurous and enjoy taking risks; remain open to the unfamiliar; be optimistic and positive.
- Welcome new cultural experiences; be motivated to succeed in a new culture; be inherently interested in travel, new foods and novel experiences.
- Have a tolerance for Ambiguity and Uncertainty, be open to change.
- Be extraverted; exhibit a love of people of all cultures; have many cross-cultural relationships; enjoy diversity; incorporate the social customs of the cross-culture group they are in; have a strong liking and need for people; be friendly and sociable; pay attention to verbal and nonverbal cues.
- Become aware of the meaning of body language.

METACOGNITION

To what extent the individual is able to:

- Learn what is appropriate behaviour in a new culture.
- Develop strategies for successful working and living.
- Plan out behaviours that mirror the habits and mannerisms of the dominant culture.
- Execute intentional, goal-directed behaviour; use former knowledge about a culture’s social and political practices and apply it to business.
- Have a mentor or cross-cultural consultant; manage cross-cultural contacts and connections.
GLOBAL KNOWLEDGE

To what extent the individual is able to:

☐ Have a wide knowledge base; be aware of what's going on in the world; learn; listen to the media; and be aware of the cultural, political, and sociocultural norms of many different cultures.

BCIQ EXERCISE

1. GROUP DISCUSSION (5 min.)

- Form groups of 4 students.
- Introduce yourself to the group by explaining:
  - Where you are from, which languages you speak, and which countries you have lived in.
  - Comment your scores in the three main dimensions.
BCIQ EXERCISE

2. GROUP DISCUSSION ON FACTORS THAT MAY INFLUENCE THE SCORES (5 min.)

- Personality
- Multicultural family/past experiences
- Countries visited/lived in
- Languages spoken
- Education

BCIQ EXERCISE

3. GROUP DISCUSSION ON THE RELEVANCE OF CULTURAL INTELLIGENCE FOR IB (5 min.)

- Which functional-technical areas might CI be more relevant for?
- Are any dimensions more relevant than others? Why?
- To what extent can this be learnt? Are there any mechanisms for improving CI?
- Are there any disadvantages to having a high level of CI (reverse culture shock/cultural relativism)?