

How to Adapt Your Behavior across Cultures  
without Losing Yourself in the Process



# GLOBAL DEXTERITY

ANDY MOLINSKY

H A R V A R D   B U S I N E S S   R E V I E W   P R E S S

# Andy Molinsky Global Dexterity

**Andy Molinsky**



## **Andy Molinsky Global Dexterity:**

*Global Dexterity* Andy Molinsky, 2013-02-19 I wrote this book because I believe that there is a serious gap in what has been written and communicated about cross cultural management and what people actually struggle with on the ground From the Introduction What does it mean to be a global worker and a true citizen of the world today It goes beyond merely acknowledging cultural differences In reality it means you are able to adapt your behavior to conform to new cultural contexts without losing your authentic self in the process Not only is this difficult it s a frightening prospect for most people and something completely outside their comfort zone But managing and communicating with people from other cultures is an essential skill today Most of us collaborate with teams across borders and cultures on a regular basis whether we spend our time in the office or out on the road What s needed now is a critical new skill something author Andy Molinsky calls global dexterity In this book Molinsky offers the tools needed to simultaneously adapt behavior to new cultural contexts while staying authentic and grounded in your own natural style Based on more than a decade of research teaching and consulting with managers and executives around the world this book reveals an approach to adapting while feeling comfortable an essential skill that enables you to switch behaviors and overcome the emotional and psychological challenges of doing so From identifying and overcoming challenges to integrating what you learn into your everyday environment Molinsky provides a guidebook and mentoring to raise your confidence and your profile Practical engaging and refreshing *Global Dexterity* will help you reach across cultures and succeed in today s global business environment

*Reach* Andy Molinsky, 2017-01-24 Do you feel comfortable delivering bad news Do you look forward to speaking in public Do you enjoy networking Is it easy for you to speak your mind and be assertive with friends and colleagues If you answered no to any of these questions this book can help What often sets successful people apart is their willingness to do things most of us fear What s more we have the false notion that successful people like to do these things when the truth is that successful people have simply found their own way to do them According to Andy Molinsky an expert on behavior in the business world there are five key challenges underlying our avoidance tendencies authenticity competence resentment likability and morality Does the new behavior you re attempting feel authentic to you Is it the right thing to do Answering these questions will help identify the gap in our behavioral style that we can then bridge by using the three C s Clarity Conviction and Customization Perhaps most interesting Molinsky has discovered that many people who confront what they were avoiding come to realize that they actually enjoy it and can even be good at it Short prescriptive and based not only on the author s groundbreaking research but on his own quest to get out of his comfort zone *Reach* will help you take the thing you are most afraid of doing and make it a proud part of your personal repertoire

*Reach* Andy Molinsky, 2017-01-24 Is it easy for you to deliver bad news Do you look forward to speaking in public Do you enjoy networking If you answered no to any of these questions *Reach* can help What often sets successful people apart is their willingness to do things most of us fear What s more we have the false notion

that successful people like to do these things when the truth is that successful people have simply found their own way to do them In Reach Andy Molinsky breaks down the five key challenges underlying our avoidance tendencies and illuminates the path towards enjoying what you once feared Short prescriptive and based not only on the author s ground breaking research but on his own personal experience Reach will help you take the thing you are most afraid of doing and make it a proud part of your personal repertoire

*Black Theology--Essays on Global Perspectives* Dwight N. Hopkins,2017-06-15 Since its start in 1966 black liberation theology in the United States has continually engaged international developments with Africa and the entire world But after Nelson Mandela was released from prison in February 1990 there has been an almost twenty year break in books on black theology and international affairs Black Theology Essays on Global Perspectives bridges that post 1990 gap and makes a vital contact with Africa again This book conceptualizes black theology to take on the global reconfigurations and opportunities brought about by the rapidly shrinking earth of fast paced worldwide contacts In other words in the specificity of the genealogy of black theology we need to reforge ties with Africa This claim is based on tradition And in the generality of the larger worldwide intertwining of technologies and economics we need a new type of black theological leadership for the twenty first century This claim is based on today s international challenges The essays in this book draw on tradition and point forward in the midst of today s worldwide challenges and favorable possibilities given the closeness of all nations and the varieties of cultures

