

# Description of International Competencies



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### 5. Perceptiveness

- Ø **Attuned** - highly focused on picking up meaning from indirect signals such as intonation, eye contact and body language. Adept at observing these signals of meaning and reading them correctly in different contexts - almost like learning a new language.
- Ø **Reflected awareness** - very conscious of how they come across to others; in an inter-cultural context particularly sensitive to how their own 'normal' patterns of communication and behaviour are interpreted in the minds of international partners.

### 6. Listening orientation

- Ø **Active listening** – check and clarify, rather than assume understanding of others, by paraphrasing and exploring the words that they use and the meaning they attach to them.

### 7. Transparency

- Ø **Clarity of communication** - conscious of the need for a 'low-risk' style that minimises the potential for misunderstandings in an international context. Able to adapt to 'how a message is delivered' (rather than just 'what is said') to be more clearly understood by an international audience.
- Ø **Exposing intentions** – able to build and maintain trust in an international context by signalling positive intentions, and putting needs into a clear and explicit context.

### 8. Cultural knowledge

- Ø **Information gathering** - take time and interest to learn about unfamiliar cultures, and deepen their understanding of those they already know