This guide contains 164 suggested learning activities that are designed for use in helping middle and high school students learn to think in global terms rather than in terms of city, state, and national boundaries. The guide's organization and framework are based on 5th- through 12th-grade social studies, geography, language arts, mathematics, foreign language, economics, sociology, history, and career counseling competencies. The learning activities are described on activity sheets that are organized according to the following categories: cultural diversity, customs, geography, global career counseling, import/export, a potpourri of economic issues, and other activities. Each activity sheet contains the following: activity title, purpose, suitable subject area, appropriate grade level, description of the activity, and suggested additional resources. The instructional level of the individual activities varies widely. Some activities are recommended for students in a narrow range of two or three grades, whereas others are recommended for students in grades 5-12, inclusively. (MN)
Tennessee Occupational Information Coordinating Committee
Curriculum Resource Guide
CAREERS GOING GLOBAL

Supersonic jets. Laser beams. Fax machines. Computers. We are now moving toward a single global economy. American occupations are now worldwide occupations. But, to compete in a worldwide society one must know about languages, customs, exchange rates, and time zones of each country. Multinational corporations mean an entirely new set of international jobs with new job training. In the 20th century, we became a mobile society moving from coast to coast. In the 21st century, we will have to cross those oceans and work with our neighbors. What is our responsibility as educators? Getting students to think beyond city, state, and national boundaries.
ACKNOWLEDGMENTS

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Tennessee Department of Economic and Community Development, Industrial Training Service Division, coordinated production of the "Careers Going Global" video. Duthie Associates, Inc. was instrumental in developing the interactive computerized learning enrichment software component (ICLEC).
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## SUBJECT: A Potpourri Of Economic Issues

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**SUBJECT: Other Activities**

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INTRODUCTION

The suggested activities presented in this guide are designed to correlate with and/or compliment the contemporary video "Careers Going Global" and an exciting, state of the art microcomputer software component entitled "Interactive Computerized Learning Enrichment Component (ICLEC)". This unique multi-media curriculum packet, designed for middle and high school students, will highlight some of the possibilities available for overseas career opportunities with multinational firms, the military, government, and other entrepreneurship (We traveled to Hong Kong to begin our interviews with Americans whose jobs took them out of the country). This curriculum will also serve to reinforce the reality that students must prepare now if they are going to compete in an ever-competitive global society.

The organization and framework of this resource guide is based on fifth through twelfth grade social studies, foreign language, and career counseling competencies. Input was provided by public middle and high school social studies teachers and guidance counselors across the entire state of Tennessee. Use those activities that appeal to you and your students. Create additional ones. And by all means, please feel free to provide us with your feedback. Remember, our job is to prepare students to be able to compete successfully in an ever-competitive global society. With advanced technology, our students will do and see things that we would never have dreamed. Where some of us will never venture beyond the Tennessee borders, our students could possibly conquer the universe. New horizons! New ambitions! Who knows? Tomorrow, your students' careers could be...GOING GLOBAL.

The Editors
MIDDLE SCHOOL ACTIVITIES
ACTIVITY: Learning About Language Differences

PURPOSE: To Learn To Say "Thank You" In Twelve (12) Different Languages

SUITABLE SUBJECT AREAS: Social Studies

APPROPRIATE GRADE LEVELS: 5th and 6th

DESCRIPTION OF ACTIVITY: Number 1-24 on cards with 12 having the language identification on the back and another 12 having the corresponding means of saying "thank you." Divide your students into two teams and take turns trying to match the language with the phrase. The team with the most matches wins.

THANK YOU'S

Shay-shay
Doe-jay
Arr-i-gah-toe
Shu-kran
Grah-see-as
Ohb-ri-gah-toe
Grahtz-ee
Mare-see
Dahnk-ah
Tak
Spa-see-bow
Thank you

Mandarin
Cantonese
Japanese
Arabic
Spanish
Portuguese
Italian
French
German
Scandinavian
Russian
English
ACTIVITY: The Right Job; The Right Country

PURPOSE: To Create An Awareness And Appreciation For The Importance Of Different Job Descriptions In Other Cultures

SUITABLE SUBJECT AREAS: Social Studies
APPROPRIATE GRADE LEVELS: 5th and 6th

DESCRIPTION OF ACTIVITY: Talk about the fact that status in our nation is tied to jobs as much or more than any other factor. Explain that when people meet, one of the first questions asked is "What do you do?" Investigate what occupations are held in high regard throughout the world. Probe to find out what job skills are important for gaining these positions.

ADDITIONAL ACTIVITY: Purpose: to Discuss the Role of Women in Different Cultures

Tell the students that in our own nation and other parts of the Earth thoughts about what women can and should do are rapidly changing. Discuss the fact that women are looking for the same kinds of job opportunities that men are looking for.

- People want jobs that are important.
- People want jobs that offer good pay.
- People want jobs that are interesting.

Ask each member of the class to name the job he or she would like to have when he or she is an adult. Don't tell the students what your are doing, but keep separate lists of male and female responses. Review the lists to see if
the responses are sex stereotyped (females most often choosing occupations such as secretary and teacher, and males choosing scientific, technical, and highly professional occupations). Report the results of your survey to the students. If the female students seem to have lower occupational aspirations than the male students, you may want to question them as to why. How would these results be different in another culture?

ADDITIONAL RESOURCES: Global Success, related resource books on individual countries
ACTIVITY: A Creative Means Of Studying The Globe

PURPOSE: To Name And Locate Continents And Oceans On The Globe

SUITABLE SUBJECT AREAS: Social Studies, Geography
APPROPRIATE GRADE LEVELS: 5th and 6th

DESCRIPTION OF ACTIVITY: Make a paper mache' model of the earth using a balloon, tempera paint, paint brushes, paste, newspaper strips, black felt tip pens, and a copy of the continents on the next page. Three layers of newspaper must be used to cover the balloon to make it sturdy. Paint, leaving to dry overnight. Cut and paste continents on the globe. Label oceans with a black felt tip pen.
ACTIVITY: Multicultural Aspects Right Here At Home

PURPOSE: Develop Awareness Of The Cultural And Historical Context Of Your Surroundings

SUITABLE SUBJECT AREA: Language Arts, Social Studies

APPROPRIATE GRADE LEVELS: 5th and 6th

DESCRIPTION OF ACTIVITY: Take photographs of the community which portray the variety of cultural and ethnic diversity present (Chinese restaurant, German deli, etc.) Choose a photograph illustrating a particular culture and research that culture and its context in both the local and national picture.

Related Activity: Create a visual and written biography of a person from a background different from yours.

ADDITIONAL RESOURCES: Managing Cultural Differences, encyclopedias, classroom texts, camera and related texts,

Polaroid Education Program
P.O. Box 227092
Dallas, Texas 75222-7092
ACTIVITY: A Picture Is Worth A Thousand Words

PURPOSE: Develop Self-Awareness, Self-Esteem, And Cultural Awareness

SUITABLE SUBJECT AREAS: Language Arts, Social Studies
APPROPRIATE GRADE LEVELS: 5th and 6th

DESCRIPTION OF ACTIVITY: Pair up and take photographs of a fellow classmate. Write about how you look today in your photograph. Why do you look the way you do (dress, ethnic background, attitude, etc.)? Bring in photographs from your past and put together a visual history. Write your autobiography using photographs to illustrate it.

Related Activity: Try the above activity with a pen pal from a neighboring city, state, or country. Examine environmental factors.

ADDITIONAL RESOURCES: Camera or possible video camcorder, cultural awareness resource materials
ACTIVITY: The Name Game: Learning About Places Around The Globe

PURPOSE: To Reinforce The Association Between City And Country Names

SUITABLE SUBJECT AREAS: Social Studies

APPROPRIATE GRADE LEVELS: 5th

DESCRIPTION OF ACTIVITY: Begin by saying, "Ring, ring! I'm calling from Taipei. What country am I calling from?" The student chosen responds by saying, "I'm answering from Taiwan." Continue with any progression or variation that works well. This activity can be used as an enrichment or follow-up.

ADDITIONAL RESOURCES: Current social studies textbook, world atlas, encyclopedias
ACTIVITY: It's Time For Recreation

PURPOSE: To Investigate Leisure And Recreational Activities Of Other Countries

SUITABLE SUBJECT AREAS: Social Studies

APPROPRIATE GRADE LEVELS: 5th and 6th

DESCRIPTION OF ACTIVITY:

Have students discuss "recreational activities" as a method of relaxation. Mention that what might be recreation for one person may be considered work for another. Investigate recreation activities in other countries. Compare similarities and differences in leisure activities in this country.

ADDITIONAL RESOURCES:
Encyclopedias
ACTIVITY: Exactly Right

PURPOSE: To Teach Students About Different Types Of Money And Money Exchange

SUITABLE SUBJECT AREAS: Math, Social Studies
APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: Set up a bookstore in your classroom including basic school supplies such as paper, pencils, and erasers. Students will be given different "money" from countries in which to spend at the bookstore. Each day a different country's money will be used. This will give students practice in pricing items by other money bases and then also students will be given opportunities to make change.

ADDITIONAL RESOURCES: International Division of your local bank
20 FRANCS

1000 PESOS

BANK OF GHANA

TWO CEDIS

BANK OF GHANA
ACTIVITY: A Trip To The Local Library

PURPOSE: Introducing Students To New Careers

SUITABLE SUBJECT AREAS: Social Studies, Language Arts, Career Counseling

APPROPRIATE GRADE LEVELS: 5th thru 6th

DESCRIPTION OF ACTIVITY: Arrange a trip to the local library (children's department) to introduce students to career books, travel videos, audio teaching tools, etc. Inform the librarian in advance of the importance of emphasizing careers that involve being familiar with other cultures. Have students write a report when they return to the classroom. If a trip to the local library is not possible, invite the librarian to visit your class.

ADDITIONAL RESOURCES: Classroom textbooks, videos, public library
ACTIVITY: Learning About Careers

PURPOSE: To Gain Awareness Of Career Skills

SUITABLE SUBJECT AREAS: Social Studies, Language Arts, Career Counseling
APPROPRIATE GRADE LEVELS: 5th thru 6th

DESCRIPTION OF ACTIVITY: Student Activity: It’s never too early to think about what you want to be when you grow up. Start now by writing down jobs you might be interested in. Find out more about them by reading about them in the encyclopedia or other books in your school library or asking your guidance counselor about them or talking with someone in your community who may have the same job(s). Next, answer the following questions: (1) What type of training/education do you need for this job? (2) How much does this job pay? (3) Does this job require any special travel (ex: traveling to another country)? (4) Tell why you might like to have this job when you grow up.

ADDITIONAL ACTIVITY: If your school has a middle school counselor, ask him/her to arrange a career day (or career fair). Once students have identified some interesting careers, ask your counselor to consider including persons from this list. Don’t forget to include international careers.

ADDITIONAL RESOURCES: Encyclopedias, related books, classroom texts, Project INFOE
ACTIVITY: Is It Wrong Or Just Different?

PURPOSE: Understanding And Appreciating Customs Around The World

SUITABLE SUBJECT AREAS: Social Studies

APPROPRIATE GRADE LEVELS: 5th and 6th

DESCRIPTION OF ACTIVITY: Comparing Customs

Every culture has its own customs. Many people think that their culture is completely different from all others. That is not necessarily so. Cultures throughout the world have different customs, but they serve to meet similar needs.

For each custom given in the chart, give a similar custom, or way of meeting a need in the United States.

<table>
<thead>
<tr>
<th>COUNTRY/CONTINENT</th>
<th>CUSTOM</th>
<th>WHAT CUSTOMS ARE DIFFERENT/SIMILAR IN THE UNITED STATES?</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>People eat with chopsticks.</td>
<td></td>
</tr>
<tr>
<td>France</td>
<td>People celebrate Bastille Day to mark their independence.</td>
<td></td>
</tr>
<tr>
<td>Africa</td>
<td>Some people braid their hair into fancy styles.</td>
<td></td>
</tr>
<tr>
<td>India</td>
<td>Most marriages are arranged by parents.</td>
<td></td>
</tr>
</tbody>
</table>
Israel  
People read books right to left.

Afghanistan  
Nomads show their wealth by the number of horses and cattle they own.

Great Britain  
Automobile drivers keep to the left side of the road.

RELATED ACTIVITIES:  Have students expand this list to include other customs and maybe third or fourth countries.

Example:

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>CUSTOM</th>
<th>U.S.</th>
<th>JAPAN</th>
<th>ENGLAND</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>People eat with chopsticks</td>
<td>With knives and forks</td>
<td>?</td>
<td>?</td>
</tr>
</tbody>
</table>

Source: Social Studies Multicultural Curriculum Guide 7-12, Metropolitan Public Schools, Nashville-Davidson County, Tennessee

ADDITIONAL RESOURCES: Encyclopedias, classroom texts, current social studies textbooks, culturgram
ACTIVITY: Looking Beyond The Menu

PURPOSE: Understanding And Appreciating The Origin Of Food

SUITABLE SUBJECT AREAS: Social Studies

APPROPRIATE GRADE LEVELS: 5th and 6th

DESCRIPTION OF ACTIVITY: Unless in an ethnic restaurant, we seldom wonder about the origins of many of the foods we eat on a regular basis. Listed on the attached sheets are foods commonly seen on restaurant menus. To the right of each food, have students identify the country of origin. As a follow-up, have students locate recipes for several of the items on the list and discuss ingredients relative to the country's food supply or primary crops, climate, dietary needs, religious beliefs, etc. (a key has been provided at the end of this exercise).

ADDITIONAL RESOURCES: Encyclopedias, home economic resources, multicultural literature, classroom texts.
<table>
<thead>
<tr>
<th>Foods</th>
<th>Country of Origin</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Caviar</td>
<td></td>
</tr>
<tr>
<td>2. Antipasto</td>
<td></td>
</tr>
<tr>
<td>3. Fondue</td>
<td></td>
</tr>
<tr>
<td>4. Borscht</td>
<td></td>
</tr>
<tr>
<td>5. Egg and Lemon Soup</td>
<td></td>
</tr>
<tr>
<td>6. Won Ton Soup</td>
<td></td>
</tr>
<tr>
<td>7. Bird's Nest Soup</td>
<td></td>
</tr>
<tr>
<td>8. Coldo Verde</td>
<td></td>
</tr>
<tr>
<td>9. Minestrone</td>
<td></td>
</tr>
<tr>
<td>10. Spaghetti with Sauce</td>
<td></td>
</tr>
<tr>
<td>11. Pizza</td>
<td></td>
</tr>
<tr>
<td>12. Chow Mein</td>
<td></td>
</tr>
<tr>
<td>13. Chop Suey</td>
<td></td>
</tr>
<tr>
<td>14. Ravioli</td>
<td></td>
</tr>
<tr>
<td>15. Shish Kabob</td>
<td></td>
</tr>
<tr>
<td>16. Chile con Carne</td>
<td></td>
</tr>
<tr>
<td>17. Coq-au-vin</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Foods</td>
</tr>
<tr>
<td>---</td>
<td>-----------------------------</td>
</tr>
<tr>
<td>18</td>
<td>Moussaka</td>
</tr>
<tr>
<td>19</td>
<td>Sashimi (raw fish)</td>
</tr>
<tr>
<td>20</td>
<td>Frankfurter (plain)</td>
</tr>
<tr>
<td>21</td>
<td>Hot Dog</td>
</tr>
<tr>
<td>22</td>
<td>Hamburger</td>
</tr>
<tr>
<td>23</td>
<td>Weiner Schnitzel</td>
</tr>
<tr>
<td>24</td>
<td>Goulash</td>
</tr>
<tr>
<td>25</td>
<td>Fried Chicken</td>
</tr>
<tr>
<td>26</td>
<td>Paella</td>
</tr>
<tr>
<td>27</td>
<td>Squash</td>
</tr>
<tr>
<td>28</td>
<td>Potatoes</td>
</tr>
<tr>
<td>29</td>
<td>Beans</td>
</tr>
<tr>
<td>30</td>
<td>Sauerkraut</td>
</tr>
<tr>
<td>31</td>
<td>Corn</td>
</tr>
<tr>
<td>32</td>
<td>Wild Rice</td>
</tr>
<tr>
<td>33</td>
<td>Beets</td>
</tr>
<tr>
<td>34</td>
<td>Spinach</td>
</tr>
<tr>
<td>35</td>
<td>Tomato</td>
</tr>
<tr>
<td>Foods</td>
<td>Country of Origin</td>
</tr>
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<td>--------------------</td>
<td>-------------------</td>
</tr>
<tr>
<td>36. Yeast Breads</td>
<td></td>
</tr>
<tr>
<td>37. Doughnut</td>
<td></td>
</tr>
<tr>
<td>38. Waffle</td>
<td></td>
</tr>
<tr>
<td>39. Linzertorte</td>
<td></td>
</tr>
<tr>
<td>40. Trifle</td>
<td></td>
</tr>
<tr>
<td>41. Spumoni</td>
<td></td>
</tr>
<tr>
<td>42. Ice Cream Cone</td>
<td></td>
</tr>
<tr>
<td>43. Cheesecake</td>
<td></td>
</tr>
<tr>
<td>44. Jello</td>
<td></td>
</tr>
<tr>
<td>45. Plum Pudding</td>
<td></td>
</tr>
</tbody>
</table>

Source: Social Studies Multicultural Curriculum Guide Guide 7-12, Metropolitan Nashville Public School System
ANSWERS TO
Looking Beyond The Menu

1. Russia  
2. Italy  
3. France  
4. Russia  
5. Greece  
6. China  
7. China  
8. Portugal  
9. Italy  
10. Italy  
11. Italy  
12. U.S.  
13. U.S.  
14. Italy  
15. Turkey  
16. Mexico  
17. France  
18. Greece  
19. Japan  
20. Germany  
21. U.S.  
22. U.S.  
23. Austria  
24. Hungary  
25. U.S.  
26. Spain  
27. American Indians  
28. Peru  
29. Mexico  
30. Germany  
31. Mexico  
32. American Indians  
33. Holland  
34. Holland  
35. Egypt  
36. Holland  
37. Holland  
38. Holland  
39. Austria  
40. Great Britain  
41. Italy  
42. U.S.  
43. Italy  
44. U.S.  
45. Great Britain
ACTIVITY:  "Guess Me"

PURPOSE:  To Identify Countries And Places Studied Around The World

SUITABLE SUBJECT AREAS:  Social Studies

APPROPRIATE GRADE LEVELS:  5th thru 8th

DESCRIPTION OF ACTIVITY:  This activity is entitled "Guess Me". Students may write short descriptive clues of lands or places studied. These may be placed in a box and drawn out by students or the students may read their own clues to the class. After the reading of a clue, class members try to identify the land or place described. This can be an excellent enrichment or follow-up activity.

ADDITIONAL RESOURCES:  Classroom texts, world atlas, encyclopedias, videos on exciting places around the world
ACTIVITY: It's All In The Newspaper

PURPOSE: To Gain Knowledge Of Information And Current Events As Related To A Particular Country

SUITABLE SUBJECT AREAS: Language Arts, Social Studies
APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: Divide the class into groups of five. Have students in groups prepare a newspaper with pertinent information on a country (example: language, religion, flag, courtesies, business "do's and don'ts", etc.). You could even include a weather and sports section. An insert for "Letters to the Editor" might include imaginary letters with concerns about the environment, pleas for pen pals, or marketing proposals for new products abroad. An "Entertainment" section might include pictures and explanations for possible tourist attractions. Papers should be printed and distributed to fellow classmates.

ADDITIONAL RESOURCES: Local and national newspapers (for layout styles), related supplementary books on various countries (ie., All About Italy), encyclopedias, world atlas
ACTIVITY: The Origin Of Inventions

PURPOSE: Understanding The Earth And Its People

SUITABLE SUBJECT AREAS: Social Studies, World Geography

APPROPRIATE GRADE LEVEL: 5th thru 8th

DESCRIPTION OF ACTIVITY: Divide your students into teams. Have each team represent a country (or a continent). Then have a scavenger hunt where the students will bring in items only from their respective country. As the instructor, you might provide them each a list of items to find or encourage your students to do research and bring in only items INVENTED in these respective countries.

ADDITIONAL RESOURCES: Encyclopedias
ACTIVITY: Meeting The Foreign Investor

PURPOSE: Understanding The Role Of The Foreign Investor In The United States

SUITABLE SUBJECT AREAS: Social Studies
APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: Tour local businesses owned by foreign investors, or local companies with overseas offices. Discuss why they came to the United States to make investments. Why did these companies select Tennessee? Could you set up a similar business in their country? Why or why not? What are the advantages and disadvantages of working with foreign investors? What effect, if any, do multinational firms have on the Tennessee and national economy. Study cultures and traditions and compare similarities and differences.

Places Of Interest
Nissan
Kampf Machinery
Bridgestone
Coca-Cola
Ford
McDonald's
IBM

ADDITIONAL RESOURCES: "U.S. News and World Report", similar current news magazines
ACTIVITY: Spoons, Forks, Knives, Or Chopsticks?

PURPOSE: To Experience Table Manners And Customs Of People In Different Countries

SUITABLE SUBJECT AREAS: Social Studies
APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: As a role-playing activity, have students choose a country and make preparation for a meal. Research eating customs for that country. Set a table and make believe you are eating in a foreign land. Compare table manners and customs of one country to another. The attached information on "Entertainment Customs" should prove helpful.

ADDITIONAL RESOURCES: Going International, Global Success, Do's And Taboos Around The World, etiquette books, international etiquette books
ENTERTAINMENT CUSTOMS

UNITED KINGDOM. If invited to the home (and you may be the only guest), bring a small gift (flowers or chocolates). The fork is held in the left hand. Thank the hosts for their hospitality and send a "thank you" note the next day.

SWEDEN. Business may be conducted over lunch. Entertainment does not play a large role in business. Punctuality is crucial. If you are invited to someone's home, bring a gift of flowers or candy. The host traditionally helps the guest off with his/her topcoat. Try to eat everything on your plate and express appreciation for the meal.

SPAIN. If invited to the home, a gift is not expected, but you may bring a box of candy. Do not send flowers except for special occasions. Dinner is usually after nine or ten o'clock.

SOUTH AFRICA. Dinner may be as early as five o'clock. Arrive on time, and bring a gift. The fork is used in the left hand. Guests do not ask for anything to be passed at the table. Stay for several hours after the meal.

USSR. Dinner is eaten about six o'clock. It is rare to be invited to a Soviet's home for dinner, but if you are, it is customary to bring flowers or liquor, vodka or wine. Compliment the hosts on the food and sit at the table a long time after the meal. You may send flowers afterward. Invitations are more likely to include a ballet, circus or concert, and dinner in a restaurant. Toasts are common, and the guest must be prepared to return toasts.

SAUDI ARABIA. Entertaining is usually done in restaurants and hotels. Women are generally not included; in the home they will dine in a separate room. Be prepared to eat with your hand—the right one. Leave soon after eating.

PHILIPPINES. The hotel is the center of social gatherings. Etiquette is the same as in the United States. Hospitality is important and guests should always be solicitous and tactful. People who have not been invited may turn up at a dinner.
NETHERLANDS. Guests come on time and may bring flowers. Do not make personal compliments when visiting unless you know your hosts well. Do not sip your drink until all the guests have assembled and the host has made a toast. Generally keep both hands on the table and elbows off the table. The fork is held in the left hand. Leave after coffee is served, before 10:00 p.m. If coffee is served a second time, it is a hint that you should be going.

MEXICO. The main meal is in the afternoon between two and five o'clock. If you're invited to the home, flowers for the hostess are usual for the first visit. A spouse is customarily invited too when business colleagues have a personal relationship. Dinner is around eight-thirty or nine. Never come early. "thank you" at the door and a telephone call later are sufficient.

ISRAEL. Evening meals are light, and an invitation to lunch is more usual. Typically, arrive around twelve-thirty for a one-o'clock lunch. Books, candy or flowers are good gifts. Either the oldest person or the host will begin eating first. Thank the host upon leaving, and again with a card or flowers later. (Many observe religious dietary restrictions that prohibit eating pork and shellfish.)

ITALY. Except in Milan, business entertaining is not popular. Dinner may be from eight to ten, sometimes earlier in smaller towns. You may bring a gift or send flowers afterward, but not chrysanthemums which are used for funerals and grave sites. Usually entertainment is in a restaurant. Hands are kept above the table. Compliments on the meal and home are appreciated.

JAPAN. Most entertaining is done in restaurants. If you are invited to someone's home, bring a small gift and present it with both hands to the host. Sake is served before dinner, and it is polite to fill each other's cups. Try to use chopsticks. Send a note of thanks.

KOREA. Entertainment can play a major role in developing business-social contacts, fostering understanding and general rapport. When entering a Korean home, remove your shoes and wait to be invited inside. Bring a small gift or flowers. Conversation takes place after, not during, the meal. Wives are rarely included in invitations to a restaurant or bar.
BRAZIL. Some invitations will tell you to come "American" or "airport" time, which means on time; otherwise try to be a bit late so as not to embarrass your hosts by arriving before they are ready. Gifts are not necessary, but candy, champagne or a basket of fruit will be appreciated. Send flowers the next day.

CANADA. Dinner may be served as early as five o'clock, or after seven. Plan to stay two or three hours. A "thank you" at the door is sufficient.

PEOPLE'S REPUBLIC OF CHINA. Most entertaining will be at restaurants or banquets. Each guest may be seated and served by the host; do not serve yourself. Eat sparingly, as there are many courses. Don't drink alone. Make a toast so that others will join you. The host will signal the end of the meal, and you should depart promptly.

EGYPT. Lunch is the main meal rather than dinner, usually from two to four o'clock, and you may be invited for the day. You should arrive around eleven or twelve. Bring candy or cake for the children, but not flowers, unless someone is sick or getting married. Wash your hands before the meal and after.

FRANCE. The dinner hours begins around eight or later; you can comfortably arrive ten minutes late. Guests often bring flowers, pastries, wine, candies or even a plant. Unless you know your wines, bring something else. A "thank you" note is expected.

GERMANY. The evening meal is generally simple. Hands are kept above the table. Candy, wine or flowers may be brought or sent afterward. A "thank you" note is expected.

HONG KONG. Chinese businessmen generally entertain in restaurants; eight- to twelve-course meals are common. In the European community, dinner parties are most often held in the home. Guests are expected to arrive on time. Gifts are brought for the children, or fruit in a basket. At a restaurant the guest of honor usually ends the meal by rising and thanking the host on everyone's behalf.

INDIA. Most entertaining is done in hotels or restaurants, and wives are generally invited. Some food may be eaten by hand--the right hand. Devout Hindus do not eat beef; Moslems do not eat pork, ham or bacon, nor do they drink alcohol. Many people do not eat meat, fish or eggs. Wash your hands and rinse your mouth before eating.

Source: Going International
ACTIVITY: Fun With Other Languages

PURPOSE: To Identify Common Phrases In Other Languages

SUITABLE SUBJECT AREAS: Social Studies, World Geography

APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: This activity can stimulate interest in learning other languages for communication purposes. Although English is fast becoming a global business language, all people of the world will not speak or understand it. Students should be encouraged to learn other languages. Research correct spelling and pronunciation of words in other languages. Place these words on a game board. The board will contain common foreign language words. The chips to cover the board will be in English with the language at the bottom. An example is shown on the attached sheet. Make up your standard rules for playing the game(s).

ADDITIONAL RESOURCES: Language tapes, library books, classroom textbooks, encyclopedias
Fun With Other Languages

Example of Game Board

<table>
<thead>
<tr>
<th></th>
<th>Bonjour</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Si</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Oui</td>
<td></td>
</tr>
</tbody>
</table>

Example of Chips

Good Day-French

Yes-Spanish
ACTIVITY: When The United States Goes To Market

PURPOSE: Understanding The Dynamics Of International Trade: Identifying Countries Where United States Products Are Successfully Marketed

SUITABLE SUBJECT AREAS: Social Studies, World Geography

APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: Map Study Skills: Why is exporting "Big Business" for Coca-Cola (155 countries), Pepsi (148 countries), Levi Strauss, Pampers, Time Magazine (31 million people), etc., in foreign countries? In what countries has the United States been successful in marketing its products? What are some key factors for this success? After identifying specific countries and products, have students locate these countries on a world map and discuss the following: What does it take to prepare these products for delivery overseas? How much travel mileage is involved? Why would companies import our products instead of creating their own? Who sells these products to them? How do they begin the purchasing requests? What role would the World Trade Center play? What preparation would be required before you could apply for a job with any of the big exporting companies like Coca-Cola? What attracts these various countries to our products - the marketing strategies used by our companies, supply and demand, necessity?

ADDITIONAL RESOURCES: Classroom text, large map, export chart (already included in this resource guide), current resources
ACTIVITY: Choosing The Appropriate Menu

PURPOSE: To Learn More About Foods Eaten In Other Countries

SUITABLE SUBJECT AREAS: Social Studies
APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: Divide class into groups of five. Assign each group a country in which to study about their customs concerning food. Have the students design a menu to go along with foods and customs of the country they represent. They also could compile a cookbook of recipes representative of their country. Pricing the menu items would provide more practice in dealing with types of currency from different countries. There can be additional discussion on spices, fruits, etc., unique to various countries.

ADDITIONAL RESOURCES: International cookbooks, encyclopedias, world atlas
ACTIVITY: Jobs Away From Home

PURPOSE: To Realize What Is Important To Know When Living Or Working In Another Country

SUITABLE SUBJECT AREAS: Social Studies

APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY:

Introduction: Explain that people earn money to survive and that sometimes earning money requires leaving a particular state or even leaving the United States. Talk about how it would feel to leave your nation, your family, and friends. Mention some situations in our nation where people work in places away from their families.

Persons employed in the military, professional sports or harvesters may be away from their families during certain seasons of the year.

A job assignment could send a businessperson overseas for a period of time.

Families cannot always accompany the worker for a number of reasons including expense, children in school, and so forth.

Have students review the video "Careers Going Global".

A) What would be vital to know if one was asked to take a job assignment overseas?

B) What would be some of the advantages and disadvantages to a move of this nature?

C) What role does the U.S. Embassy play in assisting people who work overseas?

ADDITIONAL RESOURCES: Do's And Taboo's Around The World, world atlas, encyclopedias
ACTIVITY: A "Stitch" Apart

PURPOSE: To Research About Cultures Of Other Countries

SUITABLE SUBJECT AREAS: Social Studies, Art, Home Economics

APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: Make a quilt depicting the culture of a particular country. Students will study about the background of the country. They will choose something from their research to illustrate on a 12x12 square of cloth (may use muslin). Use permanent markers so they will not fade. Draw the picture (example: flag, dress, flower, a tourist attraction). Piece the quilt together. Sew on backing. A quilt like this makes a beautiful wall hanging.

ADDITIONAL RESOURCES: Quilting materials, classroom texts, supplementary materials on countries throughout the world, encyclopedias, world atlas
ACTIVITY: Identifying The World Time Zones

PURPOSE: To Help Students Identify The 24 Time Zones Of The World

SUITABLE SUBJECT AREAS: Social Studies, World Geography
APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: The distance around the center of our world in degrees is 360 degrees. Each 15 degrees identifies a time zone not always on a straight line of longitude. How many time zones are there in our world? What time zone do you live in? Identify the time zones in the United States. Imagine you are doing business with a company in Hong Kong. You need to call your representative in Hong Kong. When do you suppose would be the best time to call? In addition to calling, is there another way you can contact him/her? Which would be quicker? Which would be easier? Which would you choose? Why? Why do you think it is necessary to know the time zones of the world? Create a world time zone chart, color coding your time zones. Keep this information in your personal social studies journal or notebook. Encourage the use of the Interactive Computerized Learning Enrichment Component.

