

KEYS

Chapter 01 Land & People

1

- 1) D 2) B 3) A 4) D

2

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

3

- 1) Nigeria is located in the elbow of western Africa, just before the coast shoots south. Its southern border is the Atlantic Ocean; to the west is Benin, and to the east is Cameroon. Nigeria contains a rich and diverse geography. It has tropical forests, lush mangrove swamps, hills, plateaus, mountains and dry savanna. Nigeria is Africa's most populous country. Most Nigerians are multilingual. They speak at least one native language and English, as well as Pidgin. Around 50 percent of the population is Sunni Muslims, and Christians make up roughly 40 percent of the population.
- 2) Nigeria is a member of OPEC and the British Commonwealth. Nigeria is a strong regional player: it is a leading member of the New Partnership for African Development (NEPAD), the African Union

(AU), and the African Peer Review Mechanism (APRM). It also plays a prominent role in UN peacekeeping missions and mediation in West Africa (Liberia, Sierra Leone, Togo) and elsewhere in Africa (Sudan). The main hurdles Nigeria faces are its overdependence on oil revenues; the effects of cross-border organized crime, such as people, narcotics, and weapons trafficking; and the historic underfunding of the education sector. There is today a strong feeling of hope for the future, fueled partly by the work of a few key people in government and partly by the growth of an educated and vocal middle class anxious for true stability and development.

Chapter 02 Values & Attitudes

1

- 1) A 2) B 3) D 4) A

2

- 1) Positive as well as fatalistic.
- 2) One man is allowed to marry more than one woman.
- 3) In 1978.
- 4) By seniority and gender, as well as the family's wealth, lineage and traditional role; and occupation and personal wealth are also important today.

3

- 1) If there is any one description that defines Nigerians collectively, it

is their ambitiousness and entrepreneurialism. Nigerians aspire to a modern lifestyle and work hard to get it. Those who achieve a certain level of comfort are sure to show it: ostentation—in the sense of showing off what you have earned or achieved—is part of Nigerian culture. Big homes, big cars, big offices, and big jewelry are all signs of success.

- 2) In the time of the Christian mission schools, southern Nigerians begin to regard education as a means of advancement: families spend a significant part of their resources on educating their children. The Igbos are seen as the ethnic group most willing to make sacrifices to educate their children. In Igboland, there is an interesting bias toward educating girls. Men are the economic providers, but because of a lack of formal-sector jobs, many leave school to become entrepreneurs, starting up their own business or joining a family enterprise. Further education is less valued in this context. Girls, on the other hand, are educated to higher levels in order to earn perhaps lower but stable salaries as professionals.

Chapter 03 Customs & Traditions

1

- 1) C 2) B 3) C 4) D

2

- 1) F 2) F 3) T

3

- 1) The Osun festival is a highlight of the Yoruba calendar, attended by thousands and televised to millions. The festival is held toward the end of the rainy season (August/September) in the Sacred Forest near the town of Oshogbo in the heart of Yorubaland. It pays homage to Osun, the Yoruba goddess of fertility and the Osun River, an important deity in the Yoruba religion. Devotees, traditionally wearing white clothes, bring food offerings and make libations. The highlight of the festival is the procession to the main shrine, where a ceremony is held that celebrates the life force of the river.
- 2) Weddings are a major opportunity for celebration in Nigeria. The exact process of getting married varies according to ethnic group, how modern or traditional the families involved are, the families' religious beliefs, and their financial means. Weddings can be civil, religious, or traditional. Most Nigerians continue to have a traditional African wedding as well as a religious ceremony: Muslims will have a *nikai* in a mosque, and Christians will have a church ceremony. These may or may not be held on the same day and are seen as separate events.

Chapter 04 Making Friends

1

- 1) F 2) T 3) F

2

- 1) By lowering their head, kneeling down, or curtsying, or even lying flat

on the ground in some cases.

- 2) Politics, corruption and the daily hardships of life.

