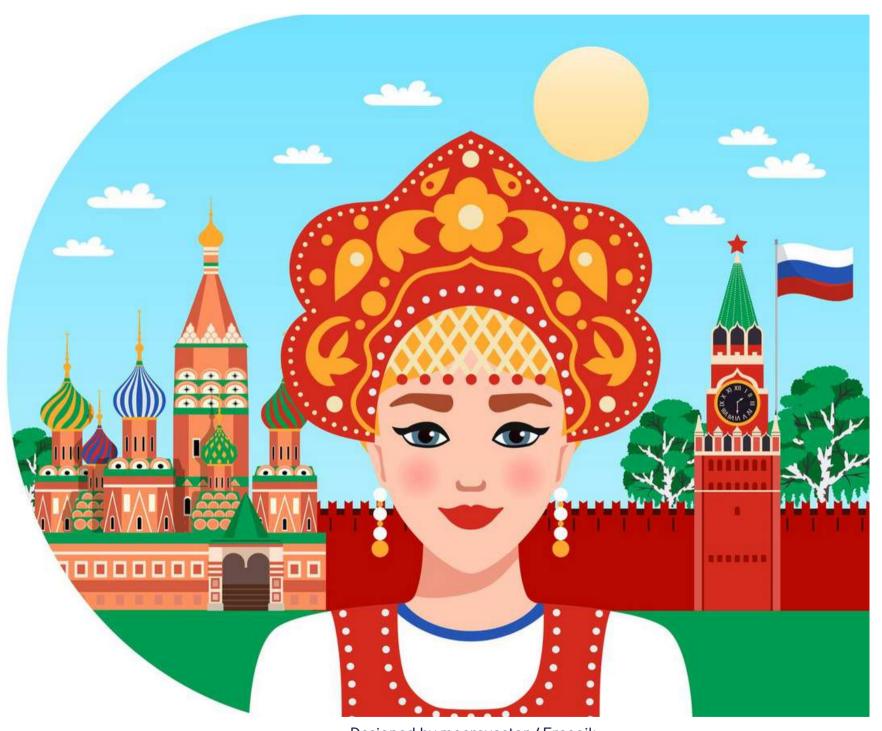


https://www.muditaconsultancy.com/en/resource-center/visuals

The Eastern Europe Cluster includes the following countries:

> Albania Georgia Greece Hungary Kazakhstan Poland Russia Slovenia



Designed by macrovector / Freepik

cultures:
communication is mostly
indirect and implicit,
requiring a certain degree of
contextual knowledge to be
fully understood.
The use of non-verbal
communication (voice,
gestures, etc) is significant.





reliance Since written on communication is relatively low, knowledge of unwritten rules, social codes and rituals be assumed. tends to Procedures somewhat are flexible, decisions are based on feelings and emotional factors.

POLYCHRONIC
cultures are past-oriented,
they see time
as a cyclical concept, a
repetition of natural cycles
and patterns. Punctuality is
not a primary concern,
people tend to live for the
moment, plans can be altered
to fit a situation as it changes.





Life is unpredictable and scheduling is not fundamental. Previous commitments will be respected if possible. Members of a polychronic culture manage interruptions well and tend to do many things at once.

# HONOUR/SHAME cultures:

Shame, a reaction to other people's criticism, is the main tool of social control in collectivist societies.

Eastern European cultures are usually shame-based, while Western cultures tend to be guilt-based.



"In true shame-oriented cultures, every person has a place and a duty in the society. One maintains self-respect, not by choosing what is good rather than what is evil, but by choosing what is expected of one." (Paul Hiebert)

"Honor-shame cultures do have morality, but their basis for defining right and wrong happens to be communal and relational (not legal or philosophical). For them, what is best for relationships and honors people is morally right; what shames is morally wrong."

(Georges and Baker, 2016)

# BEING Cultures:

Relationship-oriented.
The needs to maintain the collective

well-being and to respect tradition are prioritized over task outcomes.

Trust and affiliation are important.





Eastern European cultures tend to value cooperation, social harmony and group consensus.

The development of a supportive social networks is considered a priority.

# COLLECTIVIST Cultures:

The common good is more important than personal interest.

The group takes care of individuals, individuals are loyal to the group. Relationships are likely to be formed within the group people belong to, often inaccessible to outsiders.





Defining one's identity in terms of one's social role is typical of collectivist cultures. Conformity and selflessness are highly valued in this family- and group oriented cluster (family intended as "extended" rather than "immediate" family).