ADDITIONAL RESOURCES: Social Studies/Geography text. Use your library (school or public), Interactive Computerized Learning Enrichment Component.
ACTIVITY: Using The World Time Zone Chart

PURPOSE: To Use The Time Zone Chart As A Learning Tool

SUITABLE SUBJECT AREAS: Social Studies, World Geography

APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY:

As a follow-up to "Identifying The World Time Zones" use the completed time zone chart as a tool in identifying times around the world. Use the following questions as a starter:

When it is 7:00 a.m. in New York City, what time is it in Moscow?

When it is 12:00 noon in Knoxville, what time is it in Beijing?

Students may catch on quickly. If so they may ask times to their classmates. They should conclude that while it may be day time in New York and Knoxville, it is night time in other places around the world. Also, while we sleep, other people of the world are working.

ADDITIONAL RESOURCES: Use the charts that students created under "Identifying The World Time Zones" activity.
ACTIVITY: What Is A Culture?

PURPOSE: To Provide An Overview Of Our Culture As Compared To A Culture Of Another Country

SUITABLE SUBJECT AREAS: Social Studies

APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY:
(1) Fill in the chart for your culture.
(2) Fill in the chart for a different culture from your own.
(3) Compare and discuss

ADDITIONAL RESOURCES: Current classroom text, encyclopedias, multicultural journals and books.
What is Culture?

- The governments organized
- The clothes worn
- The shelters lived in
- The things made
- The foods eaten
- The tools used
- The language spoken
- The arts and recreation developed
- The religion believed in
- The values accepted
- The customs and traditions followed
- The knowledge shared

What gives a society its character?

Source: Dr. Tandy Taylor
ACTIVITY: A Careful Review Of "Careers Going Global"

PURPOSE: Understanding World Geography

SUITABLE SUBJECT AREAS: Social Studies, World Geography

APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: After viewing the video "Careers Going Global," have students identify the flags shown during the introduction, matching them with the correlating countries.

ADDITIONAL ACTIVITY: Encourage students to design a notebook which would include names of specific countries, capital cities, flags, locations on the map or globe, chief exports, official languages, etc. Once completed, students may wish to make brief oral presentations to the class.

ADDITIONAL RESOURCES: Current classroom text, encyclopedias, world atlas
ACTIVITY: Making The Perfect Video Commercial

PURPOSE: To Create And Advertise Marketable Products For Use Overseas

SUITABLE SUBJECT AREAS: Language Arts, Social Studies

APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: Divide students into small groups. Have them review information on the lifestyle, culture and language of people from a country they have just studied (or are currently studying). Ask each group to create a "product" that it feels would be used both here in the United States and in that particular country. Once that product is complete, have each group design the "perfect" accompanying commercial. Videotape each commercial.

ADDITIONAL ACTIVITIES: Later, if time permits, invite foreign language students from your feeder high school to help translate the commercial into the appropriate foreign language. Videotape the final results.

ADDITIONAL RESOURCES: Encyclopedia, classroom texts, atlas, almanac, related journals
ACTIVITY: Learning About Other Cultures Can Lead To Exciting Futures

PURPOSE: Understanding The Importance Of Being Prepared To Work In A Global Society

SUITEABLE SUBJECT AREAS: Career Counseling
APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: Have students select one of the following careers that require understanding and knowledge of other cultures and/or countries: (Feel free to extend this list to include additional careers.) (1) chef trained in France (2) international tour guide (3) international businessperson (4) exporter/importer (5) Vista or Peace Corp volunteer (6) United States ambassador (7) United Nations interpreter (8) international banker (9) teacher stationed at a U.S. military base abroad (10) currency exchanger (11) United States president (12) international news reporter (13) visiting university professor (14) military officer stationed overseas (15) overseas hotel manager (i.e., Sheraton International, Hilton International) (16) purser (17) flight attendant.

Have students learn as much as possible about his/her career (i.e., education/training, language requirements, on-the-job training). Then have each student design a colorful poster intended to introduce the career, its importance, and career opportunities associated with this career. Display finished products in "Career Corner."

ADDITIONAL ACTIVITIES: When possible, arrange to have your students take their "career" posters to K-5th grade classrooms to introduce these careers to younger children.

ADDITIONAL RESOURCES: Encyclopedias, Tennessee Career Guide: The Sky's The Limit, related resources, community resource
ACTIVITY: Scenes Recognized Throughout The World

PURPOSE: Understanding World Geography

SUITABLE SUBJECT AREAS: Social Studies, World Geography

APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: The Statue of Liberty is an example of one U.S. attraction recognized throughout the world. Have your students review "Careers Going Global" and identify other historical sites shown in this video (example, Sugar Loaf). Either in oral or written reports, have students share information on a particular historical site (i.e., location, period in which site was constructed, official use of site, and why site is so well known).

ADDITIONAL ACTIVITY: Ask students to name other famous world sites that were not included in the video "Careers Going Global" (i.e., Leaning Tower of Pisa). Follow up with student reports similar to the above mentioned activity.

ADDITIONAL RESOURCES: Encyclopedias, current classroom text, world atlas, history books
ACTIVITY: The United Nations

PURPOSE: Understanding And Appreciating Cultural Pluralism In A Unique Workplace

SUITABLE SUBJECT AREAS: Social Studies
APPROPRIATE GRADE LEVELS: 5th thru 8th

DESCRIPTION OF ACTIVITY: Using encyclopedias, social studies textbooks and related references, have students write a report on the United Nations. Include the beginning date of the organization, purpose, membership requirements, and where and how often meetings are held. What role does the United States play with the United Nations, how are interpreters selected, and are there opportunities for student internships. Just recently, a new United Nations Secretary General was named. Who is he and where is he from? Encourage students to discuss the "mock" United Nations assembly.

Encourage students to write to the United Nations, giving them the opportunity to ask questions or present issues of concerns or interests.

ADDITIONAL RESOURCES: Encyclopedias, social studies texts
ACTIVITY: Planes, Boats, And Trolleys

PURPOSE: To Inform Students Of The Different Modes Of Transportation In The United States And Foreign Cities.

SUITABLE SUBJECT AREAS: Social Studies, World Geography

APPROPRIATE GRADE LEVELS: 5th thru 9th

DESCRIPTION OR ACTIVITY: Divide students into groups. Have each group select a geographic area of the world. Select cities from each area and research the residents' mode of transportation (e.g., Venice, Italy - boat; China-bicycle; etc.). How do the various modes of transportation influence such issues as ecology, the environment, work time factors, etc.?

ADDITIONAL RESOURCES: Encyclopedias, classroom textbooks, related resources
ACTIVITY: Traveling Abroad? Why The Passport?

PURPOSE: To Introduce Students To The History And Purpose Of The Passport In International Travel

SUITABLE SUBJECT AREAS: Social Studies, World Geography
APPROPRIATE GRADE LEVELS: 5th thru 9th

DESCRIPTION OF ACTIVITY: Have students research the purpose and history of the passport. Why is it important? When and where did it originate? When is it necessary to use a passport when traveling internationally (ie., Does one need one to travel to England, Canada, St. Thomas, Virgin Islands? Why or why not?)? Where does a person apply for a passport? How long is the application process? Once administered, how long is a United States passport valid? What is the difference between a passport and a visa?

Have younger students design and create their own passport which can include a color photograph, their own fingerprints, etc. Plan an imaginary trip to an exciting country abroad where a passport is required. Compare classroom passports with United States and foreign passports.

ADDITIONAL RESOURCES: Sample passport, encyclopedias
ACTIVITY: Source Search

PURPOSE: To Identify Sources Of Products Imported Regularly Into The United States

SUITABLE SUBJECT AREAS: Social Studies, World Geography

APPROPRIATE GRADE LEVELS: 6th thru 8th

DESCRIPTION OF ACTIVITY: Review the attached sample of the "Source Search" activity sheet. As observed, have your students identify a minimum of ten imported products used by Americans. Students are to guess the "source" by reviewing the clues provided to the left of the product.

ie. PRODUCT SOURCE
Silk C i

Students may work individually or in small groups. If this activity is timed, the first to respond to all clues correctly wins.

ADDITIONAL RESOURCES: Classroom texts, encyclopedias, world atlas
**SOURCE SEARCH**

Identify The Source Of The Products Listed Below

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>SOURCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Silk</td>
<td>C _ i _</td>
</tr>
<tr>
<td>2. Lace</td>
<td>e _ g _</td>
</tr>
<tr>
<td>3. Leather Gloves</td>
<td>t _ y</td>
</tr>
<tr>
<td>4. Persian Rugs</td>
<td>I _ n</td>
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<tr>
<td>5. Diamonds</td>
<td>S _ _ _ A r _ _ a</td>
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<tr>
<td>6. Waterford Crystal</td>
<td>e l _ _</td>
</tr>
<tr>
<td>7. Mercedes Benz</td>
<td>G _ _ _ n _</td>
</tr>
<tr>
<td>8. Scottish Plaids</td>
<td>S _ o _ _ _ d</td>
</tr>
<tr>
<td>9. Croissants</td>
<td>a _ c _</td>
</tr>
<tr>
<td>10. Volvo</td>
<td>e _ e</td>
</tr>
</tbody>
</table>

**ANSWERS**

ACTIVITY: Geography Genius

PURPOSE: To Teach Location Skills For Geography Literacy

SUITABLE SUBJECT AREAS: Social Studies
APPROPRIATE GRADE LEVELS: 6th thru 8th

DESCRIPTION OF ACTIVITY: Ask students to identify and locate cities studied in the eastern hemisphere. Have them fill in their answers on a blank regional map.

Related Activity: Divide students into groups of two. Using a separate sheet (see attached activity sheet), have students list these cities, identifying, also, the longitude latitude, and one pertinent or important fact about each. Have students place a next to each city that hosts a World Trade Center.
<table>
<thead>
<tr>
<th>City and Country</th>
<th>Latitude - Longitude</th>
<th>Important Fact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt, Germany</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Geneva, Switzerland</td>
<td></td>
<td></td>
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<tr>
<td>Helsinki, Finland</td>
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<td>Hong Kong, (UK)</td>
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<tr>
<td>Istanbul, Turkey</td>
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<td>Johannesburg, South Africa</td>
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<td>Jaffa, Israel</td>
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<tr>
<td>Kabul, Afghanistan</td>
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<tr>
<td>Kiev, Soviet Union</td>
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<tr>
<td>Lagos, Nigeria</td>
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<tr>
<td>Madrid, Spain</td>
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<td>Yakutsk, Soviet Union</td>
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<td>Xi'an, China</td>
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<td>Valencia, Spain</td>
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<td>Warsaw, Poland</td>
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<td>Memphis, Egypt</td>
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<td></td>
</tr>
<tr>
<td>City and Country</td>
<td>Latitude - Longitude</td>
<td>Important Fact</td>
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<td>----------------</td>
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<tr>
<td>Mecca, Saudi Arabia</td>
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<tr>
<td>Medina, Saudi Arabia</td>
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<td>Nairobi, Kenya</td>
<td></td>
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<tr>
<td>Osaka, Japan</td>
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<td>Perth, Australia</td>
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<td>Rangoon, Burma</td>
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<td>Seoul, South Korea</td>
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<td>Tel Aviv, Israel</td>
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<td></td>
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<tr>
<td>Singapore, Singapore</td>
<td></td>
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<tr>
<td>Tehran, Iran</td>
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<tr>
<td>Amman, Jordon</td>
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<tr>
<td>Baghdad, Iraq</td>
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<tr>
<td>Beijing, China</td>
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<td>Cairo, Egypt</td>
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<td>Damascus, Syria</td>
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<td>Ebla, Syria</td>
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<tr>
<td>City and Country</td>
<td>Latitude - Longitude</td>
<td>Important Fact</td>
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</tr>
<tr>
<td>Zanzibar, Tanzania</td>
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<td></td>
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<tr>
<td>Zurich, Switzerland</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Innsbruck, Austria</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
ACTIVITY: What Will You Wear?

PURPOSE: To Use Clothes As A Tool To Teach About Climates

SUITABLE SUBJECT AREAS: Social Studies, World Geography

APPROPRIATE GRADE LEVELS: 6th thru 8th

DESCRIPTION OF ACTIVITY: This activity should help the students to understand the importance of learning about various climates around the world. After teaching or reteaching about the world's climates, remind students that they have already learned that climate is determined by how close or far away one is from the equator, and land elevations, or how close one is to large bodies of water. They should be reminded that there are five climate zones, the hottest being at the equator. Remind them that if it is summer in the northern hemisphere, it is winter in the southern hemisphere.

Situation: You are about to visit the World Trade Centers in 10 cities around the world. You need to know what to wear, how to pack. On the adjoining page is a chart of the cities and the designation month you are scheduled to visit. You decide what you will need to wear, based on the average temperature.

ADDITIONAL RESOURCES: World atlas, social studies text, travel guides from the public library
<table>
<thead>
<tr>
<th>Month</th>
<th>City</th>
<th>What Will You Wear?</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>Rio de Janeiro</td>
<td></td>
</tr>
<tr>
<td>March</td>
<td>Frankfurt</td>
<td></td>
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<tr>
<td>April</td>
<td>Paris</td>
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<td>May</td>
<td>Chicago</td>
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<tr>
<td>June</td>
<td>Bogota</td>
<td></td>
</tr>
<tr>
<td>August</td>
<td>San Francisco</td>
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<td>September</td>
<td>Barcelona</td>
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<tr>
<td>December</td>
<td>Antwerp</td>
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</table>
ACTIVITY: Global Concerns

PURPOSE: To Identify Countries Of The World Whose Economic Problems May Prevent An Even Flow Of Trade With Other Countries

SUITABLE SUBJECT AREAS: Social Studies, World Geography

APPROPRIATE GRADE LEVELS: 6th thru 8th

DESCRIPTION OF ACTIVITY: With a focus on global concerns, each of the countries listed below is coping with problems whose solutions are important to its people and possibly to world trade. Have students select two countries and identify one problem for each country. Then ask students to come up with solutions which could correct the problem(s).

Soviet Union
Iraq
Kuwait
Yugoslavia

ADDITIONAL RESOURCES: Current newspapers, news magazines, "Weekly Readers," "Junior Scholastic"
ACTIVITY: Your Manners Are Showing

PURPOSE: To Understand And Appreciate The Customs (Cultures) Of Other People

SUITABLE SUBJECT AREAS: Social Studies, World Geography
APPROPRIATE GRADE LEVELS: 6th thru 8th

DESCRIPTION OF ACTIVITY: Have students identify customs travelers should observe when traveling or living overseas. Why are these important to know, particularly when a person is involved in a business venture?

Examples: In some countries, gentlemen commonly open doors for ladies; in others, it is not unusual for men to enter and exit doors and elevators ahead of women. In eating a bowl of rice in some parts of China, it is considered bad luck to keep the rice bowl on the table while eating from it. Smoking and burping while eating is acceptable in what countries? In the United States, when women and men are walking outside together it is customary for the man to walk on the outside (or the left of the female). Is this custom common in other parts of the world? Where is it unacceptable for women to participate in negotiating business deals? This should prove to be very interesting research for middle and high school students alike.

ADDITIONAL RESOURCES: Travel guides, Do's And Taboos Around the World, books on world culture and customs
ACTIVITY: Waterways Around The World

PURPOSE: To Identify Oceans, Lakes, Gulfs, Rivers - Waterways Around The World

SUITABLE SUBJECT AREAS: Social Studies, World Geography, English
APPROPRIATE GRADE LEVELS: 6th thru 8th

DESCRIPTION OF ACTIVITY: Students should be reminded that the oceans of the world are continuous. Using a blank map of the world (one has been provided in this resource guide), have students label all oceans, rivers, and gulfs and the land areas they connect.

Related Activities: Have students review regions of the world that they are currently studying or have previously studied. Ask students to identify the lakes and rivers in each region. Compare them to waterways in other regions. How are natural resources and other exports sent from country to country? What costs or time factors are involved? Is the transportation of goods via waterways less expensive than air cargo? Why? Why not?

As a creative writing activity, inform your students that they have just won a trip for four to visit Bangkok, Thailand. Have them write a paper which must include:

- How they will travel (give directions, waterways used, etc.)
- Whom they will take with them
- What they will see and do
- What customs/traditions they need to be aware of

ADDITIONAL RESOURCES: Classroom text, world atlas, travel guides
ACTIVITY: The Gross National Product (GNP): An Introduction

PURPOSE: To Compare The Gross National Product (GNP) Of Two Or Three Countries And Draw Conclusion From Information Shown

SUITABLE SUBJECT AREAS: Social Studies, World Geography
APPROPRIATE GRADE LEVELS: 6th thru 8th

DESCRIPTION OF ACTIVITY: Review, with students, the term and meaning of Gross National Product (GNP). Select line, bar, or circle graphs (maps may also be used) for the hands-on section of this activity. Use natural resources of two or three countries. Chart the information if using graphs. Students should identify countries with the greatest or smallest GNP. Decide which country they would choose to trade with and tell why. Compare the countries with the United States. Tell how they are alike. How do they differ? Make a list of the countries with the highest GNP. Does the size of the country determine the GNP? What is meant by renewable resource? What is meant by nonrenewable resource? Give an example of each. Are the resources being discussed renewable? How can they be renewed? Are the resources nonrenewable? What precautions should be taken to insure their continued use?

ADDITIONAL RESOURCES: Use countries that students will study or are currently studying.
ACTIVITY: The Sweet Success Of Closing An International Business Deal

PURPOSE: Understanding The Role of Culture In International Business

SUITABLE SUBJECT AREAS: Social Studies, Business Education

APPROPRIATE GRADE LEVEL: 6th thru 9th

DESCRIPTION OF ACTIVITY: Role playing activity: You work for a company about to close on a multi-million dollar deal with an international firm. This firm's owner wants to close the deal here in the United States and wishes to stay in your home while negotiations are underway. What type of menus, entertainment, and transportation do you plan? How do you prepare for this visitor, realizing that one unwise move from you could cause your company millions of dollars?

ADDITIONAL RESOURCES: Global Success, Do's and Taboos Around the World, encyclopedias, international cookbooks
ACTIVITY: "Getting There In Time To Close The Deal"

PURPOSE: Understanding The Importance Of Time Zones In International Business And Travel

SUITABLE SUBJECT AREAS: Social Studies, World Geography
APPROPRIATE GRADE LEVEL: 6th thru 9th

DESCRIPTION OF ACTIVITY: Using the Interactive Computerized Learning Enrichment Component included in the "Careers Going Global" curriculum packet, identify countries, their time zone, and the number of hours it would take to travel to these countries from the central standard time zone region of the United States (e.g., from Nashville, Tennessee, to Frankfurt, Germany, would take approximately 7 hours). Why is this information important in international travel and business? In each instance, would one loose a day, gain a day, or would he arrive on the same day?

ADDITIONAL RESOURCES: Interactive Computerized Learning Enrichment Component
Apple Macintosh, Series 2 or IBM compatible microcomputer
with voice capabilities
ACTIVITY: "Will The Real World Leader Please Stand Up?"

PURPOSE: Understanding The World Influence Of Other World Leaders On The United States

SUITABLE SUBJECT AREAS: Social Studies, World History, Current Events

APPROPRIATE GRADE LEVELS: 7th thru 9th

DESCRIPTION OF ACTIVITY
Have students identify prominent world leaders from around the world (e.g., the Queen of England, the President of Poland, etc.). What rules and regulations limit or enhance the power of each leader (e.g., the power of the Queen of England vs. that country's Prime Minister)? Which countries are United States allies? How do these and other related factors influence United States trade?

ADDITIONAL RESOURCES: Encyclopedias, classroom texts, related supplementary materials
ACTIVITY: Computer Assisted Fun: An Exciting Way To Find Out What Languages Are Spoken In Other Parts Of The World

PURPOSE: Interactive Computerized Learning Enrichment Component

SUITABLE SUBJECT AREAS: World Geography
APPROPRIATE GRADE LEVELS: 7th and 8th

DESCRIPTION OF ACTIVITY
Using the mouse, match these countries with the "official language" in that country.

(Examples: Countries: Argentina, Brazil
Languages: Spanish, Portugese)
See attached sheets

ADDITIONAL RESOURCES: Apple Macintosh, Series 2, IBM compatible computer with voice capabilities
ACTIVITY: Interactive Computerized Learning Enrichment Component

PURPOSE: Understanding The Earth, Its People, And Elements Through Geography. Identifying Languages Spoken In Various Parts Of The World

SUITABLE SUBJECT AREAS: Social Studies, World Geography, Modern Foreign Language

APPROPRIATE GRADE LEVELS: 6th thru 12th

DESCRIPTION OF ACTIVITY: An Apple Macintosh, Series 2 or IBM compatible with voice capability, is necessary for this particular activity. Use the mouse and world map to match each country with its "official language." (Examples: Countries: Argentina, Brazil; Languages: Spanish, Portuguese).

Feel free to use this activity as an introduction to a specific country or as an enrichment or follow-up activity.

ADDITIONAL RESOURCES: Encyclopedias, world atlas
Interactive Computerized Learning Enrichment Answer Sheets

Brazil - Portuguese
Angola - Portuguese
Mozambique - Portuguese

Chad - French
Zaire - French
People's Republic of the Congo - French

Ghana - English
Botswana - English

Liechtenstein - German
Austria - German

Algeria - Arabic
Egypt - Arabic

Iran - Farsi (Persian)

Argentina - Spanish
Mexico - Spanish

Taiwan - Mandarin Chinese

India - Hindi, English
Canada - English, French
Cyprus - Greek, Turkish
Switzerland - French, German, Italian
Belgium - Dutch, French, German
South Africa - Afrikaans, English
Two more matching exercises using the balloons on the computer and dragging the correct match. Match countries with type of money and countries with religion. On the type of money, you could pick the currency on the computer screen. Most countries have currency that is designed with a person, place or thing of historical significance to that country (example: the Bolivian peso has a picture of Simon Bolivar)

Examples

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<tr>
<th>Country</th>
<th>Money</th>
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<td>Japan</td>
<td>Yen</td>
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<tr>
<td>England</td>
<td>Pound</td>
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<td>Italy</td>
<td>Lire</td>
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<td>Belgium</td>
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<td>France</td>
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<td>Kopek</td>
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Examples

<table>
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<th>Country</th>
<th>Religion</th>
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<td>Jewish</td>
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<td>Italy</td>
<td>Roman Catholic</td>
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<td>Pakistan</td>
<td>Moslem</td>
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### Example #1

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<td>Arabic</td>
<td>C</td>
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<td>B</td>
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<td>Botswana</td>
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<td>D</td>
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### Example #2

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<td>C</td>
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<tr>
<td>India</td>
<td>French, German, Italian</td>
<td>E</td>
</tr>
<tr>
<td>Belgium</td>
<td>French, English</td>
<td>D</td>
</tr>
<tr>
<td>Switzerland</td>
<td>French, German, Dutch</td>
<td>B</td>
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<tr>
<td>Cyprus</td>
<td>Hindi, English</td>
<td>A</td>
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### Example #3

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<tr>
<td>Chad</td>
<td>Portuguese</td>
<td>E</td>
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<tr>
<td>Algeria</td>
<td>French</td>
<td>A</td>
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</table>
ACTIVITY: Putting It All Together Again

PURPOSE: Understanding World Geography: Recognizing And Associating Continents With Others

SUITEABLE SUBJECT AREAS: World Geography, World History

APPROPRIATE GRADE LEVEL: 5th thru 8th Grade

DESCRIPTION OF ACTIVITY: Using a colorful world map with a heavy backing; cut it into pieces to form a puzzle (the older the students, the more challenging the design). Have the students put the puzzle back together again, identifying each continent, country, ocean, etc. Feel free to divide your students into teams and see which team can put the world "back together again," timing the activity. (See attached sample of map)

ADDITIONAL RESOURCES: World atlas, encyclopedias, current social studies texts
ACTIVITY: The Global Alphabet Game

PURPOSE: Understanding World Geography

SUITABLE SUBJECT AREAS: World Geography

APPROPRIATE GRADE LEVELS: 7th thru 9th

DESCRIPTION OF ACTIVITY: Divide your students into groups. Have each group name foreign cities that start with each letter of the alphabet. (e.g., A - Amsterdam; B - Brussels; C - Copenhagen; Z - Zurich; etc., students may also include the country where these cities are located)

ADDITIONAL RESOURCES World Trade Center Association Members, dictionary, encyclopedias, globe
ACTIVITY: Understanding And Appreciating Basic Geography Concepts

PURPOSE: Using Maps and Globes To Identify Countries Around The World

SUITABLE SUBJECT AREAS: World Geography

APPROPRIATE GRADE LEVELS: 7th and 8th

DESCRIPTION OF ACTIVITY: 
(A) Have students identify the countries on the attached sheets, then match the picture of the country with the appropriate number.

(B) Have students identify each capital. Continue this activity with additional countries. (Answers: Australia - 6, Canberra; Columbia - 1, Bogata; Denmark - 3, Copenhagen; Finland - 8, Helsink; Germany - 5, Bonn; Norway - 2, Oslo; Spain - 4, Madrid; Sweden - 7, Stockholm.)

SOURCE: Educational Foundation for Foreign Study

ADDITIONAL RESOURCES: World maps and globe, classroom text, related resources
ACTIVITY: Where United States Import Products Originated

PURPOSE: Understanding The World Economy

SUITABLE SUBJECT AREAS: World Geography

APPROPRIATE GRADE LEVELS: 7th and 8th

DESCRIPTION OF ACTIVITY: Remind your students that many of the things that they wear, eat, and use for entertainment were made overseas. Have them make a list of products that they use (or have) and the countries where these products originated. Make a world map and have students indicate on that map the kinds of products imported to the United States. Encourage them to bring in some examples that might be found in individual homes.

ADDITIONAL RESOURCES: Encyclopedias, world geography textbooks
ACTIVITY: Discovering What Languages Are Spoken Throughout The World

PURPOSE: Understanding The Earth, Its People And Elements Through Geography

SUITABLE SUBJECT AREAS: World Geography

APPROPRIATE GRADE LEVELS: 7th and 8th

DESCRIPTION OF ACTIVITY: Secure copies of the world map for each of your students. Have your students note the official language spoken in each country (example: United States - English; Canada - English, French; Mexico - Spanish). Emphasize North and South America; Africa and Australia. Have the students research what exploration and colonization caused this language growth. Discuss the effects that language has on culture.

ADDITIONAL RESOURCES: Reinforcement: Interactive Computerized Learning Enrichment Component, encyclopedias, world atlas.
ACTIVITY: Discovering World Class Opportunities With The U.S. Military

PURPOSE: Understanding The Role The U.S. Military Plays In Overseas Career Opportunities

SUITABLE SUBJECT AREAS: World Geography, Career Counseling

APPROPRIATE GRADE LEVELS: 7th and 8th

DESCRIPTION OF ACTIVITY: Have a recruiter from the U.S. military (Army, Navy, Air Force, Marines, Coast Guard, National Guard) speak to your class about the opportunities to work and travel overseas in the military. Ask the recruiter to bring weapons to display and talk about the overseas travel that he/she has experienced. Recruiters will talk about education requirements and the need and importance of staying drug-free. They can also talk about opportunities for women/minorities overseas.

ADDITIONAL RESOURCES: Call:
- Army - 1-800-USA-ARMY
- Navy - 1-800-327-NAVY
- Air Force - call your local recruiter
- Marines - 1-800-MARINES
- Coast Guard - call your local recruiter
- National Guard - call your local recruiter
ACTIVITY: Utilizing The World Trade Center NETWORK

PURPOSE: Understanding The World Economy

SUITABLE SUBJECT AREAS: Economics, World Geography, Business Education, Marketing Education

APPROPRIATE GRADE LEVELS: 8th thru 12th

DESCRIPTION OF ACTIVITY: Have students review the advantages of the World Trade Center's electronic NETWORK bulletin board. Divide students into groups and have them discuss one of the following challenges (or create your own situation).

Situation One: You and your business partners have just opened another restaurant in a chain of Chinese restaurants. You now have over 60 restaurants across the United States. The main staple for your restaurant is rice but your rice supplier has left the export business. How would you use the NETWORK to help solve your problem?

Challenge: To get onto the electronic NETWORK bulletin board you must have a microcomputer, telephone, and a modem. For access contact the World Trade Center, 1001 Market Street, Chattanooga, Tennessee, 37402.

Situation Two: As the buyer for your aunt's bridal shop, you accidently ordered 1,000 Taiwanese bridal dresses that cannot be returned. How can the NETWORK help?

WHAT IS A WORLD TRADE CENTER?

More than a building, a movement, or an organization, the world trade center concept brings together business and government agencies involved in foreign trade.

Ideally, a world trade center (WTC) puts all the services associated with international trade under one roof.

These services often include trade information and communications services, world trade center clubs, trade education programs, trade missions, and exhibit and display facilities.

"A world trade center in any city is a business shopping center, complementing and supporting the existing services of private and government agencies," explains World Trade Center Association President Guy F. Tozoli.

Where Are World Trade Centers Located?

World trade centers or affiliated associations are located in virtually every major trading city in the world. By the start of 1990, 79 operating WTCs and over 100 planned WTCs were active around the world, with more petitioning for membership each month. Apolitical and unaligned, the WTCA enables members to interact with people of every ideology in pursuit of common economic interests. Through the WTCA, political and geographic borders become reasons for cooperation rather than dividing lines.

What Services Are Provided?

A world trade center offers its members and tenants a wide range of facilities and services—either free of charge or at a discount price. All services are reciprocal; a member can take advantage of these facilities at any WTC around the world.
All centers offer office space for the international trading community--international financial institutions, manufacturers, customs brokers, freight forwarders, government trade promotion services, legal services, insurance brokers, and professional services.

Most centers provide a full range of information services including computerized communications, extensive database and library facilities covering world markets, trade opportunities, government regulations, tariffs, and other business topics. Trade research services are also available.

Over 100 WTCs are currently on-line and offering access to WTC NETWORK. NETWORK is the WTCA's worldwide computerized trading and messaging system.

Education services are extensive at most WTCs, ranging from language instruction to workshops, seminars, and other training programs to facilitate international business activities.

Exhibit space is available at most WTCs for displaying products or holding trade fairs or shows.

Meeting or conference facilities suitable for every size and type of business gathering are usually available at WTCs. Many WTCs also offer advanced teleconferencing facilities.

Some WTCs offer trading companies to provide practical trade assistance to local manufacturing and service companies.

Most WTCs support trade missions, often organized in cooperation with other WTCs, providing all necessary support services.

Most WTCs maintain an exclusive private club for members to entertain their clients or guests. Comfortable lounge and dining facilities are geared to a discriminating international business clientele.
Consumer and business facilities are provided at most WTCs to meet virtually every need. These usually include banks, hotels, restaurants, specialty shops, convenience services, and secretarial, translation, travel, and support services.

What Is WTC NETWORK And How Can It Cut My Communications Costs?

WTC membership gives you access to a unique easy-to-use database and computerized communications system that can make business prospects easier to identify—and can slash your communications costs.

