

THE



OPENER



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Breakfast Rotary—Jefferson City, MO

April, 2002

Every Wednesday 7:00 am Capital Plaza Hotel Jefferson City, MO

www.jeffcityrotary.org



Jo's Jargon

MEALS ON WHEELS

Our monthly "Fourth Monday" service project with the Cole County Senior Nutrition Center to deliver meals to the home bound continues. I want to thank Rotarians Bob Ahash, Alan Becker, Ryan Burson, Jim Jackson, Al Laffoon, Cathy and Jeff Martin, Ron Mudd, Ann Nunn, Harv Sanders, Bob Sfredo, Kathy Lou Toler and Reg Turnbull for participating in this project. I encourage other members to take an hour out of some fourth Monday in the coming months to participate in this worthy project. Your service means so much to our needy seniors.

GROUP STUDY EXCHANGE (GSE) TEAM

Steve Stark graciously accepted my invitation to coordinate the Jefferson City area Rotary clubs' involvement in hosting the incoming GSE team from South Korea. He worked very hard and developed an itinerary that promises to make this a memorable visit for both the incoming team and club members who participate. The team will arrive in Jefferson City on Thursday April 25 and will be transported to Columbia on Sunday, April 28. There are five team members, all are male, the team leader is currently engaged in farming, three team members are teachers and one member is listed as both a professor and student studying mechanical engineering. Host families will be needed for each of the five members. Steve is also coordinating vocational visits as well as recreational activities. Some activities will involve the entire team and others the members will participate in more individualized activities. Access to a van to transport the entire team would be beneficial. If you have an interest in participating, please contact Steve direct. His phone number is 893-7242 and e-mail is

goal. Membership totals have to be finalized by May 24th even though the official end of the Rotary year is June 30th. So we are "down to the wire" and need to actively work toward our membership goal.

EVENING ROTARY CLUB

The newest club in Jefferson City will host their charter meeting on April 20th. This is a Saturday evening, and the event will be held at the Monroe Plaza Hotel. All Rotarians are invited and encouraged to participate. Invitations are to be mailed to all current Jefferson City area Rotarians. The current area clubs are all participating in making gifts to the new club. A banner, lectern, American flag and a bell and gavel will be presented to the Evening club during the charter event.

CONCERN FOR FELLOW ROTARIAN

Past President of the Jefferson City Rotary Club (traditionally known as the Downtown Club) Ron Reynolds' daughter is suffering severe kidney problems. Previously she received a donor kidney from her father, but her body is now rejecting the transplant. She is very ill and awaits another donor kidney. Please remember this family in your prayers.

DISTRICT CONFERENCE

The 2001-2002 6080 District Conference will be held May 2-4, 2002 in Warrensburg, MO. Incoming District Governor Duane Benton and President-Elects will be recognized. It will be an excellent opportunity for us to show our appreciation for District Governor Jerry Franklin's leadership and hard work and our support for the District Governor Elect from our city. Registration forms and schedules will be available at the sign-in desk. Please consider adding this to your agenda for the first part of May.

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MEMBERSHIP

District Governor Jerry Franklin reports that District 6080 is on target to be one of the leading districts in maintaining the Rotary Global Quest goal. In fact, the last issue of the Rotarian magazine reported District 6080 is the leading District in Zone 29. Our club needs to have a strong finish in order to meet the goal of a net gain in membership from the beginning of the year of 5. The Board has approved an incentive program that will be made available to the first ten to sponsor a new member, whereby both the sponsor and the new member receive a \$25 contribution toward their Paul Harris Sustaining member

this to your agenda for the first part of May.



April Programs

April 3
Railwood Golf Course

April 10
Host Families—Foreign Exchange Programs

April 17
OPEN

April 24
OPEN

Please call Mary Fork at (H) 634-4805 or (W) 526-8202 to fill our open dates and upcoming programs!