**Bridging Differences for Better Mentoring** Lisa Z. Fain,Lois J. Zachary,2020-02-26 This first comprehensive guide to helping mentors and mentees bridge gaps between and among cultures a growing issue in today s diverse workplace is coauthored by the founder and CEO of the Center for Mentoring Excellence As the workplace has become more diverse mentoring has become more challenging Mentors and mentees may come from very different backgrounds and have limited understanding of each other s cultures and outlooks But mentoring remains the most powerful tool for creating meaningful relationships furthering professional development and increasing engagement and retention Younger workers and emerging leaders in particular are demanding it Lisa Z Fain and Lois J Zachary offer a timely evidence based practical guide for helping mentors develop the level of cultural competency needed to bridge differences Firmly rooted in Zachary s well known four part mentoring model the book uses three fictional scenarios featuring three pairs of diverse mentors and mentees to illustrate how key concepts can play out in real life It offers an array of accessible tools and strategies designed to help you increase your self awareness and prepare you to embrace and leverage differences in your mentoring relationships But beyond tips and techniques Fain and Zachary emphasize that authenticity is the key the ultimate purpose of this book is to help the mentor and mentee make a genuine connection and learn from each other That s when the magic really happens

*Introduction to Business* Heidi M. Neck,Christopher P. Neck,Emma L. Murray,2025-12-11 Introduction to Business For a Sustainable and Entrepreneurial Future engages and prepares students for their professional journeys regardless of their career aspirations Best selling authors Heidi M Neck

Christopher P Neck and Emma L Murray encourage readers to see themselves in the world of business and develop the mindset and skill set they need to succeed The updated Second Edition features a diverse set of examples and cases from inspiring startups and small businesses to corporations illustrating how businesses can prosper and create positive impact This text is offered in Sage Vantage an intuitive learning platform that integrates quality Sage textbook content with assignable multimedia activities and auto graded assessments to drive student engagement and ensure accountability Unparalleled in its ease of use and built for dynamic teaching and learning Vantage offers customizable LMS integration and best in class support Instructors see how Vantage works Take a brief self guided tour with our interactive demo Simulation Based Learning Available only in Sage Vantage assignable simulation activities offer students an engaging hands on way to deepen their understanding of core concepts and sharpen their decision making skills using workplace scenarios Aligned with learning objectives and tailored to each chapter these activities provide students with immediate feedback to enhance their learning and build their confidence

*Introduction to Business* Heidi M. Neck, Christopher P. Neck, Emma L. Murray, 2026-01-13 Featuring a diverse set of examples and cases from inspiring startups and small businesses to corporations *Introduction to Business* Second Edition engages and prepares students for their professional journeys Best selling authors Heidi M Neck Christopher P Neck and Emma L Murray inspire readers to see themselves in the world of business and develop the mindset and skill set they need to succeed

**Access to Asia** Sharon Schweitzer, 2015-04-07 Create meaningful relationships that translate to better business *Access to Asia* presents a deeply insightful framework for today s global business leaders and managers whether traveling from Toronto to Taipei Baltimore to Bangalore or San Francisco to Shanghai Drawing from her extensive experience and global connections author Sharon Schweitzer suggests that irrespective of their industry everyone is essentially in the relationship business Within Asia building trust and inspiring respect are vital steps in developing business relationships that transcend basic contractual obligations Readers will find in the trenches advice and stories from 80 regional experts in 10 countries including China Hong Kong India Japan and Korea Discover the unique eight question framework that provides rich interview material and insight from respected cultural experts Track cultural progress over time and highlight areas in need of improvement with the Self Awareness Profile Learn the little known facts reports and resources that help establish and strengthen Asian business relationships Effective cross cultural communication is mandatory for today s successful global business leaders For companies and individuals looking to engage more successfully with their counterparts in Asia *Access to Asia* showcases the critical people skills that drive global business success

**The Financial Times Guide to Business Networking** Heather Townsend, 2014-07-31 A great practical guide to all aspects of networking stuffed with lots of quick and easy tips to help you leverage the power of your network Ivan Misner NY Times bestselling author and founder of BNI and Referral Institute This practical and easy to read book will quickly get you the results you need from your network Charlie Lawson BNI UK and Ireland national director A

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in a truly global economy      *El pequeño libro del no* Susan Newman, 2020-01-21 Tienes problemas para decir no La gente siempre te pide favores Te preguntas cómo acabas enredado en cosas que en realidad no quieres hacer con amigos o familiares en el trabajo o incluso con vendedores Rechazar a alguien rara vez es fácil A menudo es francamente incómodo Pero decir constantemente sí causa ansiedad enfado estrés arrepentimiento e impotencia Susan Newman te da el poder para romper este mal hábito del sí con unas simples técnicas e ideas Un libro repleto de investigaciones y escenarios que te descubren cómo decir no sin sentirte culpable      The Culture Solution Deirdre Mendez, 2017-03-23 The Culture Solution offers a practical system that applies straightforward principles to real life situations in international business travel project and team management conflict resolution mediation and more Through a powerful practical framework The ARC System readers will be able to discern the cultural orientation of the people they're interacting with no matter where they are from and understand behavior and expectations in any environment

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