The electronic Bulletin Board provides a valuable link to buyers and sellers worldwide. The WTC NETWORK system can help you determine a potential partner's viability and so lessen the risk of doing business with new partners in other countries.

The system is as easy to use as a telephone, works with almost any type of computer or word processor, and can be accessed from approximately 800 cities in 64 countries via local telephone. You can receive a message for the cost of a local phone call and send one overseas at a fraction of the cost of telex.

What Do The Clubs Offer?

WTC clubs offer the best of any private business clubs around the globe. Clubs provide VIP receptions and special functions as needed and, like all WTC services, are reciprocal to members anywhere in the world. Each WTC club caters to the needs of international business people with the highest quality service in an atmosphere conducive to business discussions.
How Can The Education Services Benefit Me?

WTC education services tend to be practical and specific to member needs. Courses can range from basic export documentation to advanced export finance. Meetings and conferences, in conjunction with trade shows, deal with specifics of production, technology, or manufacturing. Speakers share special knowledge of markets or business strategy in dealing with government agencies or multinational firms. A primary topic of concern is local customs and cultural differences as they affect international trade. WTCs offer extensive and ongoing training and consulting in this area.

What Is The World Trade Centers Association (WTCA)?

Founded in New Orleans in 1968 to encourage the expansion of world trade through the world trade center concept, the WTCA has grown to become a network of over 200 member organizations in over 190 cities worldwide. The Association is dedicated to three basic goals: to encourage mutual assistance and cooperation among members, promote international business relationships, and foster increased participation in world trade by developing nations.

Non-profit and apolitical, the Association continues to grow and extend partnerships and trade links throughout the globe. More than 400,000 companies involved in international trade are currently affiliated with the WTCA’s member organizations.

WTCA services and benefits to member WTCs include:
* Exclusive rights to use the world trade center service mark and WTCA logo
* Exclusive rights to market WTC NETWORK in the member’s region
* Access to information and services available through other world trade centers
* Reciprocal privileges for local members at over 75 operating trade centers and world trade center clubs
* Seminars on how to establish a successful world trade center
*Manuals on planning and operating specific WTC services
*A monthly newsletter, quarterly magazine, and a variety of other useful publications
*Annual general assemblies and periodic committee meetings to promote a variety of mutual assistance programs

World Trade Centers Association Members

Aarhus  | Brugge  | Dusseldorf  
Abidjan | Brussels | Edmonton  
Adelaide | Budapest | Eindhoven  
Aix-les-Bains | Buenos Aires | Fort de France  
Amman | Cairo | Frankfort  
Amsterdam | Calgary | Ft. Lauderdale  
Anchorage | Cape Verde | Geneva  
Antwerp | Caracas | Genoa  
Archamps | Cardiff | Ghent  
Athens | Cedar Rapids | Glasgow  
Atlanta | Charleston | Gothenburg  
Auckland | Charlotte | Great Falls  
Bahrain | Chattanooga | Greensboro  
Baltimore | Chengdu | Greenville- 
Bangkok | Chicago | Spartanburg  
Barcelona | Chongqing | Grenoble  
Bari | Cologne | Guadalajara  
Basel | Colorado Springs | Guam  
Beauport | Columbus | Guangzhou  
Beijing | Copenhagen | Halifax  
Berlin | Curacao | Hamburg  
Bilbao | Cyprus | Hangzhou  
Bogota | Denver | Hartford  
Bombay | Des Moines | Havana City  
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Boston | Detroit | Helsinki  
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How Can I Find Out More?

To learn more about world trade center programs, services, or membership, contact:

The World Trade Centers Association, Inc.

One World Trade Center, Suite 7701
New York, N.Y. 10048 USA
Telephone: (212) 313-4600
Telex: 205 472 WTNY UR
Fax: (212) 408-0064
WTC NETWORK: WTCA
The Chattanooga World Trade Center

The World Trade Center of Chattanooga was chartered in April 1989 with some assistance from Partners for Economic Progress. Located in the Civic Forum, "the center was organized to help promote international sales from area companies through its worldwide network and assistance programs." Tennessee currently boasts 103 members with a year-end goal of 150. The individual membership fee is approximately $150 while corporate membership is approximately $300.

The managing director, Mr. Franz Reichert, is extremely committed to creating avenues whereby youth and adults can learn about and get involved with the World Trade Center. Mr. Reichert's current youth project is the development of a World Trade Center curriculum which will be implemented through vocational education. A recent teacher inservice workshop, held in Chattanooga, attracted innovative teachers who listened to timely global education topics designed to challenge teachers to prepare students to think in global terms and work in a global economy. The growing interest from educators not attending has prompted the scheduling of additional workshops.
ACTIVITY: Understanding The World Trade Center NETWORK

PURPOSE: Understanding The World Economy
Understanding The Process Of Exporting

SUITABLE SUBJECT AREAS: Economics, World Geography, Business Education, Marketing Education

APPROPRIATE GRADE LEVELS: 8th thru 12th

DESCRIPTION OF ACTIVITY: Have students divide into groups and design the "perfect product to export." Following the "Steps to Exporting" chart included in this research guide, have students prepare their export package. Make sure they include a drawing of the packaging and a list of countries they would like to consider for exporting. Have them respond to questions such as these: Why are these countries suitable possibilities? Why would the United States profit from exporting this product? What possible situations would prohibit the marketing of your product? Have students design a "draft" World Trade Center NETWORK request for the purpose of finding out if there might be any interest in their product from other countries. Once completed, have each group make their presentations in class.

ADDITIONAL RESOURCES: Pamphlets: "What Is A World Trade Center?" and "World Trade Center NETWORK" (included in this resource guide), Export Chart (also included in this guide), Export/import supplementary texts, Economics textbooks, encyclopedias, world atlas
ACTIVITY: Locating World Trade Centers In The United States And Abroad

PURPOSE: Understanding the Importance of Global Networking

SUITABLE SUBJECT AREAS: Economics, World Geography, Business Education, Marketing Education

APPROPRIATE GRADE LEVEL: 8th thru 12th

DESCRIPTION OF ACTIVITY: The World Trade Center NETWORK is a powerful and intriguing system that can enhance global trade as well as "make" or "break" importing and exporting businesses. To date, there are over 235 World Trade Centers in the world. The attached sheets (designed for use as transparencies) can be used to identify World Trade Centers not only in the United States but other countries as well. Encourage students to secure additional information on centers, particularly outside the United States. Some students may wish to correspond with world trade center staff, seeking answers to questions relative to the role these centers play in international trade.

ADDITIONAL RESOURCES: World Trade Center Pamphlets
Africa and The Middle East
Australia,
The Far East & The Indian Sub-Continent
Australia, The Far East & The Indian Sub-Continent
ACTIVITY: What's Hot And What's Not: Identifying The Best Jobs For The Future

PURPOSE: Understanding The Importance Of Being Prepared To Compete In A Global Society

SUITABLE SUBJECT AREAS: Career Counseling, Economics

APPROPRIATE GRADE LEVELS: 8th thru 12th

DESCRIPTION OF ACTIVITY: Engineering, international finance, health care, international law*... all are "hot track" careers for the future... all could lead to international travel!! Have students research the fastest growing occupations 1) in Tennessee (2) in the nation (3) in other economically competitive countries. If students are interested in any of the occupations listed under assignment number one or two, have them include these careers in their career portfolio. Have them compare/contrast these with one in number three (fastest growing occupations in other countries). Note the differences/similarities. How are training programs/educational requirements similar/different? Salaries? Demand? Job responsibilities?

ACTIVITY: Women In The International Workplace

PURPOSE: Understanding Cultural Diversity In The Workplace

SUITABLE SUBJECT AREAS: Business Education, Sociology, Career Counseling

APPROPRIATE GRADE LEVELS: 8th thru 12th

DESCRIPTION OF ACTIVITY: How are roles and responsibilities of women in the workplace similar/different in the (1) Middle East, (2) Japan, (3) China, (4) the Philippines, (5) Latin America, (6) European countries, and (7) North America? What industries heavily employ women? How do women's wages/salaries compare to men's? Which countries have undergone major changes in the past two decades relative to the treatment of women in the workplace? What factors possibly influenced these changes?

ACTIVITY: A Sneak Preview Through "Shadowing"

PURPOSE: To Gain Understanding And Insight Into Job Responsibilities

SUITABLE SUBJECT AREAS: Career Counseling
APPROPRIATE GRADE LEVELS: 8th thru 12th

DESCRIPTION OF ACTIVITY: Have your students examine an interesting occupation that involves international travel or communication with people from other countries (example - international banker, diplomat, commodities trader, importer, military helicopter/aircraft mechanic, etc.). Contact a person in your community with that particular job description who would be willing to participate in "shadowing." Have the students shadow this adult for one or two days, learning as much as possible about job responsibilities and human relations. Prior to the shadowing experience, have students submit papers indicating their impressions of what the jobs entail. Compare the comments made with reports submitted once the shadowing experiences have been completed.

ADDITIONAL RESOURCES: Business leaders, local Chamber of Commerce, counseling and business periodicals
ACTIVITY: Can Living Overseas Make A Difference?

PURPOSE: Developing Knowledge And Appreciation Of Student Foreign Exchange Programs

SUITABLE SUBJECT AREAS: Career Counseling, Sociology, Modern Foreign Language Classes

APPROPRIATE GRADE LEVELS: 9th thru 11th

DESCRIPTION OF ACTIVITY: Talk to students about experiencing life overseas. Talk about living overseas with a family to better understand the language, customs, and culture in that area. Investigate the student foreign exchange programs. Have students learn about requirements: language, school standing, health, monetary, and maturity requirements. Discuss the benefits/drawbacks of leaving home for a year as a teenager.

ADDITIONAL RESOURCES: Go to the list of programs/addresses in this curriculum packet.
ACTIVITY: Going Global? Start Preparing Now

PURPOSE: Broadening Awareness Levels Of Traveling, Studying, Or Working Opportunities Abroad

SUITABLE SUBJECT AREAS: Social Studies, Economics, Sociology, World History

APPROPRIATE GRADE LEVELS: 9th thru 12th

DESCRIPTION OF ACTIVITY: Have students review the video "Careers Going Global," then divide students in groups based on their interest in finding out more about (a) traveling abroad, (b) exchange programs and/or study opportunities abroad, or (c) work opportunities abroad. Have groups select a particular country and respond to questions such as these: Why would this country be attractive to other young adults? What is the social climate, native language(s), business language, climate, economic and cultural make-up, etc. What United States companies do business there? What job opportunities could be available for Americans there? How long would one be expected to remain on the job there? What is AFS, EF, ASPECT, ACEI, and YFU and why are these organizations considered excellent "entrees for global opportunities"?

ADDITIONAL RESOURCES: Encyclopedias, Global Success, Managing Global Success
ACTIVITY: A Look Into The Future: Career Planning

PURPOSE: Understanding The Importance Of Career Exploration And Planning

SUITABLE SUBJECT AREAS: Business, Sociology, Economics, English, Career Counseling

APPROPRIATE GRADE LEVELS: 9th thru 12th

DESCRIPTION OF ACTIVITY: Deciding on one's first occupation is very important. The following activities will give students an opportunity to be exposed to a variety of careers in both this country and abroad. They will also provide opportunities designed to explore post-secondary training programs to enhance students' career choices. Things to consider as assignments for these plans include the following:

(1) Have students describe what they would like to be doing ten years from today. Include aspects of both their professional and personal life.

(2) Have students identify in sequence everything they need to do in order to reach these goals.

(3) Have students identify their strengths and weaknesses -- ones that could possibly aid or hinder them in future planning.

(4) Have students outline two or more career paths for occupations of interest to them now.

(5) If they are considering careers that at one time or another might take them overseas, have students review the video "Careers Going Global." What advice is given by the Americans in Hong Kong relative to preparing to work overseas?
(6) How can the military prepare one for careers both in the United States and abroad?

(7) If you are a high school student, take the Project INFOE interest inventory, available in your guidance office. Identify occupations that interest you. What are the training requirements for these jobs? What about salary ranges both in Tennessee and nationally? Will any of your chosen occupations expose you to travel opportunities outside Tennessee or the United States?

ADDITIONAL RESOURCES: Classroom texts, Project INFOE, Tennessee Career Guide: The Sky's The Limit
ACTIVITY: Keeping Up With Global Trends And Issues Through The Media

PURPOSE: Using The Newspaper And Other Current Media As A Vehicle For Analyzing Global Issues And Trends

SUITABLE SUBJECT AREAS: Social Studies, Economics, World History

APPROPRIATE GRADE LEVELS: 9th thru 12th

DESCRIPTION OF ACTIVITY: Have students look for current global education articles from current newspapers or news magazines similar to the attached article. Discuss, analyze, and relate articles to what is currently happening in the United States (For example, with the attached article, have the class review information on importing and exporting policies and procedures. Then explain or suggest reasons for the trade deficit mentioned in the article. How would the student, as a representative of a company overseas, justify the deficit? What could one do to improve this imbalance?

ADDITIONAL RESOURCES: Current newspapers, news magazines
ACTIVITY: The Exchange Student Program

PURPOSE: Understanding Cultural Differences

SUITABLE SUBJECT AREAS: Foreign Languages, Social Studies, World Geography

APPROPRIATE GRADE LEVELS: 9th, thru 12th

DESCRIPTION OF ACTIVITY: Have your students do research on how to become a foreign exchange student. What companies or organizations are involved? How long is an average exchange program? What foreign languages do you need to know? What credit is given toward graduation? How much would this program cost? Are scholarships available? After reports (written or oral) are completed, invite some foreign exchange students to visit your class and speak about their experiences. Encourage your students to prepare questions ahead of time for their responses.

ADDITIONAL RESOURCES: See enclosed sheet with list of contact persons from foreign exchange companies.
FOREIGN STUDENT EXCHANGE PROGRAMS

Foreign exchange programs have much in common. By living in the home of a "host family" one expects to learn more about their language, culture, and customs. The same is true for foreigners who live in the U.S. There are programs for students and teachers involving actual travel and being hosts. The person traveling pays the company in charge to locate a country, make arrangements and provide support (if necessary) in your host country. Your host family provides room and board. (In the U.S. there is a $50 per month tax deduction.) Scholarships are available and the rest is non-profit. Even the companies have volunteer workers.

The major difference in the travel and exchange programs usually depends largely on the countries students are placed in, the total package cost and the amount of scholarship monies available.

All exchange programs in Tennessee have these countries in common: the U.S., Canada, Australia, Japan, and Western Europe. Few Moslem countries or African countries participate.

The oldest, and largest, exchange program is the American Field Service (AFS). AFS has been operating since 1947 and is in 66 countries on every continent on the globe. If you remember in our video "Careers Going Global" Andrew Christy mentions his first international experience was as an AFS student in Uruguay. This gave him invaluable insight into Third World countries. It also was the beginning of a career path that took Mr. Christy overseas working with multinational firms.
The other exchange programs placing students in Tennessee include Educational Foundation (EF), ASPECT, Nacel (Summer only), Open Door, People to People, Rotary, West and Youth For Understanding (YFU). Of the group listed the smallest is Nacel (in 7 countries) while the largest (except AFS) is Open Door (31 countries). Most programs participate in an average of 25-30 countries.

Students come for a year and live with a family and attend high school in their "adopted" community. Some programs allow students to work after school while all programs encourage high scholastics and extra-curricular activities. Knowledge of English is required of all foreign students. However, foreign language proficiency is not required of all American students. This depends upon the program selected and the country that the American student is visiting.

Originally founded to promote understanding and world peace, these organizations provide a great opportunity to introduce students to a whole new world outside their immediate community.
FOREIGN STUDENT EXCHANGE PROGRAMS

1. Academic Travel Abroad, Inc.
   3210 Grace St. NW
   Washington, DC 20037
   (202) 333-3355

2. Adventures in Real Communications, Inc.
   4162 Giles Road
   Chagrin Falls, OH 44022
   (216) 247-4214

3. American Field Services (AFS) International/Intercultural Programs
   313 East 43rd St.
   New York, NY 10017
   (212) 949-4242

4. Alexander Muss High School in Israel
   3950 Biscayne Blvd.
   Miami, FL 33137
   (305) 576-3286
5. American Council for International Studies  
19 Bay State Rd.  
Boston, MA 02215  
(617) 236-2051

6. The American Heritage Assoc.  
P.O. Box 425  
Lake Oswego, OR 97034  
(503) 635-3703

102 Greenwich Avenue  
Greenwich, CT 06830  
(203) 869-9090

8. American Institute for Foreign Study Scholarship Foundation  
102 Greenwich Avenue  
Greenwich, CT 06830  
(203) 625-0755

9. American Intercultural Student Exchange  
7728 Lookout Drive  
LaJolla, CA 92037  
(619) 459-9761

10. American International Youth Student Exchange Program  
200 Round Hill Road  
Tiburon, CA 94920  
(415) 435-4049
ACTIVITY: The Exchange Program

PURPOSE: Understanding Other Cultures

SUITABLE SUBJECT AREAS: World History, Sociology, Modern Foreign Language, Counseling

APPROPRIATE GRADE LEVELS:

DESCRIPTION OF ACTIVITY: Have your students do research on exchange programs in the state of Tennessee. Have them pick the exchange program that they most likely would want to participate in and research that program. Make sure they discover cost, scholarships, countries available and language requirements.

ADDITIONAL INFORMATION: See list of Exchange programs in Tennessee in this curriculum guide. Use the guidance counselor as a resource.
AFS Intercultural Programs, Inc.
313 East 43rd Street, Dept. CS
New York, NY 10017
800-AFS-INFO
Barbara Wills 615-860-1408 (Nashville)

ASPECT Foundation
26 Third Street, Dept. CS
San Francisco, CA 94103

Educational Foundation for Foreign Study
One Memorial Drive, Dept. CS
Cambridge, MA 02142
617-494-0122
Susan Campbell 615-391-3027 (Nashville)

Nacel Cultural Exchanges (Summer Only)
Board of Trade Building, Suite 528, Dept. CS
301 West First Street
Duluth, MN 55802
218-727-8202
Jean-Pierre Granju 615-693-9305 (Knoxville)

Open Door Student Exchange
250 Fulton Avenue, Suite 210
P.O. Box 71, Dept. CS
Hempstead, NY 11551
800-366-OPEN
Anecia Holt 901-327-2063 (Memphis)
People to People High School Student Ambassador Program
Dwight D. Eisenhower Building
110 South Ferrall, Dept. CS
Spokane, WA 99202
509-534-0430
Theolyn Loy 615-333-5078 (Nashville)

Rotary International Exchange Programs
One Rotary Center
1560 Sherman Avenue
Evanston, IL 60201-3698
312-866-3000

West Programs, Inc.
28 Garey Drive, Dept. CS
Chappaqua, NY 10514
914-666-0500
Mrs. Carmen Adams 404-972-8202 (Tennessee representative in Georgia)

Youth For Understanding International Exchange
Box 94
2500 S. High School Road
Indianapolis, IN 46241-4941
800-USA-0200
JoAnn Smith 615-227-0375 (Nashville)
Students doused in culture spending semester abroad

By HORACE SUTTON
North America Syndicate

BRATTLEBORO, Vt. — Although veteran travelers have exhibited extreme prudence in choosing where to travel this summer, younger experimenters in international living have shown no such reluctance.

The School for International Training — an organization that places students with foreign families and has staff and offices in 40 countries worldwide — has canceled only four of its semester abroad programs.

Those canceled are Morocco, India, Tanzania and Greece.

While the school is conscious of the possibilities of terrorism, its programs emphasize integration into the community and culture, which makes the students scarcely visible for anti-American sentiment.

A significant amount of time is spent in "homestays" where the students actually live with "foster" families in private homes and are not bunched in foreign campuses.

The groups are so small — anywhere from six to 25 — that they make an extremely limited profile.

Most of the programs are outside the big cities.

For example, the student spending a semester in France spends 14 to 15 weeks in Toulouse or Tours rather than in Paris. And in Italy, aside from a week in Rome, the period is spent in Siena.

Only in China is much of the visit spent in the capital, Beijing, but much of the program takes place in Hebei province.

While the Persian Gulf crisis was playing havoc with most travel plans, the school's enrollment actually increased.

In the midst of the crisis, the school announced it would begin in September an Experiment in International Living in Ho Chi Minh City, formerly Saigon. Students will exchange life in U.S. college towns for Asia, with the Vietnamese eager to have Americans understand their culture. One American dean calls it "a unique opportunity to see beyond the image of Vietnam as the giant war zone we saw on television every night."

One of the many facets of the school, which is popular among American families, is the Au Pair Homestay USA Program. It provides lodging as a family member with an American family, but it also means about 25 to 30 hours per week feeding, playing with and tending the needs of children.

Most stays are from three to 12 months with departures and arrivals set for June and September.

Since the program started in 1986, more than 6,000 young people have come to live with American families.

The au pairs have come from 13 European countries and usually augment their stay with one course while here. With that program a success, a similar system was set up inviting young Americans from the age of 18 to live, work and study for a year while taking care of European children in Belgium, France, Germany, Great Britain, Italy and other countries.

Not all the school's activities are limited to young people. An Elderhostel program offers a one-week stay with a welcoming host family along with two weeks of more formal courses and field trips emphasizing the culture of the country.

These programs have been scheduled for Bali, Indonesia, France, Mexico, Ecuador, Germany and Switzerland. While some programs are already under way, others don't begin until September and October.

These programs grew out of the Experiment in International Living, which began as far back as 1932. Now the program has expanded halfway around the world, making it possible to go snorkeling with Australian teen-agers off the Great Barrier Reef, explore the forests and coral reefs of Cairns, invade the cultures of Melbourne and the business life of Sydney.

But that's just one country. What about the Green Coast of Brazil and then a three-week homestay with a Brazilian family in Fortaleza with its rich Indian and Portuguese heritage? Ecuador calls, and so do the Galapagos Islands and biking in Brittany.
What A High School Student Can Learn From A Homestay Abroad

Classroom learning can be exciting, meaningful, and memorable. But, it is not the only means of imparting knowledge. One of the most exceptional learning experiences occurs through student exchange programs. The experiences with a host country, family, community, school, students... has a profound effect on a high school's student's outlook towards awareness, global peace, and understanding. Recent research also indicates that this experience enhances other characteristics including:

ADAPTABILITY. The ability to deal flexibly with and adjust to new people, places, and situations; willingness to change behavior patterns and opinions when influenced by others.

APPRECIATION OF OWN FAMILY. Belief in the value of the family as a social institution; appreciation for the care and support received from the natural family; feelings of care and concern for members of the immediate family.

AWARENESS AND APPRECIATION OF HOME COUNTRY AND CULTURE. An understanding of the positive and negative aspects of one’s native country and of its role in world affairs.

AWARENESS AND APPRECIATION OF HOST COUNTRY AND CULTURE. Considerable knowledge of the people and culture of a host country and an understanding of that country’s role in world affairs.

AWARENESS OF OPPORTUNITIES. Recognition that a wide range of opportunities is open to an individual; motivation to respond positively to these opportunities.

COMMUNICATION WITH OTHERS. Ability to understand and be understood by others; skill at interacting socially (speaking, listening, and observation skills); willingness to accept and share with others.
CRITICAL THINKING. An inclination to be discriminating and skeptical of stereotypes; a tendency not to accept things as they appear on the surface.

EXCHANGE OF IDEAS. Need for participation in intellectual discussions; desire to stimulate thinking of other people.

FOREIGN LANGUAGE APPRECIATION AND ABILITY. Ability to communicate with people in a second language and thus to take advantage of opportunities and alternatives resulting from bi-lingualism.

HIGH STANDARDS FOR PERSONAL RELATIONSHIPS. Need for deep, meaningful and balanced relationships with a few people rather than for superficial relationships with many people.

INDEPENDENCE; RESPONSIBILITY FOR SELF. Ability to exercise self-control and to be self-directed; capacity to avoid being a conformist and to resist peer pressure.

INTERNATIONAL AWARENESS. An understanding that the world is one community; a capacity to empathize with people in other countries; an appreciation of the common needs and concerns of people in different cultures.

NON-MATERIALISM. Ability not to place high value on material things; concern for spiritual fulfillment.

OPEN MINDEDNESS. A capacity to appreciate different attitudes, opinions, lifestyles and values and to accept people from different backgrounds.

PERSONAL GROWTH AND MATURITY. An understanding of one's self and of one's strengths and weaknesses and a determination to correct or compensate for one's weaknesses.

SELF-CONFIDENCE. Feelings of self-worth and of being sure of oneself; aware, honest and secure about ones self and one's relations with others; lack of self-consciousness.

UNDERSTANDING OTHER CULTURES. Interest in learning about other peoples and cultures; ability to accept and to appreciate their differences.

ACTIVITY: McDonald's In The Soviet Union And Other Surprising Occurrences

PURPOSE: Understanding The Effects Of Politics On International Business

SUITABLE SUBJECT AREAS: Economics, World Geography, Business

APPROPRIATE GRADE LEVELS: 9th and 12th

DESCRIPTION OF ACTIVITY: Explain to your students that the grand opening of McDonald's in the Soviet Union was more than just another new golden arch. Explain (or have your students tell you) what impact this event had on the United States - Soviet Union relationship, world peace, international trade, etc. Why was this event almost inconceivable 10 years ago? How will the United States and the Soviet Union benefit? How does politics influence international business and vice versa? Have students review the attached article and look for similar articles in current newspapers and magazines which discuss American businesses abroad. Besides McDonald's, what other western businesses are in the Soviet Union? Specifically, identify other United States businesses set up in the Soviet Union (i.e., RJR-Nabisco, Eastman Kodak, Chevron, grain processors). How well have these companies been received? Were they financially successful in the short run? In the long run? What Soviet financial ventures are currently in the United States?

Related Activity: Examine and compare Soviet and United States lifestyles, salaries, weather, living quarters, basic education requirements, entertainment, etc.

ADDITIONAL RESOURCES:

ACTIVITY: Career (Engineering) Preparation In The United States vs Career (Japanese Engineering) Preparation Abroad: Making Sure We Can Compete Globally

PURPOSE: Comparing/Contrasting Career Preparations Here And Abroad

SUITABLE SUBJECT AREAS: Economics, Career Education, Counseling

APPROPRIATE GRADE LEVELS: 9th thru 12th

DESCRIPTION OF ACTIVITY: Explain to students that when oil wells in the Persian Gulf were destroyed, chemical engineers from all over the world worked to minimize the damages. A world medical crisis brings out the best medical experts. As we prepare students to meet the demands of the 21st century, how do we train? Can our graduates compete anywhere in the world? How do training requirements in this country compare to others abroad? In what fields are we internationally known? Have students select career areas they appear interested in. Have them compare and contrast beginning and advanced training, etc., with other countries.

Related Activity: Look at five or more phases of engineering (petroleum, chemical, mechanical, electrical, civil engineering, etc.) Salaries range from $29,660 to $38,972. Have students report on career preparation, time in school, prerequisites, required courses to take in college, etc. What course(s) are necessary for you (as a high school student) to take in preparation for college? What assistance can be obtained from the government? What or how do you repay the government? What are the chances of working in another country? What countries are currently in need of engineers from America? Which of the five mentioned are most needed? Articles such as the one on the next page should prove helpful.

ADDITIONAL RESOURCES: Project INFOE, encyclopedias, career education journals, current newspapers, and magazines in the field
The money jobs

The highest-paying entry-level positions for four-year college graduates (numbers are based on the College Placement Council's May survey of salary offers made to students at 450 U.S. colleges and universities):

- Petroleum engineering: $30,972
- Chemical engineering: $28,972
- Mechanical engineering: $28,972
- Electrical engineering: $28,972
- Industrial engineering: $28,972
- Aerospace engineering: $28,972
- Civil engineering: $28,972
- Allied health services: $28,972
- Management information systems: $28,972

Think technical

"Career-sophisticated" grads to get big bucks

BY JEFF HARRINGTON

Money makes the world go round in career planning, even as other factors undercut the lure of the dollar. But for those who look to the future with dollar signs in their eyes, the message from career planners is, think technical.

According to the College Placement Council's most recent survey, the top four moneymaking spots for entry-level positions are in engineering, a field long targeted for its financial rewards. The salaries range from $30,972 for a petroleum engineer to $28,972 for an electrical engineer.

Dawn Oberman, statistical services specialist for the placement council, said she was surprised that some engineering salaries, particularly in petroleum and chemical fields, continued to climb even though recruiting is down this year. Corporations are filling fewer slots, she said, but they apparently are still willing to pay top dollar for the best talent.

In another high-paying field, however, opportunity is abundant. A shortage of nurses and medical technicians has driven up starting salaries for many medical jobs. The council's survey shows nursing salaries starting at $30,401. One reason for the surge is the popularity of outpatient treatment with therapy service centers located off hospital grounds, Oberman said.

Financial opportunities are likewise strong in civil engineering, with a starting salary of $29,666. As the country confronts a pair of challenges this decade, rebuilding the nation's infrastructure of roads and highways, and implementing more pollution controls.

On the other side of the money spectrum are liberal arts and most business degrees. Those that tie their business degrees to other practical applications such as computer science tend to fare slightly better, Oberman said.

Cheryl Bates Parker, director of the University of Cincinnati's Career Development and Placement office, said today's students fall into two camps: those who come into college campuses with a fuzzy idea of their job goals and unrealistic notions of what jobs pay and those who are "career-sophisticated" with specific goals in mind.

The latter camp, which is growing, tends to gravitate toward better-paying professional fields like engineering and computer science, she said. Often, in comparing jobs with similar salaries, they pick the one affording more leisure time, location in a strong community, and other perks.

The less-sophisticated group still has job offers, but agonizes over taking them. Said Parker: "They find they're not able to get out of debt with a position that pays only $15,000 a year."

The challenge for many job seekers comes in getting more than just high salaries out of their career.

"It's not that there isn't a continued strong interest in the most lucrative opportunities," said Tom Wagner, a Cincinnati executive recruiter specializing in the marketing industry. "But I think there are a great many more tradeoffs considered by individuals now than before."

Wagner and others in career placement say relocation, a community's schools, leisure time and the job of one's spouse have become bigger variables in career choices. Still, the money-driven spirit of the 1980s is not entirely dead.

"Money is not always everything, but it gets to ride between one and two and three in the priority order." Said UC's Parker. "
ACTIVITY: In Search Of The Very Best

PURPOSE: To Encourage Career Exploration Through Extended Research

SUITABLE SUBJECT AREAS: Career Counseling, English, Business Education

APPROPRIATE GRADE LEVELS: 9th thru 12th

DESCRIPTION OF ACTIVITY: Using such resources as the Tennessee Career Guide: The Sky's The Limit (cluster section), Project INFOE, etc., have students select at least one "career cluster." Have them research thoroughly the type of training/education needed for careers in this cluster. Encourage them to write off for catalogs, interview persons who work in these areas, "shadow" whenever possible, so that students can gain a better understanding of what these careers entail. For example, if a student is interested in international business, he/she might be aware that many successful Americans have attended the American Graduate School of International Management, known worldwide as "Thunderbird." It is not too early for students to "study" Thunderbird's curriculum. The address for catalogs and career service information is Dean of Admissions, American Graduate School of International Management, Thunderbird Campus, 15249 N. 59th Avenue, Glendale, AZ 85303.

