

KEYS

Chapter 01 Land & People

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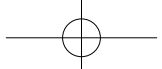
- 1) The Aegean Sea to the west, the Mediterranean to the south, and the Black Sea to the north.
- 2) Mehmet II conquered Constantinople in 1453 and made it his capital (Istanbul).
- 3) The treaty marked the annihilation of the Ottoman Empire, and sparked the patriotic fire that drove Atatürk to fight for an independent Turkish nation.

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- 1) Izmir 2) Ankara 3) Istanbul 4) eighty-one

3

- 1) On April 23, 1920, Mustafa Kemal convened a National Assembly in Ankara that drew up a manifesto demanding the independence and integrity of all parts of the Ottoman Empire. This manifesto effectively repudiated the Treaty of Sèvres. Kemal inspired the nation to reject the postwar division of Turkey and led the war of independence. Under Kemal's leadership, Turkey was declared as



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a secular nationalist republic. Kemal was elected first president of the Republic of Turkey and embarked on a sweeping program of westernization and economic development. He also drove through a series of revolutionary social and political reforms. He transformed Turkey from a feudal monarchy into a modern, secular, sovereign state.

- 2) Turkey is one of the few Muslim nations to have a true parliamentary democracy. Based on the 1982 constitution, it is a democratic, secular parliamentary republic. Its legislature, executive, and judiciary are independent of each other. The head of state is the president and serves a term of seven years.

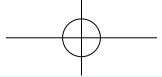
Chapter 02 Values & Attitudes

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- 1) F 2) T 3) F 4) T 5) T

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- 1) Atatürk supporters (secularists), Leftists (Muslim Socialists), Islamic fundamentalists, and modern Islamists.
- 2) The five pillars of Islam:
 - a) Shahada (creed): “There is no god but Allah and Muhammad is his prophet.”
 - b) Salat: Prayer five times a day.
 - c) Sawm: Observation of the annual fast during the month of Ramadan.
 - d) Zakat: Giving of alms.



- e) Hajj: every Muslim should plan to make the pilgrimage to Mecca at least once during his or her lifetime.
- 3) The five times of prayer are sunrise, noon, mid afternoon, sunset, and late night.

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- 1) Koran 2) Allah 3) Religious Affairs 4) eight 5)1930

Chapter 03 Customs & Traditions

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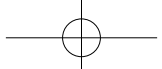
- 1) F 2) T 3) F 4)T

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- 1) Zafer Bayrami
- 2) October 29
- 3) 9:05 a.m.
- 4) Feast of Sacrifice
- 5) Ramadan pide

3

- 1) The nonreligious holidays are based on Western Gregorian calendar, which is the official calendar in Turkey. They are on fixed dates, many of which commemorate a significant event in the Atatürk era. The religious holidays are based on the Muslim lunar calendar and so their dates change each year.



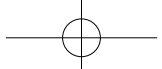
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- 2) Ramadan is a month of a mandatory fast. Good Muslims abstain from food, drink, sex, and smoking during the hours of daylight. People who are fasting can get up early before sunrise for a meal. Each day the fast is broken at sundown. The breaking of the fast begins with a prayer.
- 3) Turks can be quite superstitious about the evil eye. The evil eye is considered to be the main cause of many misfortunes, and it is seen everywhere, with the blue and white bead used to protect against it.
- 4) Muslims believe there are living spirits or genies called jinn. They are always present around humans, but unseen. There are both good and evil jinns, who can cause sickness, insanity, or death. Turks believe if they say a baby is ugly, the jinn will not want to steal it away or send it an illness.
- 5) The concept of kismet has a major role in individual's lives. This is a belief in fate and in the predetermination of events. It is a belief that one's personal needs, friendships, marriage, disasters, and accidents are all predestined. It is described as the "command of God".

Chapter 04 Making Friends

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- 1) Turkish people are courteous and hospitable to strangers.
- 2) Turks respect older people by giving them the most comfortable seat, allowing them to choose the music or TV program, and listening to their opinions without disagreeing.



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- 1) F 2) T 3) T 4) T

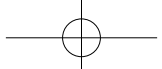
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- 1) Generally people greet each other with a kiss on both cheeks, man to man or woman to woman. An appropriate greeting from man to woman is either a nod or a “dead fish” handshake with as little contact as possible if you do not know each other well. Sometimes, as a sign of respect for the elderly, younger people may kiss the hand and press it to their forehead.
- 2) When visiting someone in their home, take a small gift such as flower or chocolate. The gift should always be wrapped. It should not normally be handed to the host; instead, just place it in the hallway or on a table. When the gift should be given to someone specifically, it should be done without much attention.
- 3) It is considered extremely rude to interrupt someone who is speaking, even if they are wrong. Attention is important. Looking bored, looking away or at paper work, or checking time is rude. It is impolite to criticize Turkey, the elders, or the hosts.

Chapter 05 Private & Family Life

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- 1) T 2) F 3) F 4) T



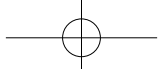
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2

- 1) The three steps are pre-engagement arrangement, engaged, and married.
- 2) To express one's forgiveness to the deceased.

