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multicultural person is someone who is deeply concerned that all culture are equally good, 1. enjoys learning the rich variety of cultures in the world, or most likely has been exposed to more than one 2. culture in his or her lifetime. You cannot motivate anyone, especially someone of the other culture, 3. until that person has accepted you. A multilingual person can explain the advantages of a product with 4. other languages, but a multicultural salesperson cannot motivate foreigners to buy it. That's a critical difference. 5. No one likes foreigners who are arrogant about their own culture. Customers are turned off by monocultural salespeople. The trouble is, most people are arrogant 6. monocultural without being aware of it. And even those who are aware of it cannot hide. Foreigners sense 7. monocultural arrogance at once and set up their culture 8. barriers, effectively block any attempt by the 9. monocultural person to motivate them. Multiculturalism is a requirement that has neglected too often 10. in hiring managements for international positions. And this neglect is affecting every industry. 100Test 下载频道开通，各类考试题目直接下载。详细请访问

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