RESEARCH QUESTIONS: Why is Thunderbird considered the most outstanding school of international management in this country? What makes it so creditable? How many individuals are accepted in its program annually? What percentage of its graduates are successful? What percentage are women/ethnic minorities?

ADDITIONAL RESOURCES: College catalogs, computer assisted searches, career journals, related journals, Tennessee Career Guide: The Sky's The Limit, Project INFOE
ACTIVITY: Scavenger Hunt

PURPOSE: Reinforcing Communication Skills Through Foreign Language

SUITABLE SUBJECT AREAS: Foreign Language Classes

APPROPRIATE GRADE LEVELS: 9th thru 12th

DESCRIPTION OF ACTIVITY: Hide several objects in different places in the classroom. Give oral directions in a particular foreign language for finding each object and reward the student who is the first to complete the assignment.

ADDITIONAL RESOURCES: Classroom textbook, foreign language dictionaries
ACTIVITY: Viewing An Occupation Through A Foreign Eye

PURPOSE: Understanding Non-Traditional Roles For Occupations

SUITABLE SUBJECT AREAS: Career Counseling
APPROPRIATE GRADE LEVELS: 9th thru 12th

DESCRIPTION OF ACTIVITY: Non-traditional roles have opened doors for many persons interested in occupations in the future; however, those doors may be closed (or more liberally opened) in different societies around the world. Have students role-play choosing non-traditional occupations. Then have them research whether they would be accepted (and how easily) in the U.S. and other foreign countries. Did they find more or less opportunity abroad? Did the culture affect the opportunities? Have them report their findings.

ADDITIONAL RESOURCES: Encyclopedias
ACTIVITY: Variables That Influence Closing A Business Deal

PURPOSE: Understanding Norms Of A Society

SUITABLE SUBJECT AREAS: Economics, Sociology, Business Education

APPROPRIATE GRADE LEVELS: 10th thru 12th

DESCRIPTION OF ACTIVITY: Design an interactive computer program wherein the student rates the importance in closing a business deal (other than product knowledge) with the following variables: religion; dress; foreign language proficiency; roles of men and women; social customs; business customs; and politics. The ratings change for each country.*

*Countries to include:

- Canada
- France
- Saudi Arabia
- Mexico
- Germany
- India
- Brazil
- Italy
- Australia
- Argentina
- Sweden
- Japan
- England
- USSR
- South Korea
- Spain
- Turkey
- Phillipines
- Egypt
- China

ADDITIONAL RESOURCES: Encyclopedias, world atlas, classroom text, computer
ACTIVITY: Business Operations And Their Roles In The World

PURPOSE: Through Photographs Discover And Examine The Relationships Between Businesses Throughout The Community And Their Role In The World

SUITABLE SUBJECT AREAS: Economics

APPROPRIATE GRADE LEVELS: 10th thru 12th

DESCRIPTION OF ACTIVITY: Photograph various aspects of a particular business (television station, factory, department store, etc.). Explain, in detail, how the business operates. Photograph other businesses and examine the similarities and differences between businesses. Discuss the social and economic effects the existence of a particular business has on a community. Look at the photographs of a business operation. Do you think it is efficient? What changes would you make? Why?

ADDITIONAL RESOURCES: Current business magazines, export/import resources, camera, magazines, video camcorder
ACTIVITY: Project INFOE: An Excellent Vehicle For Exploring Military Careers Overseas

PURPOSE: Understanding Military Careers Paths

SUITABLE SUBJECT AREAS: Career Counseling, Social Studies

APPROPRIATE GRADE LEVEL: 10th thru 12th

DESCRIPTION OF ACTIVITY: Introduce your students to Project INFOE, Tennessee's state career information delivery system. INFOE is a microcomputer program located at your high school (check with counselors or librarians). You will be able to choose military occupations, see the job descriptions, requirements, and pay. Most military occupations are needed at all bases around the world. (See attached sheets for examples)

ADDITIONAL RESOURCES: Project INFOE, Apple IIe or IBM compatible computer or Microfiche version, Military Career Guide
MICRO INFOR Job Description
Prepared for: interested student

Job # 594 TANK CREW MEMBERS (MIL ONLY - ENLISTEE)

In peacetime, the role of tank and armor units is to stay ready to defend our country anywhere in the world. In combat, their role is to operate tanks and amphibious assault vehicles to engage and destroy the enemy. Tanks also conduct scouting missions and support infantry units during combat. TANK CREW MEMBERS work as a team to operate armored equipment and fire weapons to destroy enemy positions. TANK CREW MEMBERS normally specialize by type of armor, such as tank or amphibious assault vehicle.

TANK CREW MEMBERS in the military do some or all of following:
* Drive tanks or amphibious assault vehicles in combat formations over roadways, rough terrain, and in heavy surf
* Operate target sighting equipment to aim guns
* Load and fire guns
* Operate two-way radios and signaling equipment to receive and relay battle orders
* Gather and report information about the terrain, enemy strength, and target location
* Perform preventive maintenance on tanks, guns, and equipment
* Read maps, compasses, and battle plans

Crew members are enlistees in the ARMY or MARINE CORPS.

Although the job of tank crew member has no equivalent in civilian life, the close teamwork, discipline, and leadership experience it provides are helpful in many civilian jobs. Tank crew members, like other combat troops, work in all climates and weather conditions. During training exercises, as in real combat conditions, crew members work, eat, and sleep outdoors and in tanks. This occupation is not open to women.
Military job training consists of between 6 and 9 weeks of classroom and field training under simulated combat conditions. Course content typically includes: Tank operations, armor offensive and defensive tactics, tank gunnery, map reading, and scouting techniques. Further training occurs on the job and through training exercises. Tank crews often take part in war games, which simulate combat conditions. They divide into teams and practice battle tactics on desert ranges. Instead of firing live ammunition, tanks "shoot" harmless light beams at one another to determine war game victors.

**JOB OPPORTUNITIES**

The military services have about 32,010 Tank Crew Members. On the average, they need about 5,295 new Tank Crew Members each year. For more information, see page 202 of the military career guide.

**APTITUDES**

If you have taken the ASVAB test, you can relate your scores to this occupation. The ASVAB score that best indicates your chances for qualifying for this occupation is mechanical and crafts.

**MILITARY SALARY INFORMATION**

See recruiter for information on current military pay.

Job # 482: REGISTERED NURSES (MIL - OFFICER)

REGISTERED NURSES direct nursing teams and give patients individual care to help them recover from illness or injury. Civilian registered nurses work in hospitals, clinics, or private practice facilities. They also work for public health agencies, nursing homes, or rehabilitation centers. Civilian registered nurses often specialize and may be known as public health nurses, nurse practitioners, or general duty nurses.
MILITARY REGISTERED NURSES perform some or all of these:

* Help physicians treat patients
* Give injections of pain killers, antibiotics, and other medicines as prescribed by physicians
* Change bandages and dressings
* Assist physicians during surgery
* Provide life support treatments for emergency patients
* Provide care for mental health patients
* Keep records of patients' conditions
* Supervise practical nurses, nurse aides, and other personnel

The following military services offer this occupation: ARMY, NAVY, and AIR FORCE.

Civilian registered nurses work in hospitals or doctors' offices. They work in clean offices and examination rooms. They usually work 40 hours a week. They may work days or nights and weekends. Military registered nurses work indoors in hospitals and clinics. Some work in sick bays aboard ship and in mobile field hospitals. Others work in airplanes that transfer patients to medical centers.

There are several methods of preparation for a nursing career. Individuals must complete two to four years of post secondary training to fully qualify. Most community colleges offer associate degree programs for registered nurses.

Military job training consists of between 14 and 27 weeks of classroom training. Training length varies depending on specialty. Course content typically includes military nursing practices and principles, care of emotionally disturbed patients, health care for children, nursing techniques, anesthesia, respiratory therapy, and cardiopulmonary resuscitation.

JOB OPPORTUNITIES

The estimated number of REGISTERED NURSES in Tennessee is 21,815. It is projected there will be an increase of 54 percent in this occupation through 1995 with 1,885 annual openings. The military services have about 10,130 Registered Nurses. On the average, they need about 1,030 new nurses each year. For more information, see page 231 of the military career guide.
MILITARY OFFICER TRAINING

There are three main pathways for becoming an officer - U.S. service academies, Reserve Officer Training Corps (ROTC), and Officer Candidate (Training) Schools (OCS). Entry into the academies and ROTC typically requires submission of SAT or ACT scores. Entry into OCS requires taking a service-specific officer test.

MILITARY SALARY INFORMATION

See recruiter for information on current military pay.

Tennessee Annual (Civilian) Salary Information

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U.S. Annual (Civilian) Salary Information

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<td>$34,925.00</td>
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</table>

Job # 14 AIRPLANE PILOTS (MIL. OFFICER)

CIVILIAN AIRPLANE PILOTS generally work for passenger airlines and air cargo businesses. They are called commercial pilots. Many of them are former military pilots who received their flight training in the services. Other civilian pilots work as flight instructors at local airports, as cropdusters, or as pilots transporting business executives in company planes.

Military airplane pilots fly the thousands of jet and propeller airplanes operated by the services. Pilots in the military perform some or all of the following duties:
Check weather reports to learn about flying conditions
Develop flight plans showing air routes and schedules
Contact air traffic controllers to obtain take-off, flying, and landing instructions
Fly airplanes by controlling engines, rudders, elevators, and other controls
Monitor gauges and dials located on cockpit control panels
Perform combat maneuvers, take photographs, transport equipment, and patrol areas to carry out flight missions
Write reports about completed flights

MILITARY PILOTS serve as officers in the ARMY, NAVY, AIR FORCE, MARINE CORPS, or COAST GUARD.
Civilian flying time is based on government regulations. Flight hours may not be more than 85 hours in 30 days or 1,000 hours in a year. MILITARY AIRPLANE PILOTS are stationed at air bases located around the world, and fly in all types of weather conditions. MILITARY PILOTS take-off and land on airport runways and aircraft carrier landing decks.

Airline pilots must have a minimum of 250 hours of flight experience, and must pass Federal Aviation Administration (FAA) written and flight examinations to earn a flight engineer’s license. Flying can be learned either in the military or at civilian flying schools. Advancement in airlines usually depends upon flight experience and seniority. More and more airlines are looking for college graduates who have attended a flying school before or after graduation. Many graduates of the Air Force Academy go on to complete pilot training while serving as military officers.

Military pilot training is a two-year program covering one year each in initial and advanced training. Initial training includes time spent in flight simulators, classroom training, officer training, and basic flight training. Course content typically includes aircraft aerodynamics, jet and propeller engine operation, battle tactics, foul weather flying, and FAA regulations. Advanced training begins when pilots successfully complete initial training and are awarded their “wings.” Advanced training consists of specialized instruction in flying a particular type of aircraft.
MILITARY SALARY INFORMATION

See recruiter for information on current military pay.

MILITARY OFFICER TRAINING

There are three main pathways for becoming an officer—U.S. service academies, Reserve Officer Training Corps (ROTC), and Officer Candidate (Training) Schools (OCS). Entry into the academies and ROTC typically requires submission of SAT or ACT scores. Entry into OCS requires taking a service-specific officer test.

JOB OPPORTUNITIES

The total number of AIRPLANE PILOTS in Tennessee is 2,060. It is projected there will be an increase of 102 percent through 1995 with 240 annual openings. The military services have about 25,795 pilots. On the average, they need about 150 new pilots each year. For more information see p.322 of the military career guide.

U.S. Annual (Civilian) Salary Information

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MILITARY SALARY INFORMATION

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<tr>
<td>U.S.</td>
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<td>$43,775.00</td>
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ACTIVITY: Making The American System Work Overseas

PURPOSE: Understanding World Affairs

SUITABLE SUBJECT AREAS: World History, Sociology, Economics

APPROPRIATE GRADE LEVELS: 10th and 12th

DESCRIPTION OF ACTIVITY: Student Assignment: Soviet President Mikhail Gorbachev has called on you as a private consultant to help reshape the Soviet boundaries, economy, and politics. Use your knowledge of American democracy, European history, and world affairs to help President Gorbachev outline a new world order for what used to be the USSR (this will allow new republics and new alliances and federations).

ADDITIONAL RESOURCES: World history, U.S. history, sociology, world geography textbooks, current events
ACTIVITY: Introducing The World Trade Center NETWORK
PURPOSE: Understanding The World Economy

SUITABLE SUBJECT AREA: Economics, Business Education, Marketing Education
APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Please review pamphlets entitled "What Is A World Trade Center," "World Trade Center Network" (included in this resource guide). Introduce students to the World Trade Center NETWORK. What is its purpose? What are the advantages of using this system? Is there cost involved? How does this network strengthen global awareness and global economic involvement? In an effort to better understand this system, take the students step-by-step through one of the print out examples listed in this publication (i.e. the Chattanooga Choo-Choo announcement and the March 1991 request for garlic (both attached)). Have students respond to the following questions: This request was made under what heading? When were the request run? Who made the requests?
World Trade Center
NETWORK

The World Trade Center Chattanooga
OFFERS TO BUY

CHOOSE HEADING NUMBER(S):

1 NON PROCESSED ANIMAL AND VEGETABLE PRODUCTS
2 PREPARED FOODSTUFFS
3 CHEMICAL AND MINERAL PRODUCTS
4 PLASTICS, RUBBER, WOOD AND BUILDING MATERIALS
5 TEXTILES
6 BASE AND PRECIOUS METALS, JEWELRY
7 ELECTRONIC AND MECHANICAL APPLIANCES
8 VEHICLES, AIRCRAFT AND SHIPS
9 MEDICAL, SURGICAL AND HEALTH CARE PRODUCTS
10 MANUFACTURED ARTICLES
11 MISCELLANEOUS OTHER
12 FINANCE, REAL ESTATE

ENTER HEADING NUMBER(S) OR ALL : ALL
DO YOU WISH TO SEE ITEMS BY HEADINGS? [Y/N]: Y

NON PROCESSED ANIMAL AND VEGETABLE PRODUCTS

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<td>1 UNICO P</td>
<td>* 129537</td>
<td>15MAR91</td>
<td>SISAL FIBER</td>
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<td>2 MATCO P</td>
<td>* 129454</td>
<td>11MAR91</td>
<td>ONIONS, GARLIC, POTATOES</td>
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<td>3 FRED C</td>
<td>* 129448</td>
<td>13MAR91</td>
<td>&quot;TURKEY NECKS&quot;</td>
</tr>
<tr>
<td>4 POLIN P</td>
<td>* 129399</td>
<td>13MAR91</td>
<td>&quot;NATURAL FALL DOWN DRIED ELK HORN&quot;</td>
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<td>5 PREM P</td>
<td>* 129362</td>
<td>12MAR91</td>
<td>URGENT: BROWN FISH MEAL</td>
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<tr>
<td>6 PATHI P</td>
<td>* 129300</td>
<td>11MAR91</td>
<td>EDIBLE CRUDE SOYBEAN DEGUMMED OIL</td>
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<tr>
<td>7 AXIL P</td>
<td>* 129255</td>
<td>09MAR91</td>
<td>&quot;RAW COTTON&quot;</td>
</tr>
<tr>
<td>8 GACI P</td>
<td>* 129211</td>
<td>08MAR91</td>
<td>BEEF, PORK, CHICKEN FROZEN AND OTHER FOR RUSSIA</td>
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<tr>
<td>9 EXPSR P</td>
<td>* 129205</td>
<td>07MAR91</td>
<td>NEED L I V E DAIRY COWS - IMMEDIATELY !!</td>
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PREPARED FOODSTUFFS

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<td>10 TAYSH</td>
<td>* 129531</td>
<td>15MAR91</td>
<td>WE BUY FOODSTUFF &amp; CONSUMER GOODS</td>
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<td>11 CITIC</td>
<td>* 129529</td>
<td>15MAR91</td>
<td>SEEK CAVIAR DISTRIBUTION &amp; MANUFACTURING PARTNER</td>
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<tr>
<td>12 WTCGV</td>
<td>* 129446</td>
<td>14MAR91</td>
<td>SCOTCH WHISKEY</td>
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<td>XPORT P</td>
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<td>13MAR91 CONCENTRATE OF TOMATOES WANTED</td>
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<td>14</td>
<td>XPORT P</td>
<td>129459</td>
<td>13MAR91 MARGARINE WANTED</td>
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<td>15</td>
<td>FREDC</td>
<td>129448</td>
<td>13MAR91 <strong><strong>TURKEY NECKS</strong></strong></td>
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<tr>
<td>16</td>
<td>PRE P</td>
<td>129362</td>
<td>12MAR91 !!!UGENT BROWN FISH MEAL URGENT!!!!</td>
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<td>17</td>
<td>DEFSE P</td>
<td>129289</td>
<td>11MAR91 FROZEN FISH AND SEAFOOD</td>
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<tr>
<td>18</td>
<td>EXMAR P</td>
<td>129286</td>
<td>10MAR91 ** NEED LIQUOR **</td>
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<td>NMINL P</td>
<td>129284</td>
<td>10MAR91 LARGE GROUP BUY/SELL DIFFERENT PRODUCTS &amp; COMMODIT</td>
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<tr>
<td>20</td>
<td>AXIL</td>
<td>129260</td>
<td>09MAR91 *** RICE FROM CHINA ***</td>
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<td>AXIL</td>
<td>129259</td>
<td>09MAR91 *** RICE FROM THAILAND ***</td>
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<tr>
<td>22</td>
<td>GACI</td>
<td>129211</td>
<td>08MAR91 BEEF, PORK, CHICKEN FROZEN AND OTHER FOR RUSSIA</td>
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<tr>
<td>23</td>
<td>EXPSR</td>
<td>129202</td>
<td>07MAR91 NEED LARGE QUANTITIES OF VARIOUS OILS - URGENT</td>
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<tr>
<td>24</td>
<td>ROUS</td>
<td>129117</td>
<td>05MAR91 ******** FROZEN CHICKENS ********</td>
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**CHEMICAL AND MINERAL PRODUCTS**

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<td>13MAR91 GUMM RESIN FOR INDUSTRIAL USE</td>
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<td>WTCBT</td>
<td>129456</td>
<td>13MAR91 TITANIUM DIOXIDE PIGMENT</td>
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<tr>
<td>27</td>
<td>UNGRP P</td>
<td>129452</td>
<td>13MAR91 $&quot; ALUMINIUM INGOT , COPPER &amp; BRASS SCRAP $&quot;</td>
</tr>
<tr>
<td>28</td>
<td>UNGRP P</td>
<td>129450</td>
<td>13MAR91 $$$$ POTASSIUM CHLORIDE , 99% $$$$</td>
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<tr>
<td>29</td>
<td>UNGRP P</td>
<td>129449</td>
<td>13MAR91 $$$$ CHLORINE TABLETS $$$$$</td>
</tr>
<tr>
<td>30</td>
<td>UTCIN</td>
<td>129442</td>
<td>13MAR91 CEPHALEXIN / ERYTHROMYCIN - URGENT</td>
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<tr>
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<td>AXIL</td>
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<td>13MAR91 &lt;&lt;2-ETHYL HOXYL ACRYLATE [C11H20O2]&gt;&gt;</td>
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<td>129339</td>
<td>11MAR91 * GLASS SCRAP *</td>
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<td>37</td>
<td>AXIL</td>
<td>129338</td>
<td>11MAR91 * METHYL TERTIARY BUTYL ETHER (MTBE) *</td>
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<td>38</td>
<td>CRSTA</td>
<td>129333</td>
<td>11MAR91 ACRYLIC CHEMICALS WANTED FOR TAIWAN</td>
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<tr>
<td>39</td>
<td>PATHI P</td>
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<td>11MAR91 .URGENT.UREA 46%UP 1-4MM 150,000TONS FOR CHINA</td>
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<td>40</td>
<td>ITG</td>
<td>129292</td>
<td>11MAR91 HYDROGEN PEROXIDE: NEW SOURCE WANTED!</td>
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<td>41</td>
<td>NMINL P</td>
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<td>43</td>
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<td>09MAR91 09MAR91 *** SULPHUR ***</td>
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<td>44</td>
<td>WTCGO</td>
<td>129185</td>
<td>07MAR91 PERFORMANCE CHEMICALS</td>
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<tr>
<td>45</td>
<td>COLSU P</td>
<td>129171</td>
<td>06MAR91 MICA * CHLORINATED NATURAL RUBBER * TARTARIC ACID</td>
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<td>ROUS</td>
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<td>06MAR91 *** GLASS BOTTLES MANUFACTURERS ***</td>
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<td>TRON P</td>
<td>129106</td>
<td>05MAR91 ACETIC ACID</td>
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<td>48</td>
<td>TAIYO P</td>
<td>129100</td>
<td>05MAR91 * * URGENTLY * * INSULINE SYRINGE * *</td>
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**PLASTICS, RUBBER, WOOD AND BUILDING MATERIALS**

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<td>WALTER</td>
<td>129554</td>
<td>15MAR91 NEED EUROPALETTS OR WOOD FOR IT</td>
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<td>YSUNG</td>
<td>129487</td>
<td>14MAR91 STEEL BAR FOR REINFORCED CONCRETE</td>
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<td>WTC CA</td>
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<td>13MAR91 GUMM RESIN FOR INDUSTRIAL USE</td>
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<td>SANDR</td>
<td>129351</td>
<td>12MAR91 SANDALWOOD LOG, SUS44S.S.SCRAP</td>
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<td>12MAR91 SYNTHETIC RUBBER &amp; ACCELERATORS WANTED</td>
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<td>ART</td>
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<td>09MAR91 09MAR91 <em><strong>NEED 100,000 MT OF PORTLAND CEMENT</strong></em>*</td>
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<td>AMIE P</td>
<td>129217</td>
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<td>129126</td>
<td>05MAR91 05MAR91 LOOKING FOR PLASTIC</td>
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<tr>
<td>60</td>
<td>WTC CH</td>
<td>129118</td>
<td>05MAR91 NATIONAL HOME CENTER SHOW - CHICAGO</td>
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<td>61</td>
<td>RICE P</td>
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<td>05MAR91 TINPLATE FOR MAKING SALAD OIL TANK</td>
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<td>62</td>
<td>WTC TA</td>
<td>129088</td>
<td>04MAR91 NEED NOW 20,000 TONS CEMENT !!</td>
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<td>63</td>
<td>WTCLB</td>
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<td>04MAR91 PORTLAND CEMENT</td>
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**TEXTILES**

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<td><strong>URGENT LEVI'S 501 JEANS NOW!!</strong></td>
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<td>66 BCPT</td>
<td>129566</td>
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<td>++:+++++++ AERICAN DENIM FABRIC ++++++++</td>
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<td>INQUIRY &quot;WOOL TOPS&quot;</td>
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<td>68 UNICO P</td>
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<td>T-SHIRTS</td>
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<td>69 WTCMX</td>
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<td>USED CLOTHING</td>
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<td>71 WTCXS</td>
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<td>NEED JEANS, T-SHIRTS, WATCHES, CYCLE PARTS</td>
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<td>72 CRSTA</td>
<td>129332</td>
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<td>DUPONT &quot;LYCRA&quot; (POLYURETHANE FIBER) WANTED</td>
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<td>73 TRYLO</td>
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<td><strong>FABRIC CLOSE OUTS WANTED. ALL TYPES.</strong></td>
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<td>74 NCO</td>
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<td>WANTED 501 JEANS, SONY CCV5000 TYPE CAMERA **</td>
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<td>75 ZARA P</td>
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<td>SPUN POLYESTER AND OR CORE CTN SEWING THREAD</td>
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<td>76 CASOC</td>
<td>129051</td>
<td>03MAR91</td>
<td>WANTED 501'S (NEW, USED OR IRREGULARS)</td>
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**BASE AND PRECIOUS METALS, JEWELRY**

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**ELECTRONIC AND MECHANICAL APPLIANCES**

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<td>PRODUCTION LINE TO PRODUCE REFRACTIVE FILMS</td>
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<td>84 JCAUS</td>
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<td>1 MILLION VIDEO TAPES</td>
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<td>85 TNTCO P</td>
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<td>20' COLOR TV MADE IN TAIWAN FOR EASTERN EUROPE</td>
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<td>98 ZARA P</td>
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<td>TEXTILE MACHINES: (WE NEED VERY GOOD PRICE)</td>
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<td>99 ADJO P</td>
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<td>**URGENT NEED -COPIERS AND ADDING MACHINES</td>
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<td>100 WTCMX</td>
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<td>:<em>: :</em>: PROGRAMMABLE ADVERTISING DISPLAY :<em>: :</em>:</td>
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<td>128747</td>
<td>22FEB91</td>
<td>SEEK VENDOR FOR MAGNET GEARMOTOR!!</td>
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**VEHICLES, AIRCRAFT AND SHIPS**

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<td>G.M.A GUADELOUPE FWI</td>
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<td>106 INTDG</td>
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**MEDICAL, SURGICAL AND HEALTH CARE PRODUCTS**
BULLETIN BOARD (SELECTIVELY REPUBLISHED TO REACH 3,773,291 READERS)

1 READ ITEMS
2 POST ITEMS
3 DELETE ITEMS
4 RE-POST ITEMS

OPTION:
READ ITEMS

KEYWORDS: BACK EXIT HELP STOP )OFF

BULLETIN BOARD HEADLINES

CHOOSE A CATEGORY:

1 OFFERS TO BUY
2 OFFERS TO SELL
3 OTHER

CATEGORY NO.:
OTHER

THE FOLLOWING BUSINESS FUNCTIONS ARE INCLUDED IN 'OTHER' CATEGORY

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<tr>
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<td>7300</td>
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<td>CONSULTANTS, BUSINESS</td>
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<td>7600</td>
<td>COMPUTER SERVICES</td>
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<td>7900</td>
<td>HOTEL, TRAVEL AND TOURISM</td>
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<td>AGENTS, MANUFACTURERS REPRESENTATIVES, DISTRIBUTORS</td>
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<td>9300</td>
<td>WORLD-WIDE EMPLOYMENT OPPORTUNITIES</td>
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<td>8900</td>
<td>MISCELLANEOUS SERVICES</td>
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OTHER

ADDR ITEM NO. DATE HEADLINE
1 WTCCG * 129594 16MAR91 RIDE ON THE CHATTANOOGA CHOO CHOO IN SEPT 91.
2 WTCTP * 129566 16MAR91 SOLE EXCLUSIVE AGENTS WANTED
3 EMAIR P 129577 15MAR91 FREIGHT SERVICE TO/FR HUNGARY
4 GLSRO * 129569 15MAR91 8600
5 SOURC * 129565 15MAR91 FIND YOUR EUROPEAN PARTNER !!
ACTIVITY: Introduction To The World Trade Center

PURPOSE: Understanding the World Economy

SUITABLE SUBJECT AREA: Economics, Business Education, Marketing Education

APPROPRIATE GRADE LEVEL: 11th and 12th

DESCRIPTION OF ACTIVITY: Have students research the purpose and objective of the World Trade Center. Have students find out as much as possible about imports and exports. How important is foreign trade to the United States or the Tennessee economy? Is foreign trade rising? Will it increase in the future? Will it become easier? How many trade centers are located in the United States; how many throughout the world? How do trade centers such as the one in Chattanooga facilitate foreign trade? How is the World Trade Center similar/different from the International World Trade Center at Memphis State University?

ADDITIONAL RESOURCES: Pamphlet: "What is a World Trade Center?" "World Trade Center Video," International World Trade Center, Memphis State University

World Trade Center, Chattanooga
Managing Director:
Mr. Franz Reichert
1001 Market Street
Chattanooga, Tennessee 37402

International Trade Center
Memphis State University
Phillip Johnson, Director
Tennessee Small Business Development Center
Memphis, Tennessee 38152
(901) 678-2500
ACTIVITY: When A Dollar Is Not A Dollar

PURPOSE: Understanding The World Economy

SUITABLE SUBJECT AREAS: Economics

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Have your students research the name of the currency used in 10 specific countries. (Example: USA = dollar) See if that currency is the same from country to country (many countries use "dollar," "peso," etc.). Find out what the exchange rate is for the currencies chosen (see attachment). Develop additional activities which encourage the use of various currency.

ADDITIONAL RESOURCES: International Departments of Banks, "Wall Street Journal," Global Success
## Foreign Currencies

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ACTIVITY: Imported Products And Their Effect On Our Lifestyle

PURPOSE: Understanding The Value Of The Dollar And Its Effect On International Trade.

SUITABLE SUBJECT AREA: Economics
APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Even if your students never leave Tennessee, global economics will affect their daily lives. Have students review the video "Careers Going Global." Then have them make a list of products/services that you use (living in Tennessee) that are produced overseas. (Example - cars, gasoline, clothes, shoes, televisions, radio, tape recorders, refrigerators, etc.). Ask them to talk about how our standard of living would change if we developed a strictly isolationist economic policy and could only buy "made in America" products. Role playing or simulation games are encouraged.

Related Activities: Look at tags and labels to see where products are produced. Study foreign trade amounts, U.S. balance of payments, economic journals and newspapers
ACTIVITY: How We Measure Up With World Competition

PURPOSE: Understanding The World Economy

SUITABLE SUBJECT AREAS: Economics
APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: According to recent news reports, the Japanese have surpassed us in overall production of goods and services. If this is indeed true, have students identify reasons for this change. Include information on trade restrictions, preparation of personnel, production procedures, worker commitment, etc. As we prepare for the 21st century, what kinds of things can be done (or are being done) to bring the United States back to the forefront as a leading producer of goods and services?

Related Activity: What other Asian countries are benefiting from successful production and exporting practices? What about European countries? Encourage students to thoroughly research these shifts in economic power.

ADDITIONAL RESOURCES: Classroom text, current business magazines, current news magazines
ACTIVITY: Introduction: Most Favored Nation (MFN) Status

PURPOSE: Introducing Political Conditions That Affect Trade Between Nations

SUITEABLE SUBJECT AREAS: Economics

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Have students identify countries with "most favored nation" (MFN) status. How does MFN effect United States trade with other foreign countries? Is this an economic or political decision? How are American jobs affected both at home and abroad? Discuss with your students how MFN status can change depending upon the current events of the day. How has MFN changed in countries like, China, Iran, Iraq, Poland, and the USSR, just to name a few.

ADDITIONAL RESOURCES: Daily newspapers, U.S. congress, trade journals, embassies, economics textbooks
ACTIVITY: European Economic Community: Economic Effects On The United States

PURPOSE: Understanding the World Economy

SUITABLE SUBJECT AREAS: Economics

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Have students research and discuss the economic effects of the European Economic Community (EC). What will be the economic effects for participating countries, the non-EC European countries, and their trade with America? How can Europe overcome cultural, historic, religious, language, and monetary differences to build an economic future that is uniform (and in their economic-common good)? Examples of problems: What language will be spoken (or at least used on the label of products)? What measuring system will be used? What monetary system will be used? What side of the road will the cars be driven on? Can the United States do the same with Canada and Mexico? In the future, will we have to compete with consortiums of nations? What is the future for economic areas of influence replacing nation states as the economic forces in the future? How does the view incorporate the Pacific Rim countries? (see Pacific Rim introduction)

ACTIVITY: U.S. Currency And Its Effect On World Trade

PURPOSE: Understanding International Trade

SUITABLE SUBJECT AREA: Economics

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: This activity is designed to help your students further understand the changes in the U.S. dollar valuation and how they effect world trade. First have the students collect the currency exchange rates from a current newspaper. Have them observe how these rates fluctuate. Then let them "buy" fifty dollars worth of clothing from various countries. Have the students convert their dollars to pesos, marks, francs, and yen to see how much foreign currency equals $50 before they make their purchase. After they have "bought" clothing using foreign currency, have students explain how the changes in currency rates affect U.S. trade abroad. Is a high exchange rate better? Is a lower exchange rate better? Discuss the balance of trade and how U.S. monetary policy effects our balance of trade.