Evening Club to Charter

Saturday, April 20, 2002

The Jefferson City Evening Rotary Club is pleased to announce its chartering date is Saturday, April 20, 2002. The ceremony will be at the Monroe Plaza Hotel Ballroom beginning at 6:30 p.m. All area Rotarians are encouraged to attend this event which will include hors d'oeuvres and entertainment before and after the chartering ceremony. *Let's have a huge Breakfast Rotary turnout!*

The Jefferson City Evening Rotary Club has selected several service projects: working with Habitat for Humanity, adopting a stretch of highway and assisting the Jefferson City Day Care Center in its upcoming rummage sale.

The Jefferson City Evening Rotary Club meets every Monday evening except state holidays at Grace Episcopal Church, High and Adams streets, from 5:30 to 6:30 p.m. and welcomes members of other Rotary clubs to make up meetings with us. Membership information is available from membership chair Jim Libey at Jim_Libey@prodigy.net or by calling Jim at 636-3274.

Rotary is indeed international. During the days of the 25th to the 28th of next month, the Jefferson City Rotary clubs will be hosting a Group Study Exchange team from Korea. Five individuals will be here to experience our culture. We Rotarians also will have the opportunity to learn of a new culture. As a primer to the study of culture, Stephen Stark offers an article exploring how one might need to be aware of cultural viewpoints in the context of negotiation.

NEGOTIATION IN A MULTICULTURAL ENVIRONMENT

Every negotiator faces the same vexing question: How can I figure out what the person on the other side really thinks and wants, and what is the real meaning of his words and actions? If you and your opponent share a common language and culture, you can often fall back on insight and intuition. But these may serve no purpose when you face someone whose language and culture are a mystery to you, whose categories of thought, values, and perceptions are rooted in historical, religious, and social circumstances that are alien to your own.

Each individual person has learned certain rules of conduct. As a child, one's parents and teachers instilled the unwritten guidelines on how to behave in socially acceptable manners. Many times, the way in which one comports oneself is automatic, without thinking about why one does what one does. However, individuals, especially whose backgrounds originate from different parts of the world, do not have the same rules guiding them. In a larger context of a group, these rules have roots in the concept of culture. A failure to understand cultural differences adversely impacts any negotiation process.

Cultural differences will become more and more evident in the day-to-day negotiations that take place in the United States. "Foreign-born residents made up 9.3% of the (United States) population in mid-1998. Between 1998 and 1990, the number of foreign-born jumped 27.1%, versus 7.1% for native-born." Furthermore, the idea that immigrants to the United States assimilate into the great American melting pot is no longer the *modus operandi*. Ease of travel by air flight permits visiting one's native country more frequently. Inexpensive telephonic and Internet communications allow for constant contact with relatives and friends living in the foreign homeland. "Technology has made it possible to straddle two cultures in a way never possible before. . . Today's immigrants have a far greater chance of remaining bilingual and bicultural."

Given the likely chance that a negotiation session will have to deal with multicultural issues, what is a negotiator to do? Self-

awareness is a very important exercise. "The first step in developing culture-centered skills is to identify culturally learned assumptions in ourselves. . . . Frequently these assumptions are so taken for granted that they are overlooked. . . . Our comprehension of reality is filtered through these culturally learned assumptions. Learning to recognize culturally learned assumptions is the first step in being able to manage them effectively." Also one should have an awareness that communication has its filtering process. "The message sent and the message received are quite often very different from one another." The communicators each bring with them their own culturally distorted lenses, possibly evaluating the same thing completely different than the opponent.

"Some of our communications, particularly those across cultures, are accidental and not intended to be sent. . . . Messages sent accidentally are beyond our control and thus will not present the picture we intend." "We must never assume that we are fully aware of what we communicate to someone else." However, one can decrease multicultural communication barriers by gaining awareness about oneself and by gaining knowledge about the other's culture. (Next month, this article will continue with a look at the orientations of other cultures.)

Submitted by Stephen

Stark