3

- 1) To sum up, there are three main reasons: first is the economic and power distance between Westerners and Nigerians. Many expatriates in Nigeria are in the country for work reasons and are therefore almost certain to be in an income bracket well beyond that of all but a very small segment of Nigerian society. Students, NGO workers, and other lower-paid individuals may not face such a large gap but may still not be perceived as being “equal.” Second is the fact that foreigners are, by definition, unknown. Nigerian relationships are intricately related to one’s family and community background as well as one’s character and accomplishments; foreigners have no verifiable background and are not easily placed in the Nigerian social hierarchy, so it takes time to establish trust. Finally, the strict social hierarchy precludes any chance of friendships that cross echelons—office juniors will be able to have friendly relations with their equal colleagues, but not with their bosses.
- 2) Yes, Nigerians are generally very good-humored and enjoy a good laugh. Their humor is in part a survival mechanism that attests to the attitude that it is better to laugh in the face of adversity than to give up and cry. Their wit can be biting, sarcastic, and often targeted at themselves. Nigerians have a thing for acronyms, which are often a source of inspiration for pokes at their public services (or lack thereof). For

example, the power company in Nigeria was known as the National Electric Power Authority (NEPA), which was nicknamed Never Expect Power Again. Hours after renaming it the Power Holding Company of Nigeria (PHCN) it was christened Please Have Candle Nearby or Problem Has Changed Name.

Chapter 05 The Nigerians at Ifome

1

- 1) B 2) A 3) A

2

- 1) family compounds
- 2) the family
- 3) University of Lagos; university of Nigeria

3

- 1) The majority of people in urban areas rent. Nigerian cities have been growing at a fast pace since independence, which means two things: firstly, that there is a lack of suitable accommodation and overcrowding in many places, and secondly, that many city dwellers still have strong links to their region of origin. Many Nigerians return regularly to their “home town” to visit relatives and take care of their family responsibilities. Individuals who can afford it own a home in their family village or town.

Nigerian homes tend to be kept dark during the day, with thick drapes to keep out the sun's heat. Only the wealthy or foreign-educated tend to decorate their homes with, for example, paintings on the wall, partly because art has traditionally been linked to religious uses: masks and sculptures were designed for and used in traditional rituals, and because of their spiritual power they were not normally kept on display inside the home.

- 2) The lives of some Nigerian adolescents are similar to those of Western teenagers, however: they go to school and have to contend with attentive parents who want them to succeed. Some have access to sports and other activities, but mainly they focus on their academic work. They are plugged into Nigerian and international pop music and TV, and go out with friends on weekends or visit each other at home. Arguably the most important difference between Western and Nigerian teens is that, whether rich or poor, Nigerian teenagers are far more aware of just how hard they need to work to succeed. They will, therefore, tend to lead a somewhat less carefree adolescence than their Western peers. This does not mean they are less happy, just that they are more aware, at a younger age, that their future success in life depends, at least in part, on how hard they themselves work at achieving success.

Chapter 06 Time Out

1

- 1) Lagos; Abuja

- 2) palm wine; gin
- 3) weight lifting; boxing; track and field
- 4) Femi Anikulapo Kuti

2

- 1) With friends at a bar or local meeting place, watching TV or Nigerian DVDs.
- 2) Star.
- 3) Football (soccer).
- 4) Wole Soyinka.

3

- 1) It is estimated that around 68 percent of all Nigerians are literate. The market for Nigerian and foreign literature is very small as the number of people who read for pleasure is small. The best Nigerian authors, therefore, draw on their experiences at home but are aware that they need to make their books accessible to foreign audiences, including the large numbers of Nigerians and other Africans overseas. Nigeria has long been recognized for its literary talent, which stems from a long-established art of storytelling. The list of internationally recognized writers includes Chinua Achebe, Wole Soyinka, Chimamanda Ngozi Adichie, Helon Habila, Sefi Atta, and Adaobi Tricia Nwaubani.
- 2) An exemplar introduction about Obudu Mountain Resort in Cross River State: A former cattle ranch in the 1950s, this resort is now

supported by the state's governor and is one of Nigeria's most favored destinations. A cable car system brings guests from the resort entrance at the bottom of the mountain to the ranch on the hilltop, where a temperate climate, breathtaking views, pleasant accommodation, and good restaurants make this a wonderful retreat.