ADDITIONAL RESOURCES: "The Wall Street Journal," business section of the daily newspaper
ACTIVITY: Following The Stock Exchanges With An International Flair

PURPOSE: Understanding The World Economy

SUITABLE SUBJECT AREAS: Economics
APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Have your students find a list of stock exchanges in foreign countries (Toronto, Montreal, Tokyo, London, Milan, Hong Kong, Brussels, Paris, Frankfurt, etc.) and follow companies for several days, weeks. Have them pay special attention to the effect (if any) stock prices on foreign exchanges have on the American economy. (Example: follow the Tokyo exchange; companies - Nintendo, Sony, Minolta, etc.) (see attached sheet)

ADDITIONAL RESOURCES: Current editions of the "Wall Street Journal" and related periodicals
<table>
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<td>Stock</td>
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<td>Stock</td>
<td>Hong Kong</td>
<td>HKE</td>
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<td>1, Central Park</td>
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**Notes:**
- TSE: Tokyo Stock Exchange
- LSE: London Stock Exchange
- MIE: Milan Stock Exchange
- BRU: Brussels Stock Exchange
- MSE: Stockholm Stock Exchange
- PEI: Paris Stock Exchange
- AME: Amsterdam Stock Exchange
- FRA: Frankfurt Stock Exchange
- HKE: Hong Kong Stock Exchange
ACTIVITY: Countertrading With A Capital "C"

PURPOSE: Understanding World Economy

SUITABLE SUBJECT AREAS: Economics

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Countertrade is an umbrella term for a variety of unconventional reciprocal trading arrangements, the basic forms of which are counterpurchase, compensation, buy-back or swap. For instance Pierre Cardin served as a consultant to China in exchange for silk and cashmeres; Coca-Cola traded its syrup for a) cheese from a factory it built in the Soviet Union, b) for oranges it planted in an orchard in Egypt and c) for tomato paste from a plant installed in Turkey. Some countries swap because they do not have enough currency to pay for imports. Other countries barter to unload surplus products.

Divide your class into groups. Have some of the students act as traders and others as foreign governments willing to swap resources (other than cash). Make it realistic (ie., you would not swap oranges from Canada; you might swap oil from Iran or Iraq.) See who gets the best deal. Does the country get a valuable import? Does the trader get "fair market value"? Compare the students ability to bargain for international trade.

ADDITIONAL RESOURCES: Global Success, pages 211-216, encyclopedias, world atlas
ACTIVITY: An Introduction To International Trade

PURPOSE: Understanding And Appreciating The Dynamics Of International Trade

SUITABLE SUBJECT AREAS: Economics
APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Stimulate discussion by asking students questions relative to international trade. How dependent are we (as a nation) upon other countries? What do we import in large quantities from places such as Brazil, China, and Japan? What are some other countries we depend on to furnish our everyday needs? Are their products less expensive than those produced in the United States? What is new in agriculture and textiles? How long does it take to build an exchange program with these countries? What happens to child labor laws and wages in the foreign factories? What is the free trade agreement? Encourage use of outside resources, such as International Trade and World Trade Centers.

ADDITIONAL RESOURCES: Classroom text, related resources from World Trade Center pamphlets, "The Wall Street Journal"
ACTIVITY: International Banking: An Introduction

PURPOSE: Understanding And Appreciating The Dynamics Of International Banking

SUITABLE SUBJECT AREAS: Economics, Business

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: As a follow-up to the activities under "Dynamics Of International Trade," introduce students to international banking concepts, procedures, and policies. This information is invaluable as one considers any aspect of international trade. Expose students to basic international banking concepts. Be sure to include documentation of finance, banking transactions, such as letters of credit, bank drafts, how to determine the economic factors of a specific country (China, Japan, etc.), risk factors, and how to obtain credit information. Students could discuss (no lectures) information in textbooks on the different countries' bank practices on the above mentioned topics. Write examples of these items according to a country of their choice. Each teacher should check papers based on their specific disciplines.

ADDITIONAL RESOURCES: Classroom text, encyclopedias, international division of local bank, current business magazines
ACTIVITY: An "Export" Glossary

PURPOSE: Understanding The Basic Terms Related To International Trade

SUITABLE SUBJECT AREAS: Economics, Business
APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Understand the export process better by being able to use the key business terms needed when negotiating export business. Having your students exposed to these universal business terms will better prepare them for business transactions in the future.

ADDITIONAL RESOURCES: See glossary of terms included

Source: A Basic Guide to Exporting
EXPORT GLOSSARY

SOME COMMON TERMS USED IN INTERNATIONAL TRADE

ACCEPTANCE—This term has several related meanings:

1. A time draft (or bill of exchange) which the drawee (the payer) has accepted and is unconditionally obligated to pay at maturity. The draft must be presented first for acceptance—the drawee becomes the “acceptor”—then for payment. The word “accepted” and the date and place of payment must be written on the face of the draft.

2. The drawee’s act in receiving a draft and thus entering into the obligation to pay its value at maturity.

3. (Broadly speaking) Any agreement to purchase goods under specified terms.

AD VALOREM—“According to value.” See DUTY.

ADVISORY CAPACITY—A term indicating that a shipper’s agent or representative is not empowered to make definitive decisions or adjustments without approval of the group or individual represented. Compare WITHOUT RESERVE.

AFFREIGHTMENT (CONTRACT OF)—An agreement between a steamship line (or similar carrier) and an importer or exporter in which cargo space is reserved on a vessel for a specified time and at a specified price. The importer/exporter is obligated to make payment whether or not the shipment is made.

AFTER DATE—A phrase indicating that the date of maturity of a draft or other negotiable instrument is fixed by the date on which it was drawn. The date of maturity does not, therefore, depend on acceptance by the drawee. Compare AFTER SIGHT, AT SIGHT.

AFTER SIGHT—A phrase indicating that payment on a draft or other negotiable instrument is due a specified number of days after presentation of the draft to the drawee or payee. Compare AFTER DATE, AT SIGHT.

AGENT—See FOREIGN SALES AGENT.

AIR WAYBILL—A bill of lading which covers both domestic and international flights transporting goods to a specified destination. Technically, it is a non-negotiable instrument of air transport which serves as a receipt for the shipper, indicating that the carrier has accepted the goods listed therein and obligates itself to carry the consignment to the airport of destination according to specified conditions. Compare INLAND BILL OF LADING, OCEAN BILL OF LANDING, THROUGH BILL OF LADING.

ALONGSIDE—A phrase referring to the side of a ship. Goods to be delivered “alongside” are to be placed on the dock or lighter within reach of the transport ship’s tackle so that they can be loaded aboard the ship.

ANTIDIVERSION CLAUSE—See DESTINATION CONTROL STATEMENT.

ARBITRAGE—The process of buying foreign exchange, stocks, bonds, and other commodities in one market and immediately selling them in another market at higher prices.

ATA CARNET—See CARNET.

AT SIGHT—A phrase indicating that payment on a draft or other negotiable instrument is due upon presentation or demand. Compare AFTER SIGHT, AFTER DATE.

BARRATRY—Negligence or fraud on the part of a ship’s officers or crew resulting in injury or loss to the ship’s owners.

BARTER—Trade in which merchandise is exchanged directly for other merchandise without use of money. Barter is an important means of trade with countries using currency that is not readily convertible.

BILL OF EXCHANGE—See DRAFT.

BILL OF LADING—A document that establishes the terms of a contract between a shipper and a transportation company under which freight is to be moved between specified points for a specified charge. Usually prepared by the shipper on forms issued by the carrier, it serves as a document of title, a contract of carriage, and a receipt for goods. Also see AIR WAYBILL, INLAND BILL OF LADING, OCEAN BILL OF LADING, THROUGH BILL OF LADING.

BONDED WAREHOUSE—A warehouse authorized by customs authorities for storage of goods on which payment of duties is deferred until the goods are removed.

BOOKING—An arrangement with a steamship company for the acceptance and carriage of freight.
BRUSSELS TARIFF NOMENCLATURE (BTN) —See NOMENCLATURE OF THE CUSTOMS COOPERATION COUNCIL.

BUYING AGENT —See PURCHASING AGENT.

CARNET —A customs document permitting the holder to carry or send merchandise temporarily into certain foreign countries (for display, demonstration, or similar purposes) without paying duties or posting bonds.

CASH AGAINST DOCUMENTS (C.A.D.) —Payment for goods in which a commission house or other intermediary transfers title documents to the buyer upon payment in cash.

CASH IN ADVANCE (C.I.A.) —Payment for goods in which the price is paid in full before shipment is made. This method is usually used only for small purchases or when the goods are built to order.

CASH WITH ORDER (C.W.O.) —Payment for goods in which the buyer pays when ordering and in which the transaction is binding on both parties.

CATALOG EXHIBITIONS —

CERTIFICATE OF INSPECTION —A document certifying that merchandise (such as perishable goods) was in good condition immediately prior to its shipment.

CERTIFICATE OF MANUFACTURE —A statement (often notarized) in which a producer of goods certifies that the manufacturing has been completed and the goods are now at the disposal of the buyer.

CERTIFICATE OF ORIGIN —A document, required by certain foreign countries for tariff purposes, certifying as to the country of origin of specified goods.

C & F —"Cost and Freight." A pricing term indicating that these costs are included in the quoted price.

C & I —"Cost and Insurance." A pricing term indicating that these costs are included in the quoted price.

C.I.F. —"Cost, Insurance, Freight." A pricing term indicating that these costs are included in the quoted price.

C.I.F. & C. —"Cost, Insurance, Freight, and Commission." A pricing term indicating that these costs are included in the quoted price.

C.I.F. & E. —"Cost, Insurance, Freight, and (Currency) Exchange." A pricing term indicating that these costs are included in the quoted price.

CLEAN BILL OF LADING —A receipt for goods issued by a carrier with an indication that the goods were received in "apparent good order and condition," without damages or other irregularities. Compare FOUL BILL OF LADING.

CLEAN DRAFT —A draft to which no documents have been attached.

COLLECTION PAPERS —All documents (invoices, bills of lading, etc.) submitted to a buyer for the purpose of receiving payment for a shipment.

COMMERCIAL INVOICE —An itemized list of goods shipped, usually included among an exporter's COLLECTION PAPERS.

COMMISSION AGENT —See PURCHASING AGENT.

COMMON CARRIER —An individual, partnership, or corporation which transports persons or goods for compensation.

CONFIRMED LETTER OF CREDIT —A letter of credit, issued by a foreign bank, whose validity has been confirmed by an American bank. An exporter whose payment terms are a confirmed letter of credit is assured of payment even if the foreign buyer or the foreign bank defaults. See LETTER OF CREDIT.

CONSIGNMENT —Delivery of merchandise from an exporter (the consignor) to an agent (the consignee) under agreement that the agent sell the merchandise for the account of the exporter. The consignor retains title to the goods until the consignee has sold them. The consignee sells the goods for commission and remits the net proceeds to the consignor.

CONSULAR DECLARATION —A formal statement, made to the consul of a foreign country, describing goods to be shipped.
CONSULAR INVOICE—A document, required by some foreign countries, describing a shipment of goods and showing information such as the consignor, consignee, and value of the shipment. Certified by a consular official of the foreign country, it is used by the country's customs officials to verify the value, quantity, and nature of the shipment.

COUNTERVAILING DUTY—An extra duty imposed by the Secretary of the Treasury to offset export grants, bounties, or subsidies paid to foreign suppliers in certain countries by the governments of those countries as an incentive to exports.

CREDIT RISK INSURANCE—Insurance designed to cover risks of nonpayment for delivered goods. Compare MARINE INSURANCE.

CUSTOMS—The authorities designated to collect duties levied by a country on imports and exports. The term also applies to the procedures involved in such collection.

CUSTOMHOUSE BROKER—An individual or firm licensed to enter and clear goods through Customs.

DATE DRAFT—A draft which matures a specified number of days after the date it is issued, without regard to the date of ACCEPTANCE (Definition 2). Compare SIGHT DRAFT, TIME DRAFT.

DEMURRAGE—Excess time taken for loading or unloading a vessel. Demurrage refers only to situations in which the charterer or shipper, rather than the vessel's operator, is at fault.

DESTINATION CONTROL STATEMENT—Any of various statements which the U.S. Government requires to be displayed on export shipments and which specify the destinations for which export of the shipment has been authorized.

DEVALUATION—The official lowering of the value of one country's currency in terms of one or more foreign currencies. Thus, if the U.S. dollar is devalued in relation to the French franc, one dollar will "buy" fewer francs than before.

DISC—Domestic International Sales Corporation.

DISPATCH—An amount paid by a vessel's operator to a charterer if loading or unloading is completed in less time than stipulated in the charter party.

DISTRIBUTOR—A foreign agent who sells directly for a supplier and maintains an inventory of the supplier's products.

DOCK RECEIPT—A receipt issued by an ocean carrier to acknowledge receipt of a shipment at the carrier's dock or warehouse facilities. Also see WAREHOUSE RECEIPT.

DOCUMENTS AGAINST ACCEPTANCE (D/A)—Instructions given by a shipper to a bank indicating that documents transferring title to goods should be delivered to the buyer (or drawee) only upon the buyer's acceptance of the attached draft.

DOCUMENTS AGAINST PAYMENT (D/P)—Instructions given by a shipper to bank indicating that documents transferring title to goods should be delivered to the buyer (or drawee) only upon the buyer's payment of the attached draft.

DRAFT (or BILL OF EXCHANGE)—An unconditional order in writing from one person (the drawer) to another (the drawee), directing the drawee to pay a specified amount to a named payee at a fixed or determinable future date.

DRAWBACK—A refund of duties paid on imported goods which is provided at the time of their reexportation.

DRAWEE—The individual or firm on whom a draft is drawn and who owes the indicated amount. Compare DRAWER. Also see DRAFT.

DRAWER—The individual or firm that issues or signs a draft and thus stands to receive payment of the indicated amount from the drawee. Compare DRAWEE. Also see DRAFT.

DUMPING—Importing merchandise into a country (e.g., the United States) at low prices that are detrimental to local producers of the same kind of merchandise.

DUTY—A tax imposed on imports by the customs authority of a country. Duties are generally based on the value of the goods (ad valorem duties), some other factor such as weight or quantity (specific duties), or a combination of value and other factors (compound duties).

EMC—See EXPORT MANAGEMENT COMPANY.

EURODOLLARS—U.S. dollars placed on deposit in banks outside the United States (primarily in Europe).

EX—"FROM." When used in pricing terms such as "Ex Factory" or "Ex Dock," it signifies that the price quoted applies only at the point of origin (in
the two examples, at the seller's factory or a dock at the import point). In practice, this kind of quotation indicates that the seller agrees to place the goods at the disposal of the buyer at the specified place within a fixed period of time.

**EXCHANGE RATE**—The price of one currency in terms of another, i.e., the number of units of one currency that may be exchanged for one unit of another currency.

**EXPORT**—To send or transport goods out of a country for sale in another country. In international sales, the exporter is usually the seller or the seller's agent. Compare IMPORT.

**EXPORT BROKER**—An individual or firm that brings together buyers and sellers for a fee but does not take part in actual sales transactions.

**EXPORT DEVELOPMENT OFFICE**—

**EXPORT LICENSE**—A government document which permits the "licensee" to engage in the export of designated goods to certain destinations.

**EXPORT MANAGEMENT COMPANY**—A private firm that serves as the export department for several manufacturers, soliciting and transacting export business on behalf of its clients in return for a commission, salary, or retainer plus commission.

**EXPORT MERCHANT**—A company that buys products directly from manufacturers, then packages and marks the merchandise for resale under its own name.

**EXPORT TRADING COMPANY**—A firm that purchases foreign goods for resale in its own local market.

**FACTORING HOUSES**—

**F.A.S.**—"Free Alongside." A pricing term indicating that the quoted price includes the cost of delivering the goods alongside a designated vessel.

**FCIA**—Foreign Credit Insurance Association.

**F.I.**—"Free In." A pricing term indicating that the charterer of a vessel is responsible for the cost of loading goods onto the vessel.

**F.O.B.**—"Free On Board." A pricing term indicating that the quoted price includes the cost of loading the goods into transport vessels at the specified place.

**FORCE MAJEURE**—The title of a standard clause in marine contracts exempting the parties for non-fulfillment of their obligations as a result of conditions beyond their control, such as earthquakes, floods, or war.

**FOREIGN EXCHANGE**—The currency or credit instruments of a foreign country. Also, transactions involving purchase and/or sale of currencies.

**FOREIGN EXCHANGE**—An area such as a port city into which merchandise may legally be moved without payment of duties.

**FOREIGN SALES AGENT**—An individual or firm that serves as the foreign representative of a domestic supplier and seeks sales abroad for the supplier.

**FREE PORT**—A free port An area such as a port city into which merchandise may legally be moved without payment of duties.

**FREE TRADE ZONE**—A port designated by the government of a country for duty-free entry of any non-prohibited goods. Merchandise may be stored, displayed, used for manufacturing, etc., within the zone and reexported without duties being paid. Duties are imposed on the merchandise (or items manufactured from the merchandise) only when the goods pass from the zone into an area of the country subject to the Customs Authority.

**FOUL BILL OF LADING**—A receipt for goods issued by a carrier with an indication that the goods were damaged when received. Compare CLEAN BILL OF LADING.

**F.0.A.**—"Free of Particular Average." The title of a clause used in marine insurance, indicating that partial loss or damage to a foreign shipment is not...
covered. (Note: Loss resulting from certain conditions, such as the sinking or burning of the ship, may be specifically exempted from the effect of the clause.) Compare W.P.A.

GATT—"General Agreement on Tariffs and Trade." A multilateral treaty whose purpose is to help reduce trade barriers between the signatory countries and to promote trade through tariff concessions.

GENERAL EXPORT LICENSE—Any of various export licenses covering export commodities for which VALIDATED EXPORT LICENSES are not required. No formal application or written authorization is needed to ship exports under a general Export License.

GROSS WEIGHT—The full weight of a shipment, including goods and packaging. Compare TARE WEIGHT.

IMPORT—To bring foreign goods into a country. In international sales, the importer is usually the buyer or an intermediary who accepts and transmits goods to the buyer. Compare EXPORT.

IMPORT LICENSE—A document required and issued by some national governments authorizing the importation of goods into their individual countries.

INHERENT VICE—An insurance term referring to any defect or other characteristic of a product which could result in damage to the product without external cause (for example, instability in a chemical that could cause it to explode spontaneously). Insurance policies may specifically exclude losses caused by inherent vice.

INLAND BILL OF LADING—A bill of lading used in transporting goods overland to the exporter’s international carrier. Although a through bill of lading can sometimes be used, it is usually necessary to prepare both an inland bill of lading and an ocean bill of lading for export shipments. Compare AIR WAYBILL, OCEAN BILL OF LADING, THROUGH BILL OF LADING.

INTERNATIONAL FREIGHT FORWARDER—See FREIGHT FORWARDER

IOGA (INDUSTRY-ORGANIZED, GOVERNMENT-SPONSORED) TRADE MISSION—

IRREVOCABLE LETTER OF CREDIT—A letter of credit in which the specified payment is guaranteed by the bank if all terms and conditions are met by the drawee. Compare REVOCABLE LETTER OF CREDIT.

JOINT VENTURE—A business undertaking in which more than one firm share ownership and control.

LETTER OF CREDIT (L/C)—A document, issued by a bank per instructions by a buyer of goods, authorizing the seller to draw a specified sum of money under specified terms, usually the receipt by the bank of certain documents within a given time.

LICENSING—A business arrangement in which the manufacturer of a product (or a firm with proprietary rights over certain technology, trademarks, etc.) grants permission to some other group or individual to manufacture that product (or make use of that proprietary material) in return for specified royalties or other payment.

LIGHTER—An open or covered barge towed by a tugboat and used mainly in harbors and inland waterways.

MARINE INSURANCE—Broadly, insurance covering loss or damage of goods at sea. Marine insurance will typically compensate the owner of merchandise for losses sustained from fire, shipwreck, piracy, and various other causes, but excludes losses which can be legally recovered from the carrier. Compare CREDIT RISK INSURANCE.

MARKING (or MARKS)—Letters, numbers, and other symbols placed on cargo packages to facilitate identification.

NOMENCLATURE OF THE CUSTOMS COOPERATION COUNCIL—The customs tariff used by many countries worldwide, including most European nations but not the United States. It is also known as the Brussels Tariff Nomenclature. Compare STANDARD INDUSTRIAL CLASSIFICATION, STANDARD INTERNATIONAL TRADE CLASSIFICATION.

OCEAN BILL OF LADING—A bill of lading (B/L) indicating that the exporter consigns a shipment to an international carrier for transportation to a specified foreign market. Unlike an inland B/L, the ocean B/L also serves as a collection document. If it is a "Straight B/L," the foreign buyer can obtain the shipment from the carrier by simply showing proof of identity. If a "Negotiable B/L" is used, the buyer must first pay for the goods, post a bond, or meet other conditions agreeable to the seller. Compare REVOCABLE LETTER OF CREDIT.
A trade arrangement in which goods are shipped to a foreign buyer without guarantee of payment. The obvious risk this method poses to the supplier makes it essential that the buyer's integrity be unquestionable.

A marine insurance policy that applies to all shipments made by an exporter over a period of time rather than to one shipment only.

Overseas Private Investment Corporation.

A list showing the number and kinds of items being shipped, as well as other information needed for transportation purposes.

The postal authorities' signed acknowledgement of delivery to them of a shipment made by parcel post.

A certificate, issued by the U.S. Department of Agriculture to satisfy import regulations of foreign countries, indicating that a U.S. shipment has been inspected and is free from harmful pests and plant diseases.

An invoice provided by a supplier prior to the shipment of merchandise, informing the buyer of the kinds and quantities of goods to be sent, their value, and important specifications (weight, size, etc.).

An agent who purchases goods in his/her own country on behalf of foreign importers such as government agencies and large private concerns.

The quantity of goods of a specific kind that a country will permit to be imported without restriction or imposition of additional duties.

An offer to sell goods at a stated price and under specified conditions.

See FOREIGN SALES AGENT.

A letter of credit which can be cancelled or altered by the drawee (buyer) after it has been issued by the drawee's bank. Compare IRREVOCABLE LETTER OF CREDIT.

French expression meaning a corporation.

A form required for all shipments by the U.S. Treasury Department and prepared by a shipper, indicating the value, weight, destination, and other basic information about an export shipment.

An instrument in writing signed by the captain of a ship, that lists the individual shipments constituting the ship's cargo.

A marine insurance policy that applies to all shipments made by an exporter over a period of time rather than to one shipment only.

A draft which is payable upon presentation to the drawee. Compare DATE DRAFT, TIME DRAFT.

See STANDARD INTERNATIONAL TRADE CLASSIFICATION.

The purpose or sale of foreign exchange for immediate delivery.

A standard numerical code system used by the U.S. Government to classify products and services. Compare NOMENCLATURE OF THE CUSTOMS COOPERATION COUNCIL, STANDARD INTERNATIONAL TRADE CLASSIFICATION.

A standard numerical code system developed by the United Nations to classify commodities used in international trade. Compare NOMENCLATURE OF THE CUSTOMS COOPERATION COUNCIL, STANDARD INDUSTRIAL CLASSIFICATION.

In a country with a state trading monopoly, a trading entity empowered by the country's government to conduct export business.

A group of steamship operators that operate under mutually agreed upon freight rates.

The weight of a container and/or packing materials without the weight of the goods it contains. Compare GROSS WEIGHT.

A single bill of lading covering both the domestic and international carriage of an export shipment. An air waybill, for
instance, is essentially a through bill of lading used for air shipments. Ocean shipments, on the other hand, usually require two separate documents—an inland bill of lading for domestic carriage and an ocean bill of lading for international carriage. Through bills of lading, therefore, cannot be used. Compare AIR WAYBILL, INLAND BILL OF LADING, OCEAN BILL OF LADING.

TIME DRAFT—A draft which matures either a certain number of days after acceptance or a certain number of days after the date of the draft. Compare DATE DRAFT, SIGHT DRAFT.

TRADE MISSION—

TRAMP STEAMER—A ship not operating on regular routes or schedules.

TRUST RECEIPT—Release of merchandise by a bank to a buyer in which the bank retains title to the merchandise. The buyer, who obtains the goods for manufacturing or sales purposes, is obligated to maintain the goods (or the proceeds from their sale) distinct from the remainder of his/her assets and to hold them ready for repossession by the bank.

VALIDATED EXPORT LICENSE—A document issued by the U.S. Government authorizing the export of commodities for which written export authorization is required by law. Compare GENERAL EXPORT LICENSE.

W.A.—"With Average." A marine insurance term meaning that a shipment is protected from partial damage whenever the damage exceeds 3 percent (or some other percentage).

WAREHOUSE RECEIPT—A receipt issued by a warehouse listing goods received for storage.

WEBB-POMERENE ASSOCIATION—

WHARFAGE—A charge assessed by a pier or dock owner for handling incoming or outgoing cargo.

WITHOUT RESERVE—A term indicating that a shipper's agent or representative is empowered to make definitive decisions and adjustments abroad without approval of the group or individual represented. Compare ADVISORY CAPACITY.
ACTIVITY: Marketing: A Very "Global" Concept

PURPOSE: Understanding The World Economy

SUITABLE SUBJECT AREAS: Economics, Foreign Languages

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Have your students design and market a product to be sold overseas. What do you need to know about the country and its culture before you make the product? (Example: You can't market a car for England with steering on the left side.) If the country is a non-English speaking country, this product's labels have to be designed in the native language. This involves changing the package and possibly redesigning the box/label. As a prerequisite, divide students into small groups and have them interview someone in the exporting business.

ACTIVITY: Using Graphs (Line, Bar, And Circles) To Visualize Information On Trends, Changes, And Percentages In Exports Or Imports Of Products To Or From A Specific Country

PURPOSE: Understanding The World Economy

SUITABLE SUBJECT AREAS: Economics, World Geography

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY:
As a follow-up activity on importing and exporting, have students research a number of basic products the United States has either exported or imported (this list should already be available from previous import activities). Identify specific products; note the initial years they were exported and the total dollars earned. Show how these have grown/declined. Next, have students place the results on graphs. Be prepared to make oral reports to classmates and to expound on factors directly related to the decline or increase of the products/services.

Suggestions: Cars, oil, farm products.

ADDITIONAL RESOURCES: Classroom text, current news magazines, and newspapers
ACTIVITY: Occupations: Import/Export Process

PURPOSE: Understanding the Import/Export Process

SUITABLE SUBJECT AREAS: Economics, Sociology

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Have students make a list of occupations that are directly involved or partially involved in the import/export process. Discuss with the students how varied this list is and the possibility that they will be involved with global economics no matter what their career choice is. Have students review the export flowchart included in this resource guide prior to this assignment.

ADDITIONAL RESOURCES: Tennessee Department of Economic and Community Development, export office, encyclopedias, export/import resource materials
STEP #1: PLANNING TO EXPORT

Initiating Marketing Research
1. Explore possible foreign markets
2. Learn about competition
3. Locate possible government resources

Selecting a Specific Market
1. Learn about U.S. and foreign government regulations
2. Learn about the specific political climate
3. Learn about socio-economic factors
4. Find out about foreign countries’ market infrastructure
5. Explore all possible distribution channels
6. Learn about the market size and competition

Finding Your Customer
1. Using direct sales (selling directly to the customer)
2. Using indirect sales
   a. Selling through a U.S. based intermediary or trading company
   b. Using a foreign agent
3. Establishing wholly-owned or joint-venture in foreign market (local production)
STEP #2: LOCATING YOUR CUSTOMER

**Locating a U.S. Based Export Service Company**

**Resources**

1. Partners in export trade
2. Directory of leading export management company

**Locating A Foreign Based Agent and Distributor**

**Requirements**

1. Trade Associations
2. World Trade Association
3. Foreign Chambers of Commerce in the U.S.
4. American Chambers of Commerce located abroad
5. U.S. and Foreign Commercial Services (US&FCS)
6. State offices overseas
7. Foreign government trade offices in U.S.

**Locating Customers Directly**

**Resources**

1. World Trade Centers Network
2. Commercial News USA
3. Trade Opportunities Programs (TOPS)
4. Trade shows
5. International top company series

**Other**

1. Trade Missions
2. Reverse Trade Missions—foreign business executives come to USA
3. U.S. Department of Commerce and Small Business Administration matchmaker programs
STEP #3: PRICING

Pricing Depends Largely Upon:
1. Type of product
2. Foreign modifications needed
3. Packaging changes
4. Service provided
5. Promotion (for direct sales only)
6. Competition (both foreign and domestic)
7. Transportation costs
8. Foreign import duties/taxes

Financing Issues
Payment Types:
1. Advance account - foreign customer pays ahead of services
2. Open account - payment after product delivered
3. Consignment - payment when resold
4. Documentary collection - transaction completed through an exchange of documents and title transfers
5. Letters of Credit - letter used by a bank in which payment conditionally guaranteed by the bank

Financial Assistance
1. U.S. Government (Eximbank, Small Business Administration, U.S. Department of Agriculture)
2. Private Export Funding Corporation (PEFCO)
3. State Government
4. World Bank
5. Export credit insurance
STEP #4: PRODUCT TO MARKET

Transportation
1. Air express (small items)
2. Land
3. Ocean
4. Integrated carriers

Documentation
1. Government control
2. Transportation
3. Banking
4. Commercial

Special Packaging

Rules and Regulations
Export License
1. General license (on non-regulated goods)
2. Individual Validated License (IVL) - commodity is controlled for foreign policy, national security or economic reasons.

Destination Control Statement
Foreign Government Regulations - including non-tariff barrier

Special Tax Considerations

Sources:
[By Exporting Inc. - United States Department of Commerce, International Trade Administration, 1991]
ACTIVITY: Developing The Perfect Society

PURPOSE: Understanding One's Culture

SUITABLE SUBJECT AREAS: Sociology
APPROPRIATE GRADE LEVEL: 11th and 12th

DESCRIPTION OF ACTIVITY: Have students design a "space station" where people from multiple cultures live and work together. Be sure to stock their living quarters with food, clothing, working conditions, entertainment and personal living space that can cross cultural (and sometimes gender) lines. Discuss important interpersonal traits that the inhabitants need to have to make this "space station" work. (Student research required)

P.S. This is an artificial "space station." It does not have to be in space. It just has to force different types of people to appreciate living and working together in harmony.

ADDITIONAL RESOURCES: Sociology textbook, supplementary readings on world culture
ACTIVITY: Learning About Cultural Differences

PURPOSE: Understanding World Culture

SUITABLE SUBJECT AREAS: Sociology

APPROPRIATE GRADE LEVEL: 11th and 12th

DESCRIPTION OF ACTIVITY: Design a computer program that introduces foreign students (from any particular country) to differences in American culture (Encourage student research for this activity). This program can also be written to teach English to foreign students by adding a vocabulary section. (This is especially effective for computers with voice capabilities.)

