



Americans At Work: A Guide to the Can-Do People

By Craig Storti

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Whether you work with Americans face-to-face, communicate with them by telephone or e-mail or interact together in a virtual team, Americans at Work reveals the subtle and the not-so-subtle aspects of American culture in the workplace. Best-selling author Craig Storti provides historical perspectives and explanations of the six most important American cultural themes and their relevance to the workplace: "Land of Opportunity" (a driven people), "Go-for-It Mentality" (ready, fire, aim; new is better), "Equality for All" (but don't forget who's boss), "The Drive to Achieve" (nice guys finish last), "Live and Let Live" (do your own thing), "Time Matters" (obsession with efficiency). Learn about straight talk, American style, and how Americans aren't always as direct as they say they are. Find out why Americans are deeply conflicted about power: they crave it but are loath to be caught craving it. See how Americans view outsiders. Gain tips for succeeding in the American work environment. Finally, get the basics of work-related etiquette: conducting meetings, giving feedback, nonverbal communication, e-mail rules, gifts, taboo topics and so on. Knowing how Americans work with each other will help you predict their reactions and, more important, their expectations of you. And if you are American, you will be better understand your own behavior and be able to work more effectively with colleagues from other cultures.

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Editorial Review

Review

Americans at Work certainly raised my level of consciousness about how I may be perceived by the non-Americans with whom I work. Storti hit the mark with practical advice supported by a clear framework. **David Styles, former Peace Corps Country Director, Eastern Caribbean**

Invaluable for those working virtually from abroad. Thorough and well organized; a pleasant read. **Dr. George F. Simons**

Entertaining, informative and insightful, this is a valuable work that will help you succeed in your dealings with [Americans]. **Reading Journal**

Americans at Work is a superb resource and a must-read for readers from another country striving to adapt. **Library Bookwatch**

About the Author

Craig Storti is founder and co-director of Communicating Across Cultures, a Washington, D.C.-based intercultural communication training and consulting firm. With work appearing in the *Washington Post*, *Los Angeles Times*, and *Chicago Tribune*, he is the author of six books. Having lived nearly a quarter of his life abroad, he lives now in Maryland. www.craigstorti.com

Users Review

From reader reviews:

James Lapham:

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