



Dimensions of Culture Questionnaire

Uncertainty Avoidance

1. In this society, orderliness and consistency are stressed, even at the expense of experimentation and innovation.

Strongly disagree

Strongly agree

1 2 3 4 5 6 7

2. In this society, societal requirements and instructions are spelled out in detail so citizens know what they are expected to do.

Strongly disagree

Strongly agree

1 2 3 4 5 6 7

Power Distance

1. In this society, followers are expected to:

Question their leaders
when in disagreement

Obey their leaders
without question

1 2 3 4 5 6 7

2. In this society, power is:

Shared throughout
the society

Concentrated at
the top

1 2 3 4 5 6 7

Institutional Collectivism

1. In this society, leaders encourage group loyalty even if individual goals suffer.

Strongly disagree

Strongly agree

1 2 3 4 5 6 7

2. The economic system in this society is designed to maximize:

Individual interests

Collective interests

1 2 3 4 5 6 7

In-Group Collectivism

1. In this society, children take pride in the individual accomplishments of their parents.

Strongly disagree

Strongly agree

1 2 3 4 5 6 7

2. In this society, parents take pride in the individual accomplishments of their children.

Strongly disagree

Strongly agree

1 2 3 4 5 6 7

Gender Egalitarianism

1. In this society, girls are encouraged more than boys to attain a higher education.

Strongly disagree

Strongly agree

1 2 3 4 5 6 7

2. In this society, who is more likely to serve in a position of high office?

Men

Women

1 2 3 4 5 6 7

Assertiveness

1. In this society, people are generally:

Nonassertive

Assertive

1 2 3 4 5 6 7

2. In this society, people are generally:

Tender

Tough

1 2 3 4 5 6 7

Future Orientation

1. In this society the accepted norm is to:

Accept the status quo

Plan for the future

1 2 3 4 5 6 7

2. In this society, people place more emphasis on:

Solving current problems

Planning for the future

1 2 3 4 5 6 7

Performance Orientation

1. In this society, students are encouraged to strive for continuously improved performance.

Strongly disagree Strongly agree

1 2 3 4 5 6 7

2. In this society, people are rewarded for excellent performance.

Strongly disagree Strongly agree

1 2 3 4 5 6 7

Humane Orientation

1. In this society, people are generally:

Not at all Very concerned
concerned about others about others

1 2 3 4 5 6 7

2. In this society, people are generally:

Not at all sensitive Very sensitive
to others toward others

1 2 3 4 5 6 7

SOURCE: Adapted from House, R. J., Hanges, P. J., Javidan, M., Dorfman, P. W., & Gupta, V. (Eds.), *Culture, Leadership, and Organizations: The GLOBE Study of 62 Societies*, © 2004, SAGE Publications.

Scoring

The Dimensions of Culture questionnaire is designed to measure your perceptions of the different dimensions of your culture. Score the questionnaire by doing the following. First, sum the two responses you gave for each of the items on each of the dimensions. Second, divide the sum of the responses by two. The result is your mean score for the dimension.

Example. If for power distance you circled 3 in response to Question 1 and 4 in response to Question 2, you would score the dimension as follows:

$$3 + 4 = 7$$

$$7 \div 2 = 3.5$$

Power distance mean score = 3.5

When you are finished scoring, you should have nine mean scores. After you have scored the questionnaire, place your mean scores for each of the dimensions in the table in "Scoring Interpretation."

Table 16.4 Cultural Dimensions and Mean Scores for Selected Cultural Clusters

GLOBE Cultural Dimensions	Mean Scores* of Selected Cultural Clusters						Your Score
	Anglo	Latin America	Middle East	Southern Asia	Latin Europe	GLOBE Overall	
Uncertainty avoidance	4.42	3.62	3.91	4.10	4.18	4.16	_____
Power distance	na	na	na	na	na	5.17	_____
Institutional collectivism	4.46	3.86	4.28	4.35	4.01	4.25	_____
In-group collectivism	4.30	5.52	5.58	5.87	4.80	5.13	_____
Gender egalitarianism	3.40	3.41	2.95	3.28	3.36	3.37	_____
Assertiveness	4.14	4.15	4.14	3.86	3.99	4.14	_____
Future orientation	4.08	3.54	3.58	3.98	3.68	3.85	_____
Performance orientation	4.37	3.85	3.90	4.33	3.94	4.10	_____
Humane orientation	4.20	4.03	4.36	4.71	3.71	4.09	_____

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*The mean scores in this table represent societal practice scores for selected cultures on each of the nine cultural dimensions. In the GLOBE studies, mean scores were derived from subjects' responses to five questions for each of the dimensions.

na = not available