ADDITIONAL RESOURCES: Microcomputer with voice capability: Apple Macintosh, Series 2 or IBM compatible with a voice card, encyclopedias, current sociology text, supplementary reading on world culture
ACTIVITY: Personality Traits: A Self Inventory

PURPOSE: Major Cultural Values Of Today

SUITABLE SUBJECT AREAS: Sociology, Career Counseling

APPROPRIATE GRADE LEVEL: 11th and 12th Grade

DESCRIPTION OF ACTIVITY: Have each student do a self-inventory of personality traits (those traits that each student feels he/she is best and worst at). Then match positive personality traits with both occupations and specific countries. Some positive personality traits will be more effective in certain countries.

ADDITIONAL RESOURCES: Encyclopedias, current sociology texts, related resources
ACTIVITY: The World’s Economy Has Become Global

PURPOSE: Understanding The World Economy

SUITABLE SUBJECT AREAS: Economics

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: While we may not as yet be trading with the moon, we are fast becoming a part of a global economy. Americans buy jeans from Taiwan, sweaters from New Zealand, and shirts from the People’s Republic of China. Have students research and write a report on "How the global economy affects our everyday lives."


ADDITIONAL RESOURCES: Current social studies textbooks, world atlas, encyclopedias
ACTIVITY: When Money Leaves The Country

PURPOSE: Understanding International Banking And The Role It Plays In World Economics

SUITABLE SUBJECT AREAS: Economics

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Invite an international banking official to visit your class. Have him/her discuss the effects today’s current events have on the international banking community. Encourage your speaker to discuss what special training and/or knowledge international banking employees need (compared to regular banking officials) and how to obtain that knowledge.

ADDITIONAL RESOURCES: Occupational Outlook Handbook, interviews with banking professionals
ACTIVITY: What Does It Take To Sell My Product?

PURPOSE: To Develop An Understanding And Appreciation For The Import/Export Process As Well As Cultural Differences And Foreign Trade

SUITABLE SUBJECT AREAS: Economics

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Simulation: Each student owns a manufacturing firm in Tennessee. You have given him/her $5,000 and a seven day round-trip airline ticket overseas. Each student must go overseas, eat, sleep, entertain, negotiate (if appropriate in the country he is traveling to), do all the paperwork, and sell his product. They must document each step and the costs. The student who returns successful (i.e., he sold his product) with the most money wins!!

ADDITIONAL RESOURCES: Export To Win (software package); U.S. Departments of State, Commerce; Tennessee Department of Economic and Community Development
ACTIVITY: Keeping Your Foot Out Of Your Mouth

PURPOSE: Understanding Cultural Differences In A Business Setting

SUITABLE SUBJECT AREAS: Economics, Sociology, Business Education

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: When conducting a business deal in a foreign country saying just one inappropriate statement can "kill" a perfectly good business deal. Role-play using the examples on the following pages. Have one person as a foreigner and the other as an American businessperson. Show how to "kill" a business deal using the examples on the following pages.

*Compliments of the World Trade Center, Chattanooga*
<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>BUSINESS PRACTICES</th>
<th>DON'T</th>
<th>LANGUAGE</th>
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</thead>
<tbody>
<tr>
<td>Australia</td>
<td>• Directness</td>
<td>• Bargain/haggle</td>
<td>English</td>
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<td></td>
<td>• Pragmatism</td>
<td>• Waste time</td>
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<td></td>
<td>• Candor</td>
<td>• Be condescending</td>
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<tr>
<td></td>
<td>• Efficiency</td>
<td>• Compare Australia to the United States</td>
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<tr>
<td>Canada</td>
<td>• &quot;European&quot; tradition</td>
<td>• Haggle over price</td>
<td>English/French (in Quebec)</td>
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<tr>
<td></td>
<td>• Recognize Canada as a major trading partner</td>
<td>• Compare the U.S. and Canada</td>
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<td></td>
<td></td>
<td>• Miss a deadline</td>
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<tr>
<td>France</td>
<td>• Bureaucratic</td>
<td>• Use &quot;hard sell&quot; tactics</td>
<td>French</td>
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<td></td>
<td>• Formality/protocol</td>
<td>• Discuss politics or money</td>
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<tr>
<td></td>
<td>• Love for debate</td>
<td>• Inquire about personal information</td>
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<tr>
<td>West Germany</td>
<td>• Utilize contacts</td>
<td>• Discuss WWII</td>
<td>German</td>
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<tr>
<td></td>
<td>• Formality</td>
<td>• Refer to West Germany as just Germany (this may change soon)</td>
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<tr>
<td></td>
<td>• Punctuality/exactness</td>
<td>• Ask personal questions</td>
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<tr>
<td></td>
<td>• Address correspondence to a firm, not an individual</td>
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<tr>
<td>Hong Kong</td>
<td>• Courtesy</td>
<td>• Tease a Chinese person</td>
<td>Cantonese/Chinese</td>
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<td></td>
<td>• High regard for age/education</td>
<td>• Discuss politics</td>
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<td></td>
<td>• Trustworthiness/honor</td>
<td>• Use blue and white in packaging</td>
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<td></td>
<td></td>
<td>• Swear/show anger</td>
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<tr>
<td>Italy</td>
<td>• Fun loving; yet efficient</td>
<td>• Discuss taxes/Pope/sports</td>
<td>Italian</td>
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<tr>
<td></td>
<td>• Argue forcefully</td>
<td>• Send chrysanthemums</td>
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<tr>
<td></td>
<td>• Use visiting cards</td>
<td>• Ask personal questions</td>
<td></td>
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<tr>
<td></td>
<td>• Humor</td>
<td>• Rush conversations</td>
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Source: Chattanooga World Trade Center
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<th>BUSINESS PRACTICES</th>
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<th>LANGUAGE</th>
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<tbody>
<tr>
<td>Japan</td>
<td>• Discipline</td>
<td>• Speak loudly</td>
<td>Japanese/English</td>
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<td></td>
<td>• Group work ethic</td>
<td>• Laugh excessively (This signifies discomfort)</td>
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<td></td>
<td>• Use formal</td>
<td>• Negative statements/questions</td>
<td></td>
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<td></td>
<td>introductions;</td>
<td>• Single out individuals</td>
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<td>bilingual business</td>
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<td>cards; and visual</td>
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<td></td>
<td>aids</td>
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<td></td>
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<tr>
<td>South Korea</td>
<td>• Directness (there's no such thing as being too personal)</td>
<td>• Talk politics</td>
<td>Korean/English</td>
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<tr>
<td></td>
<td>• Shrewd bargaining</td>
<td>• Show excessive pride</td>
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<td></td>
<td>• Protracted</td>
<td>• Use red ink</td>
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<td>negotiations</td>
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<tr>
<td>Mexico</td>
<td>• Cosmopolitan</td>
<td>• Compare the U.S. and Mexico</td>
<td>Spanish</td>
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<td></td>
<td>• Personable</td>
<td>• Talk about the Hoover Dam</td>
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<td></td>
<td>approach</td>
<td>• Rush negotiations</td>
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<td></td>
<td>• Discuss family</td>
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<td></td>
<td>• Leave room for</td>
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<td></td>
<td>bargaining</td>
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<tr>
<td>Singapore</td>
<td>• Importance of business cards</td>
<td>• Send gifts</td>
<td>English/Mandarin/Malay/Tamil</td>
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<tr>
<td></td>
<td>• Westernization</td>
<td>• Discuss religion</td>
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<td></td>
<td>• Punctuality</td>
<td>• Tell jokes</td>
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<tr>
<td>Taiwan</td>
<td>• Mutual obligation</td>
<td>• Criticize directly</td>
<td>Mandarin Chinese/Taiwanese</td>
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<td></td>
<td>before written contract</td>
<td>• Go straight to the point</td>
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<td></td>
<td>• Polite greetings</td>
<td>• Discuss divorce or China</td>
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<td></td>
<td>• Highly competitive</td>
<td></td>
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<td>United Kingdom</td>
<td>• &quot;Old boy network&quot;</td>
<td>• Discuss politics/religion/Ireland</td>
<td>English</td>
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<td></td>
<td>• Formalities</td>
<td>• Bargain</td>
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<td></td>
<td>• Government &amp; union pressures play substantial role</td>
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Source: Chattanooga World Trade Center
ACTIVITY: Exporting To Win

PURPOSE: Understanding the Process For Exporting Goods Utilizing Computer Software (Export To Win)

SUITABLE SUBJECT AREAS: Economics

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Divide the class into groups. Have each group design a product it would like to manufacture. Then have each group go through the steps on the computer to export their product to a foreign country. Make each group document each step done on the Export To Win software in a notebook. The notebooks will be graded.

ADDITIONAL RESOURCES: Hardware: IBM PC/XT/AT, PS/2 and compatible computers, 640k RAM, 2 disk drives (and/or a hard disk is preferred), color graphics card, DOS 2.0 or higher

Software: Export To Win, SMG Products Group, 3624 Market Street, Philadelphia, PA, 19104, 1-800-445-7089
ACTIVITY: Doing It Together: Joint Ventures As An Exporting Avenue

PURPOSE: Understanding How Joint Ventures May Be The Only Means Of Gaining Market Access In Some Countries

SUITABLE SUBJECT AREAS: Economics
APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Encourage your students to learn about the process of becoming involved in joint ventures in foreign countries. Have them to explain how this method may gain market access into countries with tariff barriers and import restrictions. Give the students the opportunity to show how this will help the American economy. Discuss how knowledge of foreign language, culture, and customs will help close these business deals.


Review: Export To Win microcomputer software. This introduces many of the steps of a joint venture.
ACTIVITY: The Effect Of The World Bank On The International Business Community

PURPOSE: Understanding The Role Of The World Bank In the International Banking Community

SUITABLE SUBJECT AREAS: Economics
APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Have students research the World Bank system. How does this banking system effect international economics and positions Americans can hold at the World Bank? What special training experience is needed to become an employee at the World Bank?

ADDITIONAL RESOURCES: Encyclopedia, current financial magazines, interviews with banking professionals
ACTIVITY: Comparison: How Are Brussels, Belgium and Washington, D.C., Alike?

PURPOSE: Understanding The Formation Of The European Economic Community

SUITABLE SUBJECT AREAS: World History, Economics

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: The de facto administrative capital of Europe (and the European Economic Community) is Brussels. Why is Brussels the capital? What special characteristics does this city have over London, Paris, Rome, or Bonn to be chosen as the capital of a United Europe?

ADDITIONAL RESOURCES: Journal articles, news magazines
ACTIVITY: Unifying The Tax Structure In Europe

PURPOSE: To Develop Knowledge And Understanding Of The VAT (Value Added Tax) System

SUITABLE SUBJECT AREAS: Economics
APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Have students research the Value Added Tax (VAT) and respond to the following questions:

(1) What is a value added tax (VAT)?
(2) How does it work?
(3) How will it equalize taxes throughout Europe?
(4) Do any states or municipalities in the U.S. have VAT's? Be prepared to explain how this tax works to the rest of the class.
(5) Is this a tax that will be more readily adopted in the future?
(6) Discuss the pros and cons of this tax.

ADDITIONAL RESOURCES: Economics text, Wall Street Journal, journals and periodicals
ACTIVITY: Using The USA To Help Europeans Build A United Europe

PURPOSE: Understanding A United Europe Concept

SUITABLE SUBJECT AREAS: Economics, World History, Sociology

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Student Activity: As an American you are a living expert on federalism - unified states living together with a federal capital to unify them. As an expert, you have been hired to help unify Europe into a United Europe (the basis for the European Economic Community). Help the Europeans with standardized currency, economy, language, customs, culture, dress, mores, standards, etc. Use the United States of America as a reference, but understand the unique problems that European countries bring into this relationship. Report these findings to the chief administrator of United Europe - your teacher.

ADDITIONAL RESOURCES: World history textbooks, journals, news magazines, international economics articles
ACTIVITY: The U.S. Constitution...Protection Of Free Enterprise?

PURPOSE: Understanding The U.S. Constitution As It Relates To Free Enterprise In The 1990s

SUITABLE SUBJECT AREAS: History, Economics

APPROPRIATE GRADE LEVELS: 11th thru 12th

DESCRIPTION OF ACTIVITY: Have students respond to the following questions: 1) Why was there need for the writing of a constitution? 2) Does it affect today's free enterprise? If so, how? 3) Is there an equivalent to this kind of protection in Japan, China, other countries of interest; if so, what? Explain. 4) Could an American living in one of these countries have the same protection or liberties?

ADDITIONAL RESOURCES: Economics text, related books on the U.S. constitution, history text, related journals
ACTIVITY: What We Need To Know Even If We Never Leave Tennessee

PURPOSE: Understanding The World Economy

SUITABLE SUBJECT AREAS: Sociology, Economics
APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Discuss the importance of foreign language and foreign culture training with students who are not interested in ever leaving Tennessee. Have your students discuss the number of imports that arrive in this country/state every day from foreign countries. Include in this discussion the large numbers of foreigners that have invested in Tennessee and are hiring people (as part of the Tennessee economy). Discuss how important it would be for a Tennessean to understand the culture of his/her boss—if this culture is different from his or hers. Explain the great possibility of this happening. (Use current statistics from these sources below).

ADDITIONAL RESOURCES: Department of Economic and Community Development, U.S. Department of Commerce
ACTIVITY: Foreign Companies On American Soil

PURPOSE: Understanding Similarities And Differences In Foreign Held Companies

SUITABLE SUBJECT AREAS: Sociology, Economics

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Interview a businessperson who used to work for an American business and now works for a foreign-owned business producing the same or similar product (example: someone who used to work for General Motors who now works at Nissan). Have the person compare and contrast the work philosophies in the different companies.

ADDITIONAL RESOURCES: Textbooks, trade journals, business magazines and journals, resource people in the field
ACTIVITY: Exporting: Big Business For American Firms

PURPOSE: Understanding The Effect Of Exports On The Local Economy

SUITEABLE SUBJECT AREA: Economics
APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: Review the section of the "Careers Going Global" video where Leigh Wieland talks about Tennessee exports. How many billions of dollars in merchandise were exported from Tennessee two years ago? How does the future look in Tennessee? Have students read more about Tennessee exporting. How does Tennessee's exporting compare/contrast to other southern states of similar population and/or size?

ADDITIONAL RESOURCES: Business journals; World Trade Center, Chattanooga; International World Trade Center, Memphis State University
ACTIVITY: The Imported Car: An Excellent Example

PURPOSE: Understanding The World Economy

SUITABLE SUBJECT AREAS: Economics, Business Education

APPROPRIATE GRADE LEVELS: 11th and 12th

DESCRIPTION OF ACTIVITY: According to recent reports, there still continues to be a rise in the number of foreign motor vehicles purchased in this country and a decline in the purchase of U.S. motor vehicles. Nissan, Honda, and Madza cars are on our streets in abundance. Have students discuss possible reasons for these statistics. What percentage of foreign cars are shipped fully assembled from other countries? Which are assembled in this country? Are these car sales an advantage or disadvantage to the American economy? What American laws apply to the number of imports allowed in this country per year?

ADDITIONAL RESOURCES: Business and consumer journals, text, encyclopedias
ACTIVITIES
DESIGNED FOR
ALL GRADE LEVELS
ACTIVITY: "Oh Say Can You See", Etc.

PURPOSE: Understanding How Music Can Lead To A Better Appreciation Of Other Countries

SUITABLE SUBJECT AREAS: Music, World History, Social Studies

APPROPRIATE GRADE LEVELS: 6th thru 10th

DESCRIPTION OF ACTIVITY: Each country has a national anthem. Have each student choose a foreign national anthem. Bring in the words to the song (translated into English). Find out who wrote the song and if there is an interesting story that goes with the writing of that anthem (remember the story of Francis Scott Key and "The Star Spangled Banner"). Have the students discuss how knowing these facts has made them more aware of the history and patriotism of the other country they chose.

ADDITIONAL RESOURCES: Encyclopedias, songbooks
ACTIVITY: Determining Career Competencies

PURPOSE: Understanding And Appreciating The Education And Skills Necessary To Gain Entry Into The Job Market

SUITABLE SUBJECT AREAS: Language Arts Teachers, Career Counselors

APPROPRIATE GRADE LEVELS: 7th thru 9th

DESCRIPTION OF ACTIVITY: Have each student prepare a list of competencies for a selected career and ask your career counselor to assist in outlining what courses are necessary to pursue in high school in order to prepare this student for his/her chosen career. Discuss and exchange ideas in class or with your counselor. Which choices might involve an awareness of international business? Which careers might be enhanced with an understanding of another foreign language?

ACTIVITY: Want The Right Career? Ask The Right Questions

PURPOSE: Exploring Career Interests And Possibilities Through Appropriate Questions

SUITABLE SUBJECT AREAS: Career Counseling, Language Arts, Social Studies

APPROPRIATE GRADE LEVELS: 7th thru 10th

DESCRIPTION OF ACTIVITY: Using Tennessee's computerized Project INFOE, The Tennessee Career Guide: The Sky's The Limit and other career decision making tools, have students identify several careers (or career clusters) that might interest them. Using the three types of questions below, have students review these occupations for possible career options and report their findings. (1) Fact Questions (for specific details), (2) Concept Questions (building relationships between ideas and pulling together generalizations), (3) Values (linking facts and concepts to the choices and decisions students will have to make).

ACTIVITY: A Lesson In Importing

PURPOSE: Understand And Appreciate The Concepts of Importing As They Relate To United States And International Trade

SUITABLE SUBJECT AREAS: Social Studies, Economics
APPROPRIATE GRADE LEVELS: 5th thru 11th

DESCRIPTION OF ACTIVITY: Have students review activities and information relative to importing and exporting introduced earlier in this resource guide. Set up a role playing activity whereby students are to become managers of a large import firm whose home office is based in New York. Students are to purchase clothing from various countries for their stores (e.g., Paris - gowns by Gucci; Italy - leather shoes by Garolini.) What do they need to do first? What type of people should they hire to assist them? Are merchandise buyers and fashion designers important? How does one decide what countries to explore for possible purchases? Is it important to hire someone with ability in exporting and importing? Would you use the World Trade Center? Once it is decided who should be hired, invite a local manager or clothing retailer to discuss the types of occupations associated with this type of business.

ADDITIONAL RESOURCES: Global Success, export charts (included in this resource guide), current literature on exporting
ACTIVITY: Dressing For The Occasion

PURPOSE: To Introduce Clothing Customs Of Other Cultures

SUITABLE SUBJECT AREAS: Social Studies

APPROPRIATE GRADE LEVELS: 5th thru 12th

DESCRIPTION OF ACTIVITY:

Introduction: Remind students that clothing and overall appearance can say a lot to another person (including a possible employer) about who you are. Clothing does not have to be expensive to be neat, clean, and appropriate for the situation. Hair should be neat, fingernails clean, shoes shined, and so forth. This helps create the appearance of a person ready to do a good job.

A) Divide students into groups representative of different nationalities.

B) Study complete appearance (including clothing, jewelry, hair, posture, etc.) standards of different nationalities. For that nationality, collect information (including pictures when possible) relative to different outfits for different occasions. Why is it important for Americans in international business to know about cultural dress?

C) When students make their group reports, have them give specific examples of acceptable cultural dress protocol that differs greatly from American standards.

D) Invite international exchange students, visiting foreigners, or Americans who have worked overseas to class as a follow-up for this activity.

ADDITIONAL RESOURCES: Encyclopedias, Do's and Taboo's Around the World, Global Success
ACTIVITY: How Culture Effects Business Decisions

PURPOSE: Understanding the World Economy

SUITABLE SUBJECT AREAS: Social Studies, Sociology, Economics

APPROPRIATE GRADE LEVELS: 5th, 6th, 8th thru 12th

DESCRIPTION OF ACTIVITY: Many products that Americans take for granted are prohibited in other countries. An example is that most red candies are prohibited in Japan as they have strict import restrictions on red dye. Have the students find other products that might be prohibited for sale in foreign countries. How do these restrictions affect U.S. production, marketing, and exporting?

ADDITIONAL RESOURCES: Foreign Embassies; World Trade Center, Chattanooga; U.S. Department of Commerce; Industrial Business Trade Center, Memphis State University; Tennessee Department of Economic and Community Development, Export Office
ACTIVITY: Exploring Diplomatic Corps Careers: Exciting Overseas Possibilities

PURPOSE: Providing Students With The Opportunity To Explore Careers Overseas

SUITABLE SUBJECT AREAS: Career Counseling, Social Studies

APPROPRIATE GRADE LEVEL: 5th thru 12th

DESCRIPTION OF ACTIVITY: Americans work overseas for the government in the diplomatic corps of every country that we recognize. They coordinate travel, trade, and diplomatic relations with that country. Have your students research this topic. List the addresses of the embassies; consulate general; consulate; mission; or branch office of ten countries, etc. (A list of some countries are enclosed.) Why is there more than one office in many countries? How does one go about applying for these positions?

Related Activity: Our students should be proud of the fact that Tennessee is well represented in the international diplomatic corps. Tennesseans like Ms. Joni McReynolds Mitchell, a U.S. diplomat presently stationed in Kingston, Jamica, would be an excellent classroom speaker on those occasions when she returns to the United States.

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<th>Post</th>
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<td>Paris (E)</td>
<td>2 Avenue Gabriel, 75382</td>
<td>Paris Cedex 08; APO NY 09777</td>
<td>(1)52-26-96-12-02</td>
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<td>Bordeaux (CG)</td>
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<td>5409 18 USCSUL</td>
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<td>7 Quai General Sarrail, 69454 Lyon Cedex 3</td>
<td>(78)246-849</td>
<td>38059 USCSUL</td>
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<td>12 Boulevard Paul Puyreral, 13286 Marseille Cedex; APO NY 09777</td>
<td>12 Boulevard Paul Puyreral, 13286 Marseille Cedex; APO NY 09777</td>
<td>(33)(91)549-200</td>
<td>43059 USCSUL</td>
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<td>15 Ave D'Ailesac, 67082 Strasbourg Cedex or APO NY 09777</td>
<td>15 Ave D'Ailesac, 67082 Strasbourg Cedex or APO NY 09777</td>
<td>(33)(88)35-31-04</td>
<td>43059 USCSUL</td>
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Japan

Tokyo (E)
[81](3)224-5003
10-1, Alaska 1-chome, Minato-ku (107); APO San Fran 96503
Telex 2422118 AMEMBJ

Naha, Okinawa (CG)
[81](98)876-4211
254 Nishihana, Urasoe City, Okinawa 901-21; Box 40, FPO Seattle, WA 98772

Osaka-Kobe (CG)
11-15, Nishitenma 2-chrome, Kita-ku, Osaka 530; APO San Fran 96503
Telex 5233037 AMCNJ

Fukuoka (C)
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5-26 Ohari 2-chrome, Chuo-ku, Fukuoka-810 or Box 10, FPO Seattle 98766
Telex 725679

Sapporo (C)
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Kita 1-JoNishi 28-chrome, Chuo-ku, Sapporo 064; APO San Fran, 95603
Telex 935338 AMCONSJ

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Hong Kong
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26 Garden Rd.; Box 30, FPO San Fran 96659-0002
Telex 63141 USDOC HX
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Via Veneto 119/A, 00187-Rome; APO NY 09794
Telex 622322 AMBRMA

Genoa (CG)
[39](10)282-741
Banca d'America e d'Italia Bldg., Piazza Portello, 6-16124 GENOA
Telex 270324 AMCOGE I

Milan (CG)
[39](2)652-841
Via Principe Amedeo, 2/10,20121 Milano; c/o U.S. Embassy, Box M, APO NY 09794-0007
Telex 330208

Naples (CG)
[39](81)660966
Piazza della Repubblica, 80122 Naples; Box 18, FPO NY 09521
Telex ICA NAPLES 720442 ICANA

Palermo (CG)
[39](91)343-532
Via Vaccarini 1, 90143; APO NY 09794-0007; (c/o AmEmbassy Rome-P)
Telex 910313 USACON I

Florence (CG)
[39](55)298-276
Lungamo Amerigo Vespucci 38; APO NY 09019
Telex 570577 AMCOFII

Turin (C)
[39](11)517437
Via Pomba 23 (2d Fl.); 10123 Turin; APO NY 09794-0007 (c/o AmEmbassy Rome)
Telex 224102 AMCOTO I
ACTIVITY: Creating An International Speakers' Bureau

PURPOSE: To Provide An Easy Access To Possible Speaker Contacts For Engagements With School Groups, Classroom Activities, etc.

APPROPRIATE GRADE LEVELS: 5th thru 12th

DESCRIPTION OF ACTIVITY: Create an international speakers' bureau by identifying people for the following categories:

1) Foreign Exchange Students
2) Peace Corps Volunteers
3) Business People With Job Experience Overseas
4) Military Personnel Who Have Traveled Abroad
5) Local Citizens Who Travel Extensively Abroad Strictly For Pleasure

The attached list provides a good starting point. Once completed, feel free to distribute this information to those colleagues interested in global education.
Going Global with National Career Development Guidelines

Overview of the National Career Development Guidelines

The National Career Development Guidelines are designed to help improve career development programs and to support state-level activities that:

- Increase the understanding of life-long career development needs
- Expand the definitions of comprehensive career development programs
- Emphasize competency-based education and training
- Support program accountability efforts
- Heighten interest in achieving professional consensus on program guidelines and standards
- Renew legislative support for career development
- Increase emphasis on certification of counselors, including career specialization.

Three major components are addressed in the National Career Development Guidelines. They include:

Competencies and Indicators. The competencies and indicators provide guidelines that describe the outcomes of career development programs and are the basis for program development. Competencies are viewed as broad goals, whereas indicators describe specific knowledge, skills, and abilities related to career development. The National Career Development Guidelines include competencies and indicators for three areas: self-knowledge, educational and occupational exploration, and career planning. They also address four levels: elementary school, middle/junior high school, high school and adult. Figure 1 illustrates the competencies by area and level.

Organizational Capabilities. The organizational capabilities section outlines the commitments, structure, and support required for effective career development programs including administrative support, physical facilities, and materials and equipment.
Personnel Requirements. The personnel requirements section outlines competencies needed by counselors and other staff members to deliver career development programs.

Further information on the National Career Development Guidelines and strategies for using them to improve local programs can be found in the five National Career Development Guidelines Local Handbooks and companion Trainer's Manual. For information on availability of these documents contact:

Nancy Hargis
Oregon Occupational Information Coordinating Committee
875 Union Street NE
Salem, OR 97311

<table>
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<th>Middle/Junior</th>
<th>High School</th>
<th>Adult</th>
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<td>Understanding the influence of a positive self-concept</td>
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<td>Skills to interact positively with others</td>
<td>Skills to maintain effective behaviors</td>
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<td>Knowledge of the importance of growth and change</td>
<td>Understanding the impact of growth and development</td>
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**Educational and Occupational Exploration**

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<tr>
<td>Awareness of the benefits of educational achievement</td>
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<td>Understanding the relationship between educational achievement and career planning</td>
<td>Skills to enter and participate in education and training</td>
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<td>Awareness of the relationship between work and learning</td>
<td>Understanding the relationship between work and learning</td>
<td>Understanding the need for positive attitudes toward work and learning</td>
<td>Skills to participate in work and life-long learning</td>
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<td>Skills to understand and use career information</td>
<td>Skills to locate, understand and use career information</td>
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<td>Awareness of the importance of personal responsibility and good work habits</td>
<td>Knowledge of skills necessary to seek and obtain jobs</td>
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<td>Elementary Awareness of how work relates to the needs and functions of society</td>
<td>Understanding how work relates to the needs and functions of the economy and society.</td>
<td>Understanding how societal needs and functions influence the nature and structure of work.</td>
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<td>Middle/Junior High School Understanding how work relates to the needs and functions of the economy and society.</td>
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<td>Understanding the inter-relationship of life roles.</td>
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<td>Knowledge of the inter-relationship of life roles.</td>
<td>Understanding the continuous changes in male/female roles.</td>
<td>Understanding the impact of work on individual and family life.</td>
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<td>Knowledge of different occupations and changing male/female roles.</td>
<td>Skills in career planning.</td>
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<td>Skills to make career transitions</td>
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Career Development Competencies by Area and Level
## Going Global with National Career Development Guidelines

### CLASSROOM ACTIVITIES

**Grades 5-12**

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<th>Curriculum Area</th>
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### The Right Job; The Right Country

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### A Picture Is Worth A Thousand Words

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### Exactly Right

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### Meeting The Foreign Investor

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### Spoons, Forks, Knives, Or Chopsticks

- 5
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### Fun With Other Languages

- 5
- 6

### Choosing The Appropriate Menu

- 5
- 6

### Jobs Away From Home

- 5
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### Your Manners Are Showing

- 5
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### The Sweet Success of Closing An International Business Deal

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### Classroom Activities

**Grades 5-12**

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**Activities**

1. **Computer Assisted Fun: An Exciting Way To Find Out What Languages Are Spoken In Other Parts Of The World**
   - Grades 5-8

2. **Discovering World Class Opportunities With The U.S. Military**
   - Grades 9-12

3. **Dressing For The Occasion**
   - Grades 6-12

4. **How Culture Effects Business Decisions**
   - Grades 7-12

5. **Exploring Diplomatic Corps Careers: Exciting Overseas Possibilities**
   - Grades 6-12

6. **The Overseas Military Base: A Small City With Big Opportunity**
   - Grades 7-12

7. **Military Bases: A Micro City Of Occupations**
   - Grades 6-12

8. **Utilizing The World Trade Center NETWORK**
   - Grades 7-12

9. **Global? Start Preparing Now**
   - Grades 7-12
## CLASSROOM ACTIVITIES
**Grades 5-12**

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- **A Look Into The Future: Career Planning**
- **The Exchange Student Program**
- **Career (Engineering) Preparation In The United States vs. Career (Japanese Engineering) Preparation Abroad** Making Sure We Can Compete Globally
- **Variables That Influence Closing A Business Deal**
- **Project INFOE: An Excellent Vehicle For Exploring Military Careers Overseas**
- **Introducing The World Trade Center NETWORK**
- **When A Dollar Is Not A Dollar**
- **How We Measure Up With World Competition**
- **U.S. Currency And It's Effect**

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# CLASSE ROOM ACTIVITIES

## Grades 5-12

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## CLASSROOM ACTIVITIES
### Grades 5-12

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*Note: The table represents the alignment of classroom activities with various curriculum areas and grades.*
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### Grades 5-12

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<th>Language Arts &amp; Reading</th>
<th>Middle School-Social Studies</th>
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GOING GLOBAL WITH THE NATIONAL CAREER DEVELOPMENT GUIDELINES

Additional Resources


Developmental Guidance Classroom Activities For Use With National Career Development Guidelines (Grades 10-12), Vocational Studies Center, University of Wisconsin, Madison, School of Education, Madison, Wisconsin 53706


The Comprehensive Career Development Program Project Material, Sponsored by the Tennessee State Department of Education (Vocational Education Division) and University of Tennessee at Knoxville, School of Education (contact Dr. Barbara Lomas).

Video: "Focus For Action", National Career Development Guidelines Produced For: National Occupational Information Coordinating Committee. Available from: Northwest Regional Educational Laboratory, 101 S.W. Main Street, Suite 500, Portland, OR 97204
ACTIVITY: Have Job, Will Travel...If Necessary

PURPOSE: To Introduce Students to Careers That Require Global Awareness

SUITABLE SUBJECT AREAS: Career Counseling, English

APPROPRIATE GRADE LEVELS: 5th thru 12th

DESCRIPTION OF ACTIVITY: The following awareness inventory is an excellent exercise to introduce students to international careers. Complete this list by including, or have students include, other exciting job opportunities. Do not forget to include occupations of those Americans introduced in the "Careers Going Global" video.

