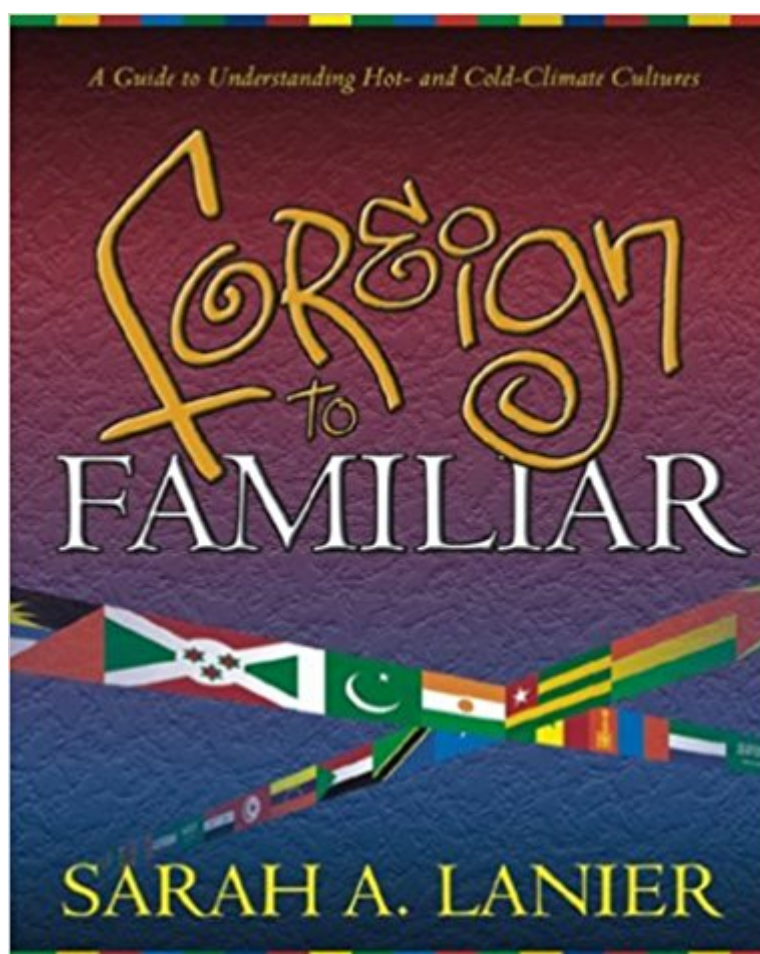




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# Foreign To Familiar: A Guide To Understanding Hot - And Cold - Climate Cultures



## Synopsis

Foreign to Familiar is a splendidly written, well researched work on cultures. Anyone traveling abroad should not leave home without this valuable resource! Sarah's love and sensitivity for people of all nations will touch your heart. This book creates within us a greater appreciation for our extended families around the world and an increased desire to better understand them.

## Book Information

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## Customer Reviews

Sarah Lanier is not only a perceptive author, but she has also lived and worked cross culturally worldwide. I have observed Sarah professionally, as a teacher and consultant, on six continents. She has character, insight and experience that qualify her to share intercultural wisdom that will be live-changing for her readers. --Loren Cunningham, President University of the Nations --Loren Cunningham

The "Foreign" in the title of this most-helpful book once meant people and cultures "overseas". Today that has all changed. Sarah Lanier has captured the keys to understanding our own--and other's--way of doing and saying things. I guarantee that if you follow the principles in this book that the boundaries of your world view will expand. --Peter Jordon

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Sarah A Lanier was born in Georgia USA and moved with her family to the Middle East at the age of

nine. Since 1980 she has worked with an international and interdenominational organization and its university system. Her expertise is in the field of leadership and personnel development.

I read this book in the spring and loved it! I moved from Washington state to Mississippi my sophomore year of high school (I am a junior in college now) and this book totally opened my eyes. I thought I was some kind of superfreak when I moved to Mississippi and I went through major culture shock but I didn't even realize it until reading this book! It explained so much of what I went through in moving from a cold climate culture to a hot climate culture. I read it in like two or three hours, so it's a quick read! I definitely recommend for anyone moving to a different culture, or even just visiting or going on a mission trip!

This is an excellent introductory book for anyone who seeks to understand intercultural communication and living. Although it is short and simple, the book will provide a good orientation for short-term workers, especially anyone serving as an aid worker or religious servant. The examples from the author's life are insightful and helpful. I particularly appreciate the charts which contrast the various issues one must wrestle with in attempting to understand and communicate from hot to cold cultures, or vice versa.

This book is a very good eye opener to what you think of as familiar might not be familiar to others. I am in charge of organizing short term mission trips for my church. Someone recommended that I read this book. I now implement this book with other resources before I send the groups. We have had several good conversations based on this book. "Know before you go" is another good book for the short term mission trip application. I would say anyone travelling internationally should read this to open their eyes to potential misunderstandings.

This book will really open your eyes to how similar and yet different we all are. The author does a wonderful job explaining the hot and cold climate personalities. It really helps my husband in the customer service industry to better understand his customers to help them. He serves people in New England, California area, in the southern states of the US, people in England, France and Germany, South America. It has helped us as a family when trying to help the refugees in our area to be able to understand them better to help them. This book is a great book all around. It can help you understand your in-laws, business associates and the people around you everyday. Let's face it our world is getting smaller and we're living amongst people of different cultures all the time.

This is an excellent book to help understand people from different cultures. At first glance, it seems to be directed toward missionaries and visitors to foreign countries, particularly when the visit is for longer than a brief tourist stop where the encounters are mostly with people involved in the tourism industry. It's a different story when there are frequent interactions with the average people. This book is an excellent guide in a general sort of way, not only in foreign settings, but also the various segments of our own US of A. By extension, the book even gives valuable insight into people of different personality types and what makes them tick. The book is NOT a behavioral or cultural guide for any specific nation or locality. It won't tell you what to expect culturally in Bulgaria, Tanzania, or Peru.

This book is a short, 2 hour read but well worth it. The stories are fascinating from a cultural perspective and if you EVER plan to travel somewhere outside your climate then you should use this book to brush up on how you can expect to be treated by those people. Being a warm climate person I am used to the host taking care of all of my needs, but knowing that cold climate cultures expect the guest to provide for themselves (for instance) will help me not burden my hosts too much when I travel to those counties.

This may be my favorite work on the many cultural differences one experiences between cold and hot climate people groups. I have bought many copies of this work down through the years since its original publication as it is THE valuable resource for sales persons, teachers, pastors, missionaries, etc., who NEED to understand the differences between north and south and why they happen. As one who has bridged those cultural gaps before learning of this work, I realize how helpful it would have been earlier in my career. Ever wonder why no one in the South makes invitation to their home? Northerner's expect such, but in the South they just expect you to "drop in," But to do so in the North is to commit a major cultural faux pas, as there people value their time and "polite company" knows when to arrive and when to leave. No such thing as "dropping in unexpectedly." You may catch the people unprepared for visitors and to them that is embarrassing. Now, imagine a pastor who changes states and doesn't know that sort of information! That and more are covered in the book. Worth EVERY PENNY!

Great book! I lead mission trips to West Africa and have developed a preparation process to help new team members understand and operate better in a "hot-climate culture," to which most I have

learned the hard way or through lengthy discussions with my West African friends. This book simplifies and summarizes these points wonderfully and each chapter ends with a one-page point to remember summary. Excellent resource and very enlightening!

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