3

- 1) Turkish social structure is a fusion of the Ottoman Empire's Islamic values and the modern Republic's secular values. However, these two cultures have become more polarized recently. Culture differences and clashes can be seen.
- 2) There has been considerable progress toward raising the status of women in terms of autonomy and rights. Women are achieving greater independence through higher levels of education and employment. Traditionally, women's role is to care for the family, so cleaning and cooking are important to Turkish women. However, more professional or career women appear in Turkey and they take pride in both their home and their work.
- 3) After age eighteen, every man in Turkey has to do eighteen months of paid military service, or he can choose to do fewer months and receive no salary. Sometimes, the government offers the option of paying a large sum and doing just one month. All enlistees have one month of training, and assignments are then made based on education and skill level.



Chapter 06 Time Out

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- 1) F 2) T 3) T 4) F 5) T

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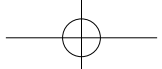
- 1) The meal usually include: cold starters, salad, soup, hot starters, meat dishes, fish, Turkish pizza, and dessert.
- 2) The phrases are no sugar, slightly sweetened, medium-sweet, and very sweet.

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- 1) lion's milk 2) tea 3) coffee 4) soccer

4

- 1) Restaurants may or may not serve alcohol, depending on their ownership and their proximity to schools. Conservative Muslims hold negative attitude to the consumption and selling of alcohol drinks. During Ramadan, out of deference, some restaurants that would normally serve alcohol will not do so. A law passed in 2013 bans the sale of alcohol after 10:00 p.m. in shops.
- 2) People sitting at the table hold the fork in the right hand and the knife in the left, which is different to most of the western table culture. Strict Muslims do not use their left hand for eating at all. Turks do not rest one hand on their lap while eating, so both hands



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are kept above the table. When a meal is finished, place the knife and fork side by side on the plate.

- 3) Nasrettin Hoca's jokes are clever stories that expose the shortcomings of society in an ingenious kind of way. Temel jokes project an image of simple country folk, who is always the idiot.

Chapter 07 Travel, Health, & Safety

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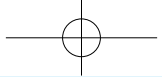
- 1) Tourist information offices.
- 2) The traffic lights often have no amber, but at night they can be switched off and just flash amber.

2

- 1) F
- 2) T
- 3) F
- 4) F
- 5) T

3

- 1) There are usually four choices of public transportation for intercity traveling in Turkey; they are planes, buses, trains, and ferries. Turkish Airlines has a good network connecting all the major cities and the cost is reasonable. Buses are the next best way to travel around the country if time is available. The traditional train network is very limited and is slow and uncomfortable. However, there are plans to improve the train network. A travel network of ferries or fast ferries is being developed as well.



- 2) Buses and minibuses all have set routes. Buses have set stops, but minibuses do not have set stops, so people can hail and ride the minibus, and hop on and off where you like along the route. For buses, there are two types: in one you buy a ticket beforehand, in the other you pay on board. For minibuses, you always pay on board.
- 3) It is always wise to obtain up-to-date information from the foreigners' domestic government before travel. Long-term residents should register with their embassy if they live in Ankara, or consulate if they live in other large cities. The consulates provide regular updates on issues of travel warning or other safety issues.

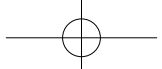
Chapter 08 Business Briefing

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- 1) Because it was common for people to write an amount of money on the back of a business card as a pledge. The cross on the card may cancel it.
- 2) Turks will typically add "Miss" or "Mr." to the given name.
- 3) The three experiences are bureaucracy, regulations, and red tape.

2

- 1) Turkey's economy used to be based on agriculture, mining and quarrying of raw materials such as coal and marble, and simple manufacturing. Today it is much more diversified. It is still a major exporter of crops and raw materials such as marble. It is also a world



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- leader in the manufacture of textile and automobiles. Besides, Turkey has a growing service sector.
- 2) The key values are preserving honor and saving face, both for oneself and for the other party. People and relationships are more important than time, and making contacts is the key to success. Therefore, networking is the foundation of business in Turkey.
 - 3) The best way to build a network is to develop a relationship with someone who already has good contacts. You will then be introduced as a friend. After this first contact, you need to invest time to know the other party, calling them regularly, asking how things are going for them, and generally being helpful.

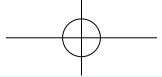
Chapter 09 Communicating

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- 1) The common foreign languages are English, German, and French.
- 2) The two newspapers are *The Turkish Daily News* and *Today's Zaman*.
- 3) The order of addressing an envelope in Turkey is: name, neighborhood, street followed by apartment name and number and door number. The city's name is put last, which is indented, capitalized, and underlined.

2

- 1) No
- 2) I am not sure
- 3) I don't know



- 4) to put your palm flat on your chest to indicate “No, thank you”
- 5) shake their collar
- 6) “are you girlfriend and boyfriend?”

3

- 1) Turks are generally very emotional and prefer physical contact between same sex. Opposite sex tend not to touch, but with the same sex Turks are more physical than Westerners. Physical touch is an expression of respect, so people sit and stand closer than many Westerners who may find it uncomfortable.
- 2) First, there is wide usage of cell phones. It is not necessarily thought rude to have your phone on during a meeting, or even in a restaurant. However, when traveling on an intercity bus or plane, cell phones must be turned off.