Career Awareness Inventory

1) My job with the travel industry is to greet you when you arrive in a foreign country with your tour group. And yes, I am an American.

2) I may serve beverages and meals in the United States today, Hong Kong tomorrow, and in India next week.

3) I write international business articles for major newspapers in the United States.

4) I can tell you all about Tennessee exporting requirements, if you are interested.

5) Talk to me about traveling all over the world for free (not to mention earning a free education).
6) Wherever there is a country recognized by the United States in diplomatic relations, you will find me there. P.S. I am a presidential appointee.

7) I am hired by the ambassador to handle diplomatic issues with both governments.

8) When people go to restaurants anywhere in the world, they depend on me for a variety of exotic dishes.

9) I have to know all about currency rates. I probably work with the World Bank in The Hague.

10) I travel all over the world finding out which information (tourists, attractions, tourist traps, restaurants, etc.) will make your vacation both enjoyable and memorable.

11) I never leave the United States, but I can tell you the condition of the weather anywhere on the globe.

12) My job is to make sure you have plenty of exciting things to do once we set sail.

13) I am a respected businessperson in my country, but I also gather political intelligence information for the United States.

14) I work three weeks non-stop, then I have three weeks to rest. When I am working, I am always on a rig in the middle of the ocean.

15) If you have the right reservations, you can find my familiar sign in countries all over the world.

16) I play music for adoring audiences. Sometimes, even though my fans don’t speak English, they still enjoy my songs.
17) I teach American military children outside the United States.

18) I make sure your money and valuables are safe on the high seas.

19) Open your suitcase. My job is to make sure that your entry or exit from my country is legal.

20) I translate important dialogue between United Nations countries.

Answers: 1) American tour guide, 2) flight attendant, 3) international journalist, 4) Director, Tennessee Export Office, Department of Economic and Community Development, 5) U.S. military, 6) American ambassador, 7) diplomat, 8) chef, 9) international banker, 10) tour guide book author, 11) meteorologist, 12) cruise director, 13) CIA agent, 14) oil exploration, 15) international hotel chain employee, 16) popular rock star, (17) teacher employed by the U.S. Department of Defense, 18) purser, 19) customs agent, 20) United Nations interpreter.
ACTIVITY: Career Days, Career Fairs, Career Seminars...Opportunities For Global Awareness

PURPOSE: Understanding Cultural Diversity In The Workplace

SUITABLE SUBJECT AREAS: Career Counseling

APPROPRIATE GRADE LEVELS: 5th thru 12th

DESCRIPTION OF ACTIVITY: Career days, career fairs, and career seminars provide great opportunities to explore occupations that involve international travel as well as careers where a knowledge of other cultures is crucial. When hosting a career day, consider making sure that invitations are also extended to persons whose jobs involve international travel (i.e., international bankers, exporters, importers, Economic and Community Development personnel, military personnel, World Trade Center staff). Identify them with a ribbon on their name tag or anything else that would distinguish their international experiences from regular careers.

ADDITIONAL ACTIVITIES: Host a "Careers Going Global" career seminar involving only people whose jobs involve international travel or contact.

ADDITIONAL RESOURCES: Career educational journals, related resources
ACTIVITY: Can A "Genie" Make It Happen?

PURPOSE: Understanding The Pathways To Career Success

SUITABLE SUBJECT AREAS: Career Counseling, Social Studies
APPROPRIATE GRADE LEVELS: 5th thru 12th

DESCRIPTION OF ACTIVITY: Your students have been stuck on a desert island. There they find the "career genie." This genie gives them one wish. They can have any career, with any reasonable salary, with any company, in any country (except the U.S.). Have each student write down their wish for the "career genie." Then have them explore how to make that wish become a reality. What does it take? How much education is needed? How should they start? Emphasize that their dream is only a few years and hard work away from reality.

ADDITIONAL RESOURCES: Project INFOE, career counseling, Occupational Outlook Handbook
ACTIVITY: Hearing From The Experts: Americans Living And Working In Hong Kong

PURPOSE: To Develop A Better Understanding Of What It's Like To Live And Work Overseas

SUITABLE SUBJECT AREAS: Social Studies, Sociology, Business Education, Career Counseling

APPROPRIATE GRADE LEVELS: 5th thru 12th

DESCRIPTION OF ACTIVITY: Have students review the "Careers Going Global" video. Highlighted are six Americans who have succeeded as businesspersons overseas (Hong Kong). The following pages include direct quotes by each of them about specific subjects. These quotes are extremely important and timely in preparing our students today to be able to compete successfully in a global society. Have students review each thoroughly and respond to questions you create to stimulate an interest in (1) global awareness, (2) international business, (3) exchange programs, (4) modern foreign language preparation, (5) career preparation, (6) understanding other cultures, (7) exporting and importing, (8) women in international business, (9) business entrepreneurship, and (10) futuristic education: preparing for the 21st century.

ADDITIONAL ACTIVITIES: (1) Interview someone you know who has worked overseas and compare/contrast your notes to these quotes. (2) Interview people who have worked for Sheraton, Adidas, Xerox Corporations, UNYSIS, etc. who have or are anticipating traveling overseas.
INTRODUCTION: Andrew Christy served as a Presidential Intern for Estee Lauder International. Each year Estee Lauder hires three persons to go abroad to train for one year. During this training program, one is expected to learn about sales, marketing, education and everything relative to Estee Lauder products. Mr. Christy’s training included three months in New York, six months in Singapore, and the remaining time in Hong Kong.

Mr. Christy was assigned the Education and Creative Services Department of the Clinique Division of Estee Lauder. He trained consultants who sell to customers.

On Why Working In Asia Is Exciting:

"Asia is exciting and fast-paced. Even though it is considered a developing economy, Asia has the top three economies: Japan, Taiwan, and Hong Kong."

"Asia also has what is globally called the "Tigers Of Asia" - Malaysia, Singapore, Thailand, and South Korea--strong developing economies."

"There’s a huge potential for growth in Asia. As the world becomes smaller and becomes one, international business will become increasingly more important. That is why I chose the international environment. By the time you finish your education, there will be even more fascinating opportunities for you in the United States and across the globe."

On My Educational Experiences:

"As early as the sixth grade I participated in a six-months exchange program to Mexico with one-half of my classmates. In high school I was selected for the American Field Service (AFS) program. I spent the summer in Uruguay, South America, which was..."
very exciting for me, as I had never been to a third world country. This experience taught me a lot about humanity, people, and different social styles. These junior and senior high school exchange programs opened my eyes and my mind to a whole new world."

"College life was even more fascinating. I was given the opportunity to travel to India and Taiwan. Whereas in high school, I opened my mind to the world, in college I opened my mind to knowledge. It was the first time I could openly choose whatever subjects I wanted to learn. The range of knowledge in college education is limitless. In high school I had to take certain courses. In college, I was given the freedom of choice to choose whatever I wanted to learn--to study the courses I was interested in. Therefore, I experimented with different courses."

"One of my most fascinating courses was one in East Asian studies. Learning about different philosophies, that societies can think so differently...was fascinating to me."

On Life After College: "After college I taught in mainland China as an English teacher. The first year and one-half I taught in northern China, in a place called Taiyuan. No foreigner had ever lived there before. They treated me like a Martian, but we got along. It was a unique experience."

"I taught next in south China. There I learned that there are a lot of differences between northern and southern China."
On Making A Decision To Remain In China:

"Once my teaching assignment was complete, I made a concerted effort to look for other opportunities that would keep me in China. So, I looked specifically for industries that have businesses in Asia, which is one of the reasons I started working with Estee Lauder."

On The Future:

"I hope to work in mainland China, with a company (which I hope is my own), working from the ground up, laying the foundation - with a goal of being in control of every aspect of the company. Asia can be a businessman's or businesswoman's paradise."

On Learning Other Languages:

"Learn as many languages as you possibly can. I have had the opportunity to learn several Chinese dialects. Since so few westerners have mastered those dialects, it is often interesting when I am out in public. Asians assume that because I am a westerner, I don't know their language. They will often say things in jest (like calling me stereotypical western names) in their dialect. Sometimes, in an equally fun-loving manner, I may respond in Chinese, often leaving them embarrassed or in a state of shock. Learn other languages!! It's well worth it!!"

Advisor For Those Who Follow Me In Life:

"Enjoy what you are learning. If you are not having fun, you are not going to learn it. If you don't learn it, you won't be able to use it in the future. Stay in school; learn all you can. High school will be a stepping stone to college, or to the military or to whatever occupation you choose."
Charlene Jones
UNYSIS Computer Corporation
On one year assignment in Hong Kong

INTRODUCTION: Charlene Jones works as a Technical Writer for the UNYSIS Computer Corporation in Atlanta, Georgia. Originally from Chicago, Illinois, Ms. Jones is on a one-year assignment in Hong Kong.

On Occupation: "My original educational training is in English Education and Library Science. These came in handy when I considered working for UNYSIS Corporation. I work as a technical writer at UNYSIS. I write 'specs' and plans for products. I also write computer manuals, which better prepare you to use the computers we sell. The job is exciting and rewarding and affords me the opportunity to travel, to meet people and to grow professionally as well as personally."

On Cultural Pluralism: "Although I will only be in Hong Kong for one year, this type of experience and interaction with people of various backgrounds is very exciting."

On Looking Back: "I am leading a very exciting and rewarding life. But, if I could do one thing differently, I would take more languages. It is much easier to understand people if you can speak their language."

On Education: "You have probably been told hundreds of times that if you want a good job - a great career - you are going to have to get a good education. You may not wish to hear it again from me. Growing up in Chicago, I heard the same thing when I was your age (which was not too long ago). It's true. If you want to succeed in life, you have to be prepared. Only you can decide whether to go home today to prepare for that next exam or to 'hang out' all week with the 'gang.'"
On Life In Hong Kong:

"My advice to you is to work hard in high school, look into student exchange programs or summer work programs that will give you the opportunity to travel...to meet other people and not depend solely on what you have read or heard."

"Living here in Hong Kong has been challenging. Though I do work hard, I still find time to travel and to pursue my hobbies and interests, which include bike riding, jogging, and hiking. Hiking in Hong Kong is wonderful. There are lots of mountains and its very scenic here. It is truly an adventure."

"Remember that typical post card expression 'wish you were here'? I really do wish that you get the opportunity to travel all over the world. And I wish you lots of success as you begin to plan for what will be a great future."
INTRODUCTION: Leon Lee is the Vice President of Human Resources for the Sheraton Corporation in Hong Kong. Originally from Seattle, Washington, Mr. Lee earned his Bachelor of Arts degree in English from the University of Washington. Mr. Lee started out in the hotel business working part-time during the summer.

On Working My Way Up From The Bottom: "I started as a waiter, I made beds. I also worked in the catering department. I started setting up banquets and working the front desk, and I enjoyed every facet of it; from there I went to Montana and became assistant manager of a small hotel. And then from Montana back to Seattle, Hawaii...Maui. Every job, every transfer was a step higher and more money."

How I Got Overseas: "I decided after being general manager for four years that I would like to work overseas. I applied with Sheraton in the Orient and they accepted me for a job in Shanghai."

On Personal Job Philosophy: "I feel in life that there are three things you need to be successful in business. First of all, it must be something you like to do everyday. The second thing is that you can have growth; we're all ambitious. And the third thing that one must have from a satisfactory job is the feeling that you are paid in accordance with the labor you put out. Having these three components gives you a very happy job."
On Equal Opportunity Employment: "However, the money thing is not the only thing we look at. We are all very happy to work here because Sheraton happens to be an equal opportunity employer. We have Chinese people; we have Indians. When we opened in Shanghai we had people from all over the world making up 15 different nationalities, and that’s fun because you learn from each other and you learn to be patient."

On Getting Promotions: "The reason that promotion is fairly fast is that there is less competition from people who are experts. I’m considered the resident China expert. And a few more trips to Indonesia and I’ll be considered the resident Indonesia expert. There are not many people around, and you can become more valuable to the company."

On Getting Hired: "The secret is to get a good education. Have a good foundation to build on. You might wonder why the man who hired me as a bartender needed to look at my diploma. Well, he wanted to see if I could grow with the company. If I’d not had my degree, I’d probably still be a bartender."

On Getting An Education: "I would very seriously say to you, young people out there, stay with your schooling and if it’s not exactly what you think you’re going to do for the rest of your life, that’s all right. Many of us make changes. Even much later in life, even after we thought we knew what we wanted to do, we make changes, but that’s all right - get that education, that’s important."
Patrick Martin
Vice President, Managing Director
Xerox Corporation, South Pacific

INTRODUCTION: Patrick Martin was born and raised in New York City. He has a Bachelor of Arts degree with a major in Mathematics and Philosophy from Iona College. He has a Ph.D. in computer science and pure mathematics from George Washington University. He is Vice President of Xerox Corporation and Managing Director of Xerox Pacific Operation. These operations are in China, Hong Kong, Malaysia, Singapore, Australia, and New Zealand.

On Education: "I suggest you learn as much as you can while you are in school. Keep your options open. Try to keep your education as broad as possible. Maintain interests in all parts of education, all different academic interests. I wish I were 30 years younger so I could enjoy seeing what you’re going to be doing as the 21st century unfolds."

On Higher Education: "I majored in mathematics and minored in mathematics and philosophy. I took an awful lot of mathematics and history. Then I pursued a Ph.D. in electrical engineering and computer science."

On Job Satisfaction: "I have been involved in managing Xerox for four years. It is probably one of the most exciting and dynamic jobs I’ve ever had. The job satisfaction is beyond anything that I can describe in days, let alone a few minutes on tape."

On Getting Through School: "I was not financially well off and I was on a basketball scholarship. I also had a part-time job so I had to work my way through school. The knowledge I gained outside the classroom was just as important as the knowledge inside."
On Computers:

"Upon graduation I went to work in what was an emerging field called the computer field. At that time there was only one book in the library on the computer. I remember thinking it must be an easy field to understand since there's only one book in the library. But as we now know, in retrospect, it's a very large and emerging field."

On The Center Of Civilization:

"As most of you know from your history courses, there is an inevitable move westward. We start out with history; we have the Egyptians and the Greeks. And then we move to Italy and finally to Spain and then England and then to the Western United States and Asia. Most people believe that in the next century it's going to be the century of Asia. This part of the world has grown faster both in population and economy than any part of the world."

On The Future:

"When my parents were alive and they came to America from Europe -- I believe the Wright brothers had just learned how to fly. If someone had told my father at that time that his son would be flying around the world in a day, visiting all the major capitals of the world in two or three weeks, he would have thought he was reading a Jules Verne novel. If I had any advice to give it's that the future is going to be even more dynamic and interesting than the past. Enjoy every minute of it!!"
Jane Singer
Director and Co-publisher
Women's Wear Daily, Asia

INTRODUCTION: Jane Singer is the Director and Co-publisher of Women's Wear Daily, Asia, a local trade magazine based in Hong Kong. Originally from Bergen County, New Jersey, Ms. Singer received a Bachelor of Arts degree from Vassar College. She was in the apparel business in New York before she ventured off, on her own, to start her own company in Asia.

On Skill Training: "As for as skills are concerned, I would say any skill you can get helps."

On Education: "When you are in school, take the opportunity to learn everything you possibly can because the type of thing that seems unimportant at the time comes in very, very handy many years down the road."

On Business Skills: "My advice is to learn anything you can about accounting, bookkeeping, selling and so forth. If you want to succeed in business you have to be able to work with numbers. You have to be able to write and present your thoughts well with people."

On Working Overseas: "I recommend working in Asia for Americans who are looking to get ahead because Asia is a growing consumer market with lots of opportunities. There aren't very many Americans who have skills in overseas business. If you have a chance to come overseas and work a while it is certainly worthwhile. When you return to the states you are much more marketable than other people who do not have overseas experience."
On Communications:  "You must have good communication skills to present new ideas. No matter how good your ideas are, if you are unable to present them clearly and concisely no one will understand what you want."

On Learning Languages Early:  "I wish I had taken Chinese. Although it seems hard, it doesn't seem too bad if you start when you are young. You will have a tremendous advantage over everyone else. And if you can write it, you will certainly have a leg up on everyone else."

On Job Opportunities:  "When you come home you will be more marketable because of your experience overseas. American companies are opening their markets and they are looking for individuals who have lived overseas. It will open doors in the future. This, I can assure you."

On Starting A New Business:  "We discussed the idea of starting an Asian edition because there were so many people in Asia in the garment industry who would like to read our publication. The project never really got off the ground because the parent company always had another project. So, finally I decided that I would try it on my own. I left Women's Wear Daily, moved here to Hong Kong and started Women's Wear Daily, Asia. In 1988, the first edition rolled off the press, and we've been busy ever since. It really caters to the local market, and we've been quite well accepted here. Plus, I have the opportunity to run my own business."
Wayne Townsend  
Technical Services Manager  
Adidas

INTRODUCTION: Wayne Townsend is the Technical Service Manager for Adidas in Hong Kong. Originally from Clarksville, Tennessee, Mr. Townsend's U.S. residence is now in Maine. He is a graduate of Fisk University in Nashville, Tennessee, with a Bachelor of Science degree in political science and a minor in business administration.

On Working Abroad:

"When I was in high school and college I never really thought that one day I might be living abroad."

"For an American living in Asia, it is quite a unique experience. You learn so much about cultures, habits, customs, and doing business in general."

"You might ask yourself how a political science major started working for an athletic apparel company--in Hong Kong. Actually, you work hard in one occupation, and your work gets noticed. Since business is competitive, if you really work hard, others ask you to work for their company and before you know it, you find yourself overseas, with opportunities too good to turn down."

On Hindsight:

"I am very excited about having the opportunity to work in Hong Kong, and I plan to be in Asia for approximately ten years before returning to Maine; however, if I knew at your age that I might have the opportunity to live and work abroad, I would have taken more foreign language and traveled more in earlier years. Both of these involve broadening one's horizons."

"Let me give you an example of how NOT speaking the native language can mean a loss of time and money. When I am negotiating for Adidas, I sometimes use a translator. I share information with
On Why I Chose To Remain In Asia For Ten Years:

"There is a saying that indicates that the world is getting smaller. That's true. It no longer makes sense that the United States can survive based solely on the United States market. We have to work with, sell to, buy from countries all over the world. International business is a very promising career. I like being a part of it."

On Living In Asia:

"It is not unusual for a family member or friend in the United States to tape the Superbowl or World Series games just in case I can't get to see them via satellite. You do have to adjust to living overseas, and you do get homesick. Make no mistake about it. However, companies pay you an additional sum for 'overseas compensation' or 'homesickness' pay. That's a very nice bonus. Plus you do get the opportunity to go home for holidays and travel extensively around the world. My position here in Hong Kong affords me nice living quarters with a live-in maid and adequate ground transportation."

"I do get the opportunity to pursue my hobbies and interests while here. I enjoy tennis, volleyball, swimming, and reading."

Advice To Students:

"Don't discontinue education prematurely. To be successful in life get as far along in education as you possibly can. Stay in school; really work hard. And I'll give you a little hint: take a long hard look at international business."
ACTIVITY: "You Think You Have Troubles!!!": A Simulation On Overcrowding

PURPOSE: Understanding How Geography Can Influence Our Lives

SUITABLE SUBJECT AREAS: Social Studies, Economics, World Geography

APPROPRIATE GRADE LEVELS: 5th thru 12th

INTRODUCTION FOR THE TEACHER

Geography strongly influences the economy and way of life of any nation. In the case of Japan, a major influence upon the economy and quality of life is the small living space relative to the population. The activities delineated below will help students understand how the living space problem influences how Japanese live and work.

The Japanese have overcome their living space problem and produced one of the healthiest economies in the world. This activity will require students to think inductively and analyze data in order to arrive at a better understanding of "the land of the Rising Sun."

DESCRIPTION OF ACTIVITY:

I. Time Required
   One to one-and-one-half fifty minute class periods

II. Materials Required
   Masking tape (optional), pencils
   mimeographs of math problems

III. Rationale
   This simulation provides students with the concrete experience of crowding, overpopulation, scarcity, interdependence, and cooperation thus enabling them to understand a major Japanese problem.
IV. Concepts
1) Overpopulation 2) Interdependence
3) Scarcity 4) Cooperation

V. Instructional Objectives
1. Students will devise and carry out, through group cooperation, solutions to the problems assigned in the simulation.
2. After participation in the simulation, students will contrast orally how living space affects life in the United States and in Japan.

VI. Teaching Procedure
1. Divide class into four random groups.
2. Move desks to one side or middle of classroom (which will represent the uninhabitable area) with the exception of enough desks for 1/2 of the students.
3. Have the groups (standing, without any materials) select a number - 1, 2, 3, 4.
4. OPTIONAL - using the masking tape, divide the remaining floor space in half.
5. Place the desks in the 1/2 floor space.
6. Group #4 will have this half of the room with the desks provided for each student. Each student will receive a copy of the #4 math problems and a pencil.
7. Group #3 will have 1/3 of the second half of the floor space. Each student will be provided with a copy of #3 problems and a pencil. Their floor space will be specifically designated.
8. Group #2 will be given only one copy of #2 math problems and only 1/2 as many pencils as students.
9. Group #1 will be given as many copies of the problems as they wish but no pencils.
10. Teacher only indicates to Group #2 and #1 their floor space carefully avoiding any restriction of their free movement.
11. Teacher then informs class that in order for any student to receive a grade every student in the group must turn in a correctly completed paper.

NOTE: Teacher may want to call time and have students switch places.

DEBRIEFING

12. The teacher should ask students to discuss the problems they encountered in the simulation and their feelings about these problems.
13. In debriefing, the teacher should emphasize that one major purpose of the simulation was to let the students experience what living in a crowded country such as Japan would be like.
14. Ask the students which group best represents Japan. The correct answer is Group #3 because they have capital equipment (the pencils and paper for each group member, but limited space).

VII. ADDITIONAL ACTIVITIES

Here are several facts about overcrowding in Japan. Feel free to add others, then present the following information to students on the chalkboard or in a handout.
1. Japanese live in a portion of the country that is approximately as large as Connecticut.

2. An average apartment in a Japanese apartment complex is likely to be no larger than a good size room in an American apartment (although it may be divided into several tiny rooms).

3. Tokyo residents have less than a tenth as much park space per person as residents of New York City.

QUESTIONS

1. What is the relationship between Japanese group cooperation for which her people are famous and Japan's land space problem?

2. Do you think rents for apartments in Japan would be higher or lower than in the United States?

### GROUP #1

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ACTIVITY: Religions Of The World

PURPOSE: Understanding And Appreciating World Religions (5th-8th)
Understanding And Appreciating World Religions And Their Roles In World Politics (9th-12th)

SUITABLE SUBJECT AREAS: Social Studies
APPROPRIATE GRADE LEVELS: 5th thru 12th

DESCRIPTION OF ACTIVITY: The recent conflicts in Europe and the Middle East have brought to light the fact that many Americans do not fully understand and appreciate religion and its role in world politics. The following are religious symbols from around the world. Divide students into groups and have them research the religion the symbol represents. Using a world map, have students place miniature copies on the countries where that religion is most dominant.

ADDITIONAL ACTIVITIES: Advanced Students: Have students respond to the following request: Select a country in the Middle East, Eastern Europe, or the Soviet Union that has undergone major changes in the past two years. Expand on the theory that religious beliefs played a major role in that country’s redevelopment and in world politics.

ADDITIONAL RESOURCES: Classroom text, current news magazines and journals, The Wall Street Journal, and resource persons in this field
RECOMMENDED SYMBOLS

Christianity - Cross is most widely used.
Islamism - Stylized Arabic for Muslim creed.
Judaism - Symbol of divine protection, Star of David.
Buddhism - Lotus salutation for the Buddha.
Zoroastrianism - Fire most important of the elements for Persians.
Sikhism - One of the five K's worn by devout Sikh's.
Shintoism - Gateway to a shrine.
Animism - Stick man is common to cultures of long ago or those cultures today who practice the life style of earlier times.
Confucianism - Mystic symbol for Yang and Yin.
Hinduism - Sacred word "OM".

The symbols can be used by placing them on a world map showing where populations that believe in them are located.

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*Assumption that one could find religions like those of prehistoric times on all continents.

Source: Science Studies Multicultural Curriculum Guide 7-12
Metropolitan Nashville Public Schools
ANIMISM
CHRISTIANITY
BUDDHISM
CONFUCIANISM and TAOISM
JUDAISM
ISLAMISM
ACTIVITY: Learning The Basics

PURPOSE: Developing An Understanding And Appreciation For The Art Of Communicating In A Foreign Land

SUITABLE SUBJECT AREAS: Social Studies, World History, Foreign Language, Sociology

APPROPRIATE GRADE LEVELS: 5th thru 12th

DESCRIPTION OF ACTIVITY: When you travel to a foreign country there are certain phrases you might need to master in order to be able to communicate your basic needs or wants. Divide your students into several language groups (i.e., French, German, Italian). Have them translate the following phrases (or choose their own). Then have them role-play taking a trip to a foreign country. This would be an excellent follow-up to the activity entitled "What Does It Take To Sell My Product?", also included in this resource guide. The phrases are:

1. Hello, my name is...
2. How are you?
3. Please
4. Thank you
5. What is this?
6. I need...
7. How much?
8. I live in...
9. I like...
10. I am a (your profession)
11. I am a (your nationality)
12. Where is...

ADDITIONAL ACTIVITY: Using the same format, have students interested in international business identify several essential "business phrases" necessary for successful business ventures. Have them also incorporate, in their report or role-play, successful business entertainment customs from the country whose foreign language they chose in the above exercise.


ADDITIONAL RESOURCES:
Multi-lingual individuals, foreign languages texts, foreign language dictionaries.
ACTIVITY: When The Same Sign Has A Different Meaning

PURPOSE: Recognizing International Signs

SUITABLE SUBJECT AREAS: Social Studies
APPROPRIATE GRADE LEVELS: 5th thru 12th

DESCRIPTION OF ACTIVITY: Situation: You and your family are vacationing in a foreign land. Your parents have rented a car and you are off to see the countryside. Suddenly the road begins to curve and this sign appears. Should you slow down? Later you see this sign. In the United States it means "watch for deer crossing." Is it the same in every country? Your mother looks through the car rental guide. There is not a lot of information on signs posted on the highway. However, your father drives carefully and your family returns to the hotel and eventually back to the United States safely.

Task: Research common international road and safety signs, signs commonly seen at international airports and hotels, around tourist attractions, etc. Invite people to talk to your classmates, relate to how and who has the power to make decisions on international signs. Your final report will be a picture-filled traveling guide designed especially for the international traveler. Good luck!

ADDITIONAL RESOURCES: Encyclopedias, travel books and magazines, world atlas
ACTIVITY: Culturgram For The '90s

PURPOSE: To Understand And Appreciate Customs, Traditions, Values, Mores And Lifestyles In Other Countries

SUITABLE SUBJECT AREAS: Economics, World History, Marketing Education, Business Education

APPROPRIATE GRADE LEVELS: 9th thru 12th

DESCRIPTION OF ACTIVITY: Assign a specific country to each student in the class. Then have the students obtain a Culturgram for that specific country. Culturgrams are briefings to aid the understanding of, feeling for, and communication with other people. Have each student prepare an oral report about his/her country noting differences from the USA, history, and interesting facts. An example in the Kingdom of the Netherlands in the holiday section is "Gift-giving and merry-making are associated with St. Nicholas on 5 and 6 December. He is the Santa Claus (Sinterklaas) for the Dutch. Unlike the American Santa, Sinterklaas is dressed like a Catholic Bishop, rides a white horse, and leaves gifts in shoes. Children place hay or a carrot in their shoes for the horse and it is replaced with candy or a small present."

Resource: Culturgram For The '90s, Brigham Young University, David M. Kennedy Center for International Studies, Publication Services, 280 HRCB, Provo, UT 84602, (801) 378-6528

*From Culturgram For The '90s, Kingdom of the Netherlands
BELIEVE IT OR NOT...

In Guatemala, tortillas are eaten every meal.

In the Netherlands, the literacy rate is 99 percent. (How do they do it?)

In France, the American "OK" sign, with the thumb and index finger forming a circle, means "zero."

In Chile, the literacy rate is 94 percent.

In Argentina, they eat more beef per capita than any other people in the world, including citizens of the United States.

In Singapore, it is against the law for couples to live together without being married.

In Japan, laughter can be a sign of embarrassment as well as amusement.

In Taiwan, a person speaking about himself may point to his nose.

In Laos, one should never touch a person's head.

Panama's national motto is, "For the benefit of the world."

In Germany (and other countries), if you want to shake hands with someone and his hand is dirty, he might offer you his elbow to "shake."

In many Arab countries, it is impolite to pass an object with the left hand.

In Norway, nearly everyone can ski and children learn at a very young age.

In Cambodia, white clothing (not black) is worn for funerals.

In Fiji, folding one's arms while speaking to someone shows respect.

In Senegal, only the right hand is used to eat. The left can assist the right when eating difficult foods, such as fruit or meat with bones.

Resource: Culturgram For The '90s, Brigham Young University, David M. Kennedy Center for International Studies, Publication Services, 280 HRCB, Provo, UT 84602, (801) 378-6528
ACTIVITY: Personality Plus

PURPOSE: Understanding And Appreciating Cultural Diversity In The International Business World

SUITABLE SUBJECT AREAS: Social Studies, Economics, Sociology, Career Counseling

APPROPRIATE GRADE LEVELS: 6th thru 12th

DESCRIPTION OF ACTIVITY: Certain personality characteristics are imperative for persons who wish to be successful with overseas business ventures. These characteristics include

1. The ability to communicate - speak a foreign language or know important words or phrases.

2. The ability to socialize informally - don't judge behaviors of foreign nationals as inferior because they are different.

3. The ability to avoid behaviors that may offend members of the host culture.

4. The ability to identify with popular activities of the host country - being flexible.

5. The ability to have a positive self-image.

6. Have a working knowledge of your host country. You must be able to discuss everyday issues that will demonstrate your interest in the host country.
Discuss with your students these behavior characteristics and the need to incorporate these skills. Share with them the importance of being flexible enough to work with persons of different cultures. Feel free to incorporate these with the activity entitled "What Does It Take To Sell My Product?", also included in this resource guide.


ADDITIONAL RESOURCES: Foreign language texts, International Jobs and Counseling by Ronald and Carol Krannich
ACTIVITY: Let's "RAP"!!

PURPOSE: Understanding And Appreciating Cultural Diversity Both Here And Abroad

SUITABLE SUBJECT AREAS: Social Studies, Sociology, Economics, Career Counseling

APPROPRIATE GRADE LEVELS: 6th thru 12th

DESCRIPTION OF ACTIVITY: Working men and women make up a mobile workforce, a trend that will continue as we approach the 21st century. How important, then, is knowledge about other cultures/countries when one realizes that mobility might mean communications with people from other cultures? How important are attitudes? Personal skills? Have students discuss the following:

1. A willingness to suspend judgement. It is important that you keep an open mind about the values and behavior patterns of your host culture.