Chapter 07 Travel, Health, & Safety

1

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

2

- 1) passport; visa; yellow-fever stamp
- 2) police; military checkpoints
- 3) motorcycle
- 4) bottled water; boil

3

- 1) In Abuja and Lagos, daytime car travel is generally quite safe, though you may be stopped by police or military checkpoints. Generally they are hoping for a “dash” (a “tip”), or to find something wrong with your papers that will enable them to fine you. Nigerians feel that this sort of petty corruption should be resisted, though their daily lives are made more difficult by this principled stance. Foreigners should resist giving any money at all—by remaining calm, smiling, and asking after

the health of the officer you will probably be waved on with a resigned look. If your car breaks down or is involved in an accident, do not get involved. Foreigners are seen as a source of cash. Stay quietly in the car and let your driver do the talking. Keep your windows shut and doors locked when driving.

- 2) The big one relates to the Delta area, including the cities of Port Harcourt and Warri. This is the oil-producing area, where long-standing tensions exist between the peoples of the region and the federal government and oil companies. Second, 70 percent of the population lives below the international poverty line, it is inevitable that some individuals will turn to crime for a living. Furthermore, in the northern and middle-belt regions there are interethnic and interreligious tensions and since the car bombings in Abuja during the celebrations of Nigeria's fiftieth anniversary of independence in 2010, there is a higher risk of terrorist activity across the country.

Chapter 08 Business Briefing

1

- 1) D 2) A 3) B

2

- 1) 125th
- 2) 20%
- 3) older people

3

- 1) Nigerians are sophisticated businesspeople. They are intelligent, natural entrepreneurs, known for their perseverance and ingenuity. In general, Nigerians are hardworking and eager to learn. They also tend to be confident about their own abilities—many of those you’ll meet are at the top of their profession in the Nigerian context—though some may overestimate their talents in comparison to the international labor pool. The Nigerian business environment is deeply influenced by culture, relationships, and vested interests. In order to be successful, foreigners need to develop an understanding of, and respect for, the culture of their hosts.
- 2) Nigerians are accomplished negotiators; they are energetic, determined, and well aware of when they have an angle that they can use to their advantage. In government circles, the Nigerian contingent will be large: ideally the decision maker will be present, and it is best to have all concerned parties in the room. For a big deal it may be good to have a sponsor on board, such as a respected statesman or a kingpin in the industry, who could be brought into play should there be a blockage in the negotiations. For private-sector deals the setting will be smaller. Negotiations must always be conducted with respect: do not raise your voice or get emotional. Nigerians will be quite open and straightforward in telling you what is important to them.

Chapter 09 Communicating

1

- 1) A 2) C 3) B

2

- 1) T 2) T 3) F

3

- 1) It is regarded as impolite to use your left hand to give or receive objects, even when passing out business cards. Constant and direct eye contact with a senior person (in age or position) can be seen as being intrusive, cheeky, or even rude. Therefore, if you are being addressed by someone who is not maintaining eye contact, they are not being rude or shifty but are showing you deference and being polite. In terms of hand signals, a hand outstretched at shoulder level, palm out and fingers spread, is rude—it means something to the effect of “You come from unsure parentage.” Particularly in the north, a fist raised at head level with closed fingers facing forward is a sign of greeting—it means “We are one” or “I am not armed” or “Hello friend.”
- 2) The news media in Nigeria is open and relatively free. There are four main national newspapers and each city has its local papers, including four in Abuja and sixteen in Lagos. Most of these are published in English, though there are papers in local languages as

well. Newspapers like *Guardian News*, *Business Day*; and *234 Next* (all also available online) are serious broadsheets for those wishing to keep their finger on the pulse of what is happening in Nigeria.

Some newspapers are more like public bulletin boards. Alongside legitimate news articles are what amount to advertorials for individuals—people pay for articles, letters, and opinion pieces on themselves or someone else. This is a form of clientelism in which the journalist acts more as a service provider than an independent investigator. Low pay, close relationships between publishers and politicians, and corruption do influence the practice of journalism in the country.