A peculiarity of this cluster is that it scores high in In-Group Collectivism ("the degree to which individuals express pride, loyalty, and cohesiveness in their organizations or families") and significantly lower on Institutional Collectivism ("the degree to which organizational and societal institutions encourage individuals to be integrated into groups and organizations").



While individuals tend to feel a strong sense of obligation toward families their and organizations (a clear distinction is made between in-groups and out-groups), they don't necessarily strive to ensure that resources and opportunities are accessible all to of the members society.

GENDER EGALITARIANISM, that for Eastern Europe falls in the middle-range, is the belief that people should receive equal treatment regardless of their gender. With reference to Hofstede's Masculinity - Femininity cultural dimension, it's worth noting that some of societies that belong to this cluster share a "Feminine" orientation while the remaining ones qualify as "Masculine".

## Feminine Societies: Kazakhstan, Russia, Slovenia

modesty,

nurture

the

"Work to live" mindset,

people value social

and private time, they

place emphasis on

cooperation, on the

relationships and to

care for the "weak"

of

to

harmony,

members

society.

need

Masculine Societies: Albania, Georgia, Greece, Hungary, Poland



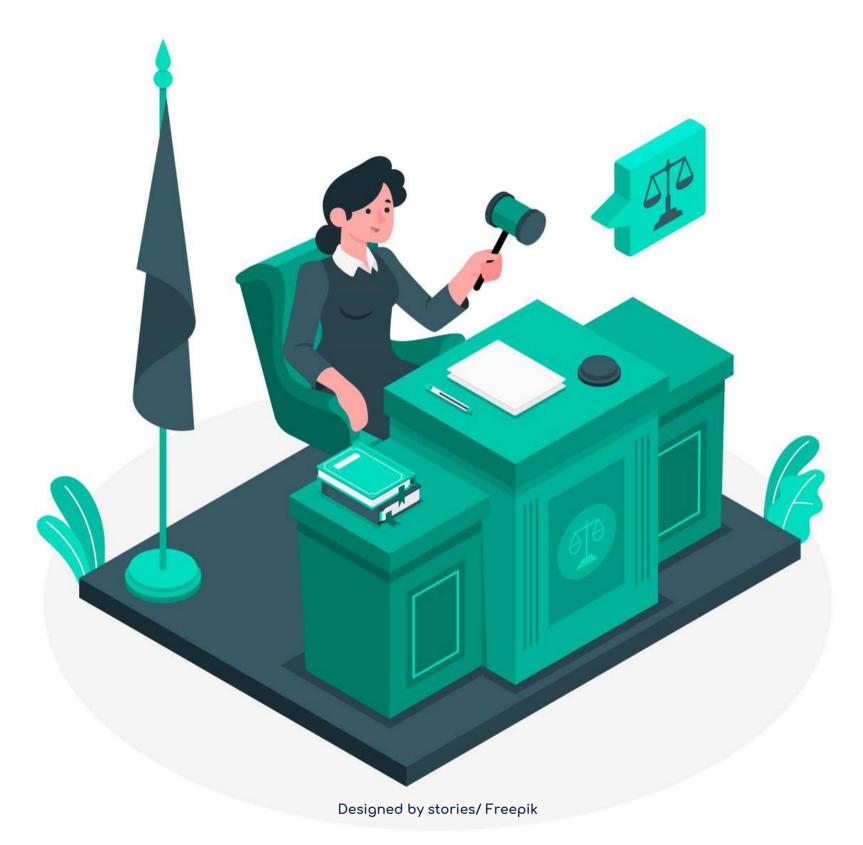
"Live to work" mindset, people value success and individual achievements, they tend to be competitive and highly assertive, conflict is likely to be resolved through confrontation. Gender roles are clearly defined.

## POWER DISTANCE:

In high Power Distance societies, people depend to a large extent on "power holders". Subordinates are not empowered and are expected to take orders, not to act independently. They refrain from expressing disagreement and accept to comply without questioning the situation.

Communication (vertical /downwards) is cautious and highly ineffective: subordinates do not often have the chance approach their to when managers and they do, they fear raising issues that might put the power holder in a difficult position.

Hierarchy is normal and accepted, there is an emotional distance between individuals believed to be at different social levels.



#### **UNCERTAINTY AVOIDANCE:**

Eastern European societies tend to score high in this particular cultural dimension. Tradition matters, social interactions are often formal and conservative, decisions based on consensus. These societies have a strong emotional need for rules and regulations in order to prevent uncertain outcomes or to mitigate their impact, even though they are not necessarily followed. Eastern European countries bureaucracy tends to be elaborated and timeconsuming.

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