2. High people-orientation/low-task orientation. To succeed, we must be able to shift from a zealous to a more relaxed approach.

3. A tolerance for ambiguity. You must learn to cope with the difficulty of making decisions based on less-than-complete information. Chances are you will not be equipped with state-of-the-art information or equipment.

4. A sense of humor. Not necessarily being able to tell jokes, but the ability to laugh at yourself. In preparing to live and work overseas, anticipate times when you will be embarrassed, frustrated, confused, or surprised - just remember - expect the unexpected.
Invite people from other countries to your classroom for a "rap session." Discuss the importance of knowing about these and other skills and attributes.


ADDITIONAL RESOURCES: Encyclopedias, Global Success, current classroom texts
ACTIVITY: How Religion Effects Politics In Other Countries


SUITABLE SUBJECT AREAS: Social Studies, Sociology, World History

APPROPRIATE GRADE LEVELS: 6th thru 12th

DESCRIPTION OF ACTIVITY: Unlike the United States, most countries have an "official" religion (primary religion of the country and its government). Have your students research the official religions of ten countries. Make sure, in giving assignments, that countries are not duplicated. Have the students discuss the effect that religion has on the government, laws, and customs in one of "their" countries.

ADDITIONAL RESOURCES: Encyclopedias, world almanac, history textbooks
ACTIVITY: Companies Going Global

PURPOSE: Understanding And Appreciating How U.S. Companies Expand Internationally

SUITABLE SUBJECT AREAS: Social Studies, Economics

APPROPRIATE GRADE LEVELS: 6th thru 12th

DESCRIPTION OF ACTIVITY: Have students review the video "Careers Going Global", paying particular attention to the section where Americans in Hong Kong are being interviewed. Please have students identify the six companies mentioned in this section. Are all of these American companies? How long have they been in existence? How successful are they in relation to their competitors? What is the history of each company, start-up date, etc? Are these companies listed on a stock exchange? If so, which exchange? Where else can one find these companies operating besides the United States and British Hong Kong?

Invite speakers to your class representing international firms. Have them expand on these and other issues, such as the process a company goes through when wanting to expand outside the United States.

ADDITIONAL RESOURCES: Business journals, current textbooks, World Trade Center
ACTIVITY: Using The Computer To Compile Information About Countries

PURPOSE: Learning More About a Country for Exporting Purposes

SUITABLE SUBJECT AREAS: Economics, World Geography

APPROPRIATE GRADE LEVELS: 7th, 8th, 11th, and 12th

DESCRIPTION OF ACTIVITY: Design a database on a computer with the "resume" of a country. Include in your "resume" the natural resources, political climate, relationship between embassies, language, major religion, and major geographic points of this country (capital, rivers, mountains, etc.). You can divide your students into teams and have each team research a different country. Each group will share their "resumes" and provide information files for other teams. This activity can serve as a prerequisite for other export activities introduced in this guide.

ADDITIONAL RESOURCES: Encyclopedias, microcomputer, database software packages
ACTIVITY: Does Religion Effect Business Relationships?

PURPOSE: Understanding How Religion Preference Can Effect Foreign Personal Relationships And Business Deals

SUITABLE SUBJECT AREAS: Economics, Sociology, World History, World Geography

APPROPRIATE GRADE LEVELS: 7th and 8th, 11th and 12th

DESCRIPTION OF ACTIVITY: Religion affects the culture and mores of its people. Early colonists brought religion to "the savages of the New World." Take a map of the world and color code it with the predominate religious group of the country. Have only one religion per country. Discuss how Christianity, Islam, Hinduism, and Buddhism affect the lifestyles, business, and government in that country/geographic area.

ADDITIONAL RESOURCES: World almanac, encyclopedia

NOTE: This is a cultural learning exercise, not a religious exercise.
ACTIVITY: The Overseas Military Base: A Small City With Big Opportunities

PURPOSE: Understanding The Role The U.S. Military Plays In Overseas Career Opportunities

SUITABLE SUBJECT AREAS: World Geography, Student Counseling

APPROPRIATE GRADE LEVEL: 7th thru 12th

DESCRIPTION OF ACTIVITY: Explain to your students that a military base overseas is like a small city. All occupations, both military and civilian, are employed at that base. This is a way to start a career overseas. Besides civilian occupations like a teacher, secretary, and grocer, there are many other military occupations (see attached sheet). Explain educational qualifications and have students explore some of these occupations. Interview military personnel who have been based overseas but now live in the United States.

ADDITIONAL RESOURCES: Military Career Guide, 2nd edition, Project INFOE, invite military recruiters (any branch) to come to classroom to talk about life overseas.
## SELECTED MILITARY OCCUPATIONS

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<tr>
<td>Blasting Spec.</td>
<td>A, N, AF, M</td>
<td>Science, Math</td>
</tr>
<tr>
<td>Ship Electricians</td>
<td>N, CG</td>
<td>Math, Shop Mechanics</td>
</tr>
<tr>
<td>Electronic Weapons</td>
<td>A, N, AF, M, CG</td>
<td>Science, Math</td>
</tr>
<tr>
<td>System Repairers</td>
<td>A, N, AF, M, CG</td>
<td>Math, Shop Mechanics</td>
</tr>
<tr>
<td>Office Machine Repairers</td>
<td>A, N, M</td>
<td>Math, Shop Mechanics</td>
</tr>
<tr>
<td>Divers</td>
<td>A, N, M, CG</td>
<td>Shop Mechanics, Building Trades</td>
</tr>
<tr>
<td>Barbers</td>
<td>N, CG</td>
<td>Shorthand, Typing</td>
</tr>
<tr>
<td>Secretaries</td>
<td>A, N, M, CG</td>
<td>Math, Accounting, Business Machines, Typing</td>
</tr>
<tr>
<td>Payroll Specialists</td>
<td>A, N, AF, M, CG</td>
<td>General Math, Driver’s Education, Auto Mechanics</td>
</tr>
<tr>
<td>Dispatchers</td>
<td>A, N, AF, M</td>
<td></td>
</tr>
<tr>
<td>Infantrymen</td>
<td>A, M</td>
<td></td>
</tr>
</tbody>
</table>

| A = Army                | AF = Air Force              | CG = Coast Guard       | N = Navy | M = Marines |

[Source: Occupational Outlook Handbook]
SELECTED MILITARY OCCUPATIONS

<table>
<thead>
<tr>
<th>OCCUPATION TITLE</th>
<th>MILITARY BRANCHES INCLUDES</th>
<th>HIGH SCHOOL REQUIREMENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opticians</td>
<td>A, N</td>
<td>Math, General Science,</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Metal Working,</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mechanical Drawing</td>
</tr>
<tr>
<td>Machinists</td>
<td>A, N, AF, M, CG</td>
<td>Math, Shop Mechanics,</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Blueprint Reading</td>
</tr>
<tr>
<td>Plumbers and Pipe</td>
<td>A, N, AF, M, CG</td>
<td>Home Economics, Math,</td>
</tr>
<tr>
<td>Fitters</td>
<td></td>
<td>Accounting, Chemistry</td>
</tr>
<tr>
<td>Chef/Cook</td>
<td>A, N, AF, M, CG</td>
<td>General Science</td>
</tr>
<tr>
<td>Firefighters</td>
<td>A, N, AF, M, CG</td>
<td>English, Journalism,</td>
</tr>
<tr>
<td>Disk Jockeys</td>
<td>A, N, AF, M, CG</td>
<td>Public Speaking,</td>
</tr>
</tbody>
</table>

ACTIVITY: It's All In The Packaging

PURPOSE: To Learn More About Changes In Packaging That Are Necessary For Exportation

SUITABLE SUBJECT AREAS: Social Studies, Foreign Languages, Economics, Sociology, World History

APPROPRIATE GRADE LEVELS: 7th thru 12th

DESCRIPTION OF ACTIVITY: Have students select any product that is commonly used in this country, then re-design its packaging so that it can be exported to a non-English speaking country. This involves changing the writing on the package to a foreign language and possibly re-designing the box if it does not comply to that country's import specifications (example: Michael Jordan on a Wheaties box may need to be changed to another famous person that the country could readily identify with.)

Have students display both the U.S. version and their "export" version of the product. Invite personnel from the Tennessee Export Office of the Tennessee Department of Economic and Community Development and exporters/importers in the community to your class to "judge" final products or to make suggestions or comments.

ADDITIONAL RESOURCES: World Trade Center, U.S. Department of Commerce, Tennessee Department of Economic and Community Development, foreign language experts
ACTIVITY: Games: A Unique Way To Foster International Understanding

PURPOSE: Understanding the Role Sports/Games Can Play in Global Awareness

SUITABLE SUBJECT AREAS: Social Studies, Sociology

APPROPRIATE GRADE LEVELS: 7th thru 12th

DESCRIPTION OF ACTIVITY: Sports sometimes help pave the way for better relations among countries. A good example was the beginning of normal relations between the United States and China in the 1970s. It started with table tennis and now may be moving on to diplomacy. Have your students design a sporting event that could help foster world peace excluding Olympic Games. Have your students discuss this event, why it was chosen, where it will be held, what countries will be invited, and how this game will foster world peace and better understanding of different peoples.

ADDITIONAL RESOURCES: Encyclopedias, world almanacs, sociology texts, social studies texts, sports magazines
ACTIVITY: When One Pen Pal Is Not Enough

PURPOSE: To Develop An Understanding And Appreciation Of Cultural Differences And Similarities

SUITABLE SUBJECT AREAS: Sociology, World Geography

APPROPRIATE GRADE LEVELS: 7th thru 12th

DESCRIPTION OF ACTIVITY: "Adopt" a class of students from another country. You may contact them by computer networking or write to set-up pen pal relationships. Make this a year-long project with reports on similarities and differences due at the end of the year.

ADDITIONAL ACTIVITIES: Recreate classroom experiences similar to those of your "adopted" classroom. Have students dress in native outfits or the appropriate teenage fashion, prepare similar foods, (i.e., is there an equivalent of fast foods such as hot dogs, hamburgers, pizza?), discuss dating issues, and investigate their favorite "rock star," music, popular dances, educational goals, and social issues.

Once a month (or every other month) encourage students to publish a newsletter outlining the month's event in their "adopted" country as they relate to students' interest and concerns.

ADDITIONAL RESOURCES: World Trade Center NETWORK (for computer hook-up), U.S. and foreign nation's embassies (to set-up classroom experience), classroom texts, related journals
ACTIVITY: Ole Man River

PURPOSE: Understanding How Geography Can Affect A Nation

SUITABLE SUBJECT AREA: Geography
APPROPRIATE GRADE LEVELS: 7th thru 12th

DESCRIPTION OF ACTIVITY: For years, rivers were the main arteries and sources of food and transportation in other continents as well as North America. Assign each student in the class a major river. Have him report on that river and the civilization that grew up around it. Discuss how the river affected the countries, their use of that river for farming and transportation, its military importance, religious use, etc. How did the river affect the culture of the entire area? If multiple countries are involved, what similarities do countries have that share the same river?

Examples of Rivers: Nile, Ganges, Rhine, Tigris, Amazon, Euphrates, Volga, etc.

ADDITIONAL RESOURCES: Encyclopedias, history texts
ACTIVITY: A World Of Work

PURPOSE: Integrating World Geography And Economic Concepts

SUITABLE SUBJECT AREAS: World Geography, Economics

APPROPRIATE GRADE LEVEL: 7th, 8th, 10th thru 12th

DESCRIPTION OF ACTIVITY:

Design a "World of Work" game integrating World Geography and Economics. The game's players are a submarine (Navy), an airplane (Air Force), a tank (Army), and a humvee (Marine). With each correct answer the player(s) takes one U.S. military base located around the world. At the end of the game the branch that has the most bases wins.

ADDITIONAL RESOURCES:

- World Geography textbook
- Economics textbook
- Related supplementary resources
- Encyclopedias

Pat Stallard - game inventor
Education Specialist
U.S. Navy Recruiting District
901 East Summit Hill
Suite 105
Knoxville, Tennessee 37917
615-525-2156
SAMPLE QUESTIONS

Why are naval bases near water?
Why are many airforce bases near army bases?
Why are there many U.S. military bases in central Europe?
Why would a plumber in the military need a background in reading blueprints?
Can someone take drugs and enlist in the military?
Can someone drop out of high school and enlist in the military?
Will the military accept enlistees with a police record (convictions)?
Which continent does not have a U.S. military base?
What does ASVAB stand for?
What is the highest rank one can get in the Army? Navy? Air Force? Marine Corps?
ACTIVITY: Military Bases: A Micro City Of Occupations

PURPOSE: Understanding The Role The U.S. Military Plays In Overseas Career Opportunities

SUITABLE SUBJECT AREAS: World Geography, Career Counseling
APPROPRIATE GRADE LEVELS: 7th thru 12th

DESCRIPTION OF ACTIVITY: Take your class on a field trip to a military base (Millington, Fort Campbell, etc.) near your school. If there is not a base visit the local national guard unit. Have the public affairs officer show the students the facility. Have him explain that all military bases are like small cities and all occupations are included on base. Explain that some civilians work on military bases. This is true in Tennessee and overseas.

ADDITIONAL RESOURCES: Call local military facility - public affairs office
ACTIVITY: Learning Time Zones With The ICLEC (Interactive Computerized Learning Enrichment Component)

PURPOSE: Understanding Time Zone Differences

SUITABLE SUBJECT AREAS: World Geography, Economics

APPROPRIATE GRADE LEVELS: 7th thru 12th

DESCRIPTION OF ACTIVITY: Introduce your students to "time zone differences" through the "Careers Going Global" interactive computerized learning enrichment component included in this curriculum packet. Have on display in your classroom a large colorful map of the world. Following the computer software directions, pick a time zone in the United States, then compare time differences in Tokyo, London, New Delhi, Rio de Janeiro, or Riyadh. This exercise includes sophisticated learning/enrichment tools. There is also a "mouse" that one would drag over to either a breakfast, work, lunch, or dinner scene, depending on the time of day or night.

Example: We are Nashville. It is 9:00 a.m.; that would make it 3:00 p.m. in London. You would drag the work picture over England.

ADDITIONAL RESOURCES: Time zone maps, Interactive Computerized Learning Enrichment Component, Apple Macintosh, Series 2 or IBM compatible with voice capabilities
ACTIVITY: Identifying Official Languages Around The World

PURPOSE: Understanding the Earth, Its People and Elements Through Geography

SUITABLE SUBJECT AREAS: World Geography, World History, Foreign Language

APPROPRIATE GRADE LEVELS: 7th thru 12th

DESCRIPTION OF ACTIVITY: Have your students color-code a world map according to the major languages spoken in each country. Code all countries where the official language spoken is Spanish, French, English, German, Portuguese, Russian, Japanese, Chinese, and Arabic. This should cover most of the globe (except parts of Africa). Have students discuss the effects of language on culture and vice versa. Discuss the effects of colonization on language. Discuss with your class the understanding of "official language." Note that while governments and schools use the official language sometimes there are tribal languages and local dialects that must be understood in order to better understand the people in a particular area. Explain that businesses may use another language other than the "official language" to transact business (especially in importing and exporting).

ADDITIONAL RESOURCES: Encyclopedias, embassies, World Trade Centers, classroom texts

Reinforcement: Interactive Computerized Learning Enrichment Component
ACTIVITY: Taking Note Of The Pacific Rim

PURPOSE: Understanding World Geography and Economics

SUITABLE SUBJECT AREAS: World Geography, Economics
APPROPRIATE GRADE LEVELS: 7th, 8th, 11th, and 12th

DESCRIPTION OF ACTIVITY: The "Pacific Rim" is an area bounded by the Pacific Ocean that will play a major role in economics in the future. This is an area that is beyond normal geo-political boundaries. Have your students identify countries that are included in the "Pacific Rim." (Example - U.S., Canada, Australia, New Zealand, Phillipines, Indonesia, Japan, South Korea, China, etc.) Note (and highlight) these countries on a map. Discuss the shift of the economic center of this planet from the Middle East, to Europe to the Pacific over the last 2000 years.

ADDITIONAL RESOURCES: Globe, world atlas, classroom textbooks, supplementary geography and economics textbooks
ACTIVITY: The Military First Hand

PURPOSE: Understanding The Role Of The U.S. Military

SUITABLE SUBJECT AREAS: Career Counselors

DESCRIPTION OF ACTIVITY: FOR TEACHERS AND COUNSELORS ONLY - In an effort to help educators better explain the military and its role, the military branches sometimes offer free trips for interested educators to tour military bases across the country. These trips are designed to better acquaint you with what goes on at a military base and the occupations available for training. This information, in turn, will help you explain military life to students.

ADDITIONAL RESOURCES: For additional information please call the recruiter in your area.
ADDITIONAL SUGGESTED ACTIVITIES

(A) Arrange to have a communicative exchange program between eleventh- and twelfth-grade students in your high school and a high school in another country. Have students write letters, use fax machines, prepare audio and video tapes, etc.

(B) Encourage students to compare and contrast occupational demands and projections from each of the two countries. Compare salaries, life-styles, education and training, educational institution requirements, the role of parents, teachers, counselors, etc.

(C) Have students investigate foreign student exchange programs between the United States and other countries.

(D) Invite foreign exchange students and foreign businessmen/women to your class. Have them talk about career projections in their countries for the next 10-20 years.

(E) Have students check out opportunities to study abroad from programs that originate at U.S. colleges. Encourage students to write to these universities for additional information. Interview American students who have studied abroad. Identify advantages for cross-cultural learning.

(F) Have students compare both high school and college curriculum requirements and programs from U.S. and foreign educational institutions. What are the similarities? Differences?
(G) Have students identify American companies that have branches in other countries. Have these students report on
(1) how Americans are selected to work in other countries;
(2) the average stay of American employers abroad;
(3) advantages and disadvantages of working abroad.

(H) Interview military personnel whose job responsibilities entail traveling outside the United States. Have them identify the advantages and disadvantages of being away from home.

(I) Have students report on
(1) approximate percentage of military personnel who travel outside the United States;
(2) percentage who travel to more than one country;
(3) the amount of leisure time normally allocated when military personnel are stationed in other countries;
(4) military screening process used when stationed in other countries.

(J) Arrange to have employees from American countries and the military who have lived overseas speak to your class. Have them comment on the questions listed under "G" in this section.

(K) Have students identify occupations and careers where travel outside the U.S. is encouraged in order for career or monetary advancement.

(L) Have students research procedures for traveling abroad:
1. When do I need a passport, how can I get one, and how long is it valid?
2. What does one need to know about electrical current (for hair dryer, electric shaver)?
3. Climate?
4. Language spoken?
5. Monetary exchange rates?
6. Duty on purchases?
7. Immunization shots?
8. English/foreign language dictionary?
9. Why is it important to know the basic laws/customs of a country that one travels in?

(M) Have students who have made plans to go abroad this year do extensive research on traveling abroad; have them read Study and Teaching Opportunities Abroad by Pat Kern McIntyre, U.S. Government Printing Office, Washington, D.C., 20402 and other valuable guides on student travel.
IT'S FUN TO "THINK INTERNATIONAL"

INSTRUCTIONS: Respond to each statement by circling which number at the right best represents your level of knowledge, feeling, experience, or behavior.

SCALE: 1 = Strongly disagree  
2 = Disagree  
3 = Maybe, not certain  
4 = Agree  
5 = Strongly agree

1. I've traveled outside of North America, Mexico, and the Caribbean. 1 2 3 4 5

2. I would like to travel to other countries. 1 2 3 4 5

3. I enjoy meeting new people. 1 2 3 4 5

4. I enjoy meeting people who are of different cultures. 1 2 3 4 5

5. I think it is important to take at least one foreign language. It broadens one's outlook and cultural understanding. 1 2 3 4 5

6. I read the paper or watch the news daily in order to know what is going on in my world. 1 2 3 4 5

7. I get along well with others and have many friends. 1 2 3 4 5

8. My friends are from a variety of ethnic, religious, and cultural backgrounds. 1 2 3 4 5

9. I look for opportunities to be involved in new experiences. 1 2 3 4 5

10. I am a hard worker and am highly motivated to learn new things. 1 2 3 4 5
11. I am a good friend to others. 1 2 3 4 5
12. I enjoy reading about far away places. 1 2 3 4 5
13. It would be fun to have a person from another country (exchange student) live with me and my family. 1 2 3 4 5
14. I would enjoy living abroad. 1 2 3 4 5
15. I make a favorable impression on adults when they first meet me. 1 2 3 4 5
16. I am an understanding person and value honesty and sincerity in people. 1 2 3 4 5
17. I am a good listener and think listening to others is important. 1 2 3 4 5
18. I am a responsible person and can be relied upon. 1 2 3 4 5
19. I start a task and complete it. 1 2 3 4 5
20. I believe accepting differences in people is very important. 1 2 3 4 5

**TOTAL SCORE**

If your score was 60-80, you find it exciting to "Think International." Your chances of being successful abroad are quite good. If your score was 80-100, you definitely "Think International" and would find living abroad a "blast." Give it some thought.
Welcome To...

GOING GLOBAL

c. 1991 Partridge Sisters

"Where if you win the world is at your fingertips"

GAME DIRECTIONS

The following game board can be enlarged to accommodate 4 to 6 players at one time.

Materials needed: game board, game pieces (be creative!!), a "four-number" spinner.

Geography game questions for cards on the following pages. Object of the game: answer questions correctly in order to advance. Player can not advance more than four spaces at one given time. Start at home base (United States).

First person to return home wins the game. Variation: design information cards for each country. When a student lands on a particular country he/she must answer questions relative to that country in order to advance (i.e., climate, capital, major religions, languages, exports/imports). Feel free to design other variations.
GOING GLOBAL

"Where if you win the world is at your fingertips"
The earth’s rotation on its axis causes what?
Ans: day and night

What was Portugal’s largest colony in the Western Hemisphere?
Ans: Brazil

What was the name of the country that along with Pakistan was part of India until after World War II?
Ans: Bangladesh

The United States lies in what hemispheres?
Ans: northern and western hemispheres

The latitude of a place is the distance from what?
Ans: the equator

The United States lies in what latitudes?
Ans: middle latitudes

When it is summer in New York City, it is winter in where?
Ans: Buenos Aires

What is the vast treeless area in the Soviet Union called?
Ans: tundra

What is the capital of China?
Ans: Beijing

What is the region that produces most of the world’s natural rubber?
Ans: Southeast Asia

What does the earth’s atmosphere do?
Ans: moderate temperature and filters sunlight

What is the name of the Communist country in Asia?
Ans: North Korea

Between what years did most of the countries in Africa south of the Sahara gain their independence?
Ans: 1955 and 1965
All of the culture regions in the Technological World, except Australia and New Zealand, are in the northern hemisphere.

An example of a renewable resource is a forest.

The Scientific Transformation began in Europe.

Farming is the chief occupation in the Developing World.

One of the regions in the Developing World is Latin America.

The northernmost capital city in the world is Reykjavik.

A Super Dike has been built to protect lowlands by the people of Holland.

Before World War II, Vietnam was a colony that belonged to France.

The Environmental Transformation began when people invented agriculture and built towns and cities.

After World War I, leadership of the Western democracies passed to the United States.

Most of the countries of Eastern Europe became Communist states after 1944.

Confucius taught the Chinese people that they could attain excellence through education and behavior.

The Arabian-Persian Gulf is important because through it pass large shipments of oil.

The Union of South Africa was composed of colonies that had been settled mainly by the British and the Dutch.

Before the Communist Revolution, many Russian farmers lived in communal villages called mirs.
<table>
<thead>
<tr>
<th>Question</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Low pressure areas cause the air to</td>
<td>Ans: rise and expand</td>
</tr>
<tr>
<td>Two countries that fought in a long, devasting war in the 1980s were</td>
<td>Ans: Iran and Iraq</td>
</tr>
<tr>
<td>For many years, the people of Northern Ireland have been plagued by strife between whom?</td>
<td>Ans: Catholics and Protestants</td>
</tr>
<tr>
<td>The heartland of Canada is the</td>
<td>Ans: St. Lawrence Lowlands</td>
</tr>
<tr>
<td>Summer and winter monsoons blow each year over</td>
<td>Ans: India</td>
</tr>
<tr>
<td>Western Europe’s EEC is a common market that has gradually abolished trade barriers</td>
<td>Ans: Austria</td>
</tr>
<tr>
<td>A country that first was a colony of Spain and later a colony of the United States is</td>
<td>Ans: the Phillippine Islands</td>
</tr>
<tr>
<td>The percentage of people who live in cities is largest in</td>
<td>Ans: Belgium</td>
</tr>
<tr>
<td>Following World War II, Germany was</td>
<td>Ans: divided into two countries</td>
</tr>
<tr>
<td>In recent years, a large amount of oil has been discovered beneath</td>
<td>Ans: the North Sea</td>
</tr>
<tr>
<td>What is the world’s driest and flattest continent?</td>
<td>Ans: Australia</td>
</tr>
<tr>
<td>One leader of the Fascist forces in World War II was</td>
<td>Ans: Benito Mussolini</td>
</tr>
<tr>
<td>Today, one of the world’s poorest countries is</td>
<td>Ans: Bangladesh</td>
</tr>
<tr>
<td>About three-fourths of Canadians</td>
<td>Ans: live near the United States border</td>
</tr>
</tbody>
</table>
A country that did not exist before World War I is
Ans: Yugoslavia

A tropical rain forest climate is
Ans: hot and wet all year

Copernicus is credited with discovering the principle that Earth
Ans: revolves around the sun

Today, rapid population growth is occurring mainly in areas
Ans: that are already crowded

The low latitudes are a belt between the Tropic of Cancer and the Tropic of Capricorn

A serious environmental problem has worsened in recent years by depleting the ozone in the atmosphere

Spring and fall occur in places that have average sunlight and warmth

Africa meets Asia at the Isthmus of Suez

The largest part of the Earth's surface is covered by water

Longitudes on a map are north-south lines that connect the poles

Long, cold winters and short, hot summers are characteristics of places with continental climates

Adding carbon dioxide to the atmosphere causes warmer temperature
What country has the largest land area?
Ans: Soviet Union

What country has the largest population?
Ans: China

Social groups called castes were developed by what religion?
Ans: Hinduism

What is the molten rock of volcanos called?
Ans: lava

Where is the world's largest tropical rain forest located?
Ans: the Amazon Basin

Savanna areas are usually well adapted to what?
Ans: ranching and herding

Name a country that has turned desert land into farmland through efficient use of water.
Ans: Israel

Name the person whose writings provided the intellectual basis for the Communist Revolution in Russia.
Ans: Karl Marx

What is Asia's larger producer of steel and high-technology products?
Ans: Japan

The place where the continents of Europe, Africa, and Asia meet is the core of what?
Ans: the Middle East

The scales on the map help you find
Ans: distances

Name an example of a landlocked country.
Ans: Bolivia

What is the smallest continent?
Ans: Australia

Name a type of landform.
Ans: a plateau

Name a country that has turned desert land into farmland through efficient use of water.
Ans: Israel

Name the person whose writings provided the intellectual basis for the Communist Revolution in Russia.
Ans: Karl Marx

What is Asia's larger producer of steel and high-technology products?
Ans: Japan

The place where the continents of Europe, Africa, and Asia meet is the core of what?
Ans: the Middle East

The scales on the map help you find
Ans: distances
Two countries that now have a capitalist economy are Ans: South Korea and Japan

Two democratic countries that have free elections to select most of their government leaders are Ans: New Zealand and France

Many years ago, farmers were attracted to the North China Plain by its Ans: loess soils

GLOBAL QUOTES

"American business managers are ill-equipped to compete internationally because of poor foreign language skills and insufficient knowledge of foreign cultures and markets, according to a recent study."

Alan Bostick
1991

"Regardless of what motivates you to enter the international job market, we are certain of one thing; your timing could not be better. The 1990s will prove to be one of the most exciting times for international jobs and careers. But be sure you have the right mix of skills to go along with your motivation."

Ronald L. Krannich,
Carly Rae Krannich

"I wish I had taken more foreign languages, particularly Spanish. I took Spanish but only the basics. I've been to Mexico several times, and I always wish I could speak the language."

Paula Fulkerson
The Tennessean
July 9, 1991
"CAREERS GOING GLOBAL" RESOURCES

- Export To Win (Software)
  SMG Product Group
  Market Street
  Philadelphia, PA 19104
  1-800-445-0789

- The World Trade Center Assoc., Inc.
  and World Trade Center NETWORK
  One World Trade Center, Suite 7701
  New York, New York 10048 USA
  212-313-4600
  212-488-0064 (Fax)

- Polaroid Education Program
  P.O. Box 227092
  Dallas, TX 75222-7092

- Social Studies Multicultural
  Curr. Guide 7-12, Metro Public
  Schools Nashville-Davidson County, Tennessee

- Pat Stallard, Educ. Specialist
  U.S. Navy Recruiting District
  901 E. Summitt Hill, Suite 105
  615-525-2156

- Tennessee Career Guide: The
  Sky's The Limit, TOICC
  Nashville, TN 37245-1600
  615-741-6451

- World Trade Center, Chattanooga
  Mr. Franz Reichert, Director
  1001 Market Street
  Chattanooga, Tennessee 34402
  615-752-4316

- Project INFOE
  Dr. Walter Cameron
  Dept. of Tech. and Adult Educ.
  426 Claxton Addition, College of Educ.
  University of Tennessee, Knoxville
  Knoxville, Tennessee 37996-3400
  615-974-2574

- Tennessee Department of Economic
  and Community Dev., Export Office
  320 Sixth Ave, North
  Nashville, Tennessee 37243-0405

- Do's and Taboos Around the World
  A Guide to International Behavior
  2nd edition, Roger Axtell, New York:
  John Wiley & Sons, 1990

- The Military Career Guide
  U.S. Department of Defense
  2500 Green Bay Road
  North Chicago, Illinois 60064

- Comp. Career Development Project
  TN State Dept. of Educ/UT, Knoxville
  Knoxville, Tennessee
  Contact person: Dr. Barbara Lomas
- International Trade Center, Memphis State University
  TN Small Bus. Dev. Center
  Memphis, TN 38152
  901-678-2500

- Going International: How to Make Friends and Deal Effectively in the Global Market
  Lennie Copeland and Lewis Griggs, Random House, Inc., 1986

- The World Is Your Market: An Export Guide For Small Business
  William Delphos, Braddock Comm., 1990

- The Guide for Occup. Exploration
  U.S. Dept of Labor, E&T Admin.
  U.S. Government Printing Office
  Washington, D.C. 20402

- The International Businessman, A Guide To Success In The Global Marketplace
  Marlene L. Rossman

- Managing Cultural Differences: High-Performance Strategies for a New World of Business

- A Basic Guide to Exporting

- Do's and Taboos of Hosting International
  Roger Axtell, New York: John Wiley & Sons, 1968

- Making It Abroad: The International Job Hunting Guide
  Herman Schuman, New York: John Wiley & Sons, 1988

- Occupational Outlook Quarterly
  U.S. Dept. of Labor, Bureau of Labor Stat., Supt. of Documents
  U.S. Gov. Printing Office
  Washington, D.C. 20402

- Making It Abroad: The International Job Hunting Guide
  Herman Schuman, New York: John Wiley & Sons, 1988

- Global Success: International Business Tactics for the 1990s
  Dr. Carl A. Nelson, Blue Ridge Summit, PA: Liberty Hall Press, 1990

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