

# KEYS

## Chapter 01 Land & People

1

- 1) Rhine; water transportation
- 2) President; four-year
- 3) German unification
- 4) uplands; mountainous region
- 5) 1990; Berlin

2

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

## Chapter 02 Values & Attitudes

1

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

2

- 1) Ambiguity.
- 2) To search for and reestablish order.
- 3) Near 100 percent.

- 4) Signs of personal inefficiency or a poor job description.
- 5) "I will use my best efforts and probably succeed."

### Chapter 03 Customs & Traditions

1

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

2

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

### Chapter 04 Making Friends

1

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

2

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

### Chapter 05 The Germans at Home

1

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

2

- 1) A small closed corridor.

- 2) Lunch.
- 3) A mixture of academic, commercial, and vocational programs.
- 4) A residence permit and a confirmation of registration from the local authority.
- 5) In cash.

### Chapter 06 Time Out

1

- 1) C      2) A      3) C      4) B      5) D

2

- 1) The brewery's beer garden.
- 2) They are closed.
- 3) Yes, pet dogs are welcome in most of the restaurants in Germany.
- 4) Beer.
- 5) Up to 6 weeks.

### Chapter 07 Traveling

1

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

2

- 1) They are fast, efficient and above all coordinated.

- 2) He must wait until all passengers have gotten off and cleared the street.
- 3) You could lose your driver's license.
- 4) The German rail pass.
- 5) At a *kiosk* or *tobacconist* before you board a bus.

## Chapter 08 Business Briefing

1

- 1) D      2) B      3) D      4) A      5) C

2

- 1) It involves a lot of diplomacy and protocol.
- 2) Because they like to feel that what they are buying into has been well received elsewhere.
- 3) Four weeks a year.
- 4) Team selection, problem solving and decision making.
- 5) Because people often go home earlier on Friday afternoon.

## Chapter 09 Communicating

1

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

2

- 1) You should telephone and question what is really meant before responding with anger or criticism.
- 2) They will respond with more than usual warmth.
- 3) Because they find it difficult to have a really deep conversation with American or British visitors.
- 4) They will see such expressions as a commitment, and will be upset if they are not followed up.
- 5) Between 8 a.m. and 6:00 p.m.