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### Have I offended you? Appropriate nonverbal communication in the international classroom

Carol Griffiths

Thelma Raman

Mariska Mannes

### **Abstract**

In a classroom where students from a wide range of cultural backgrounds come together to learn, the potential for unintentional offence is considerable. This paper reports the findings from a study into reactions to non-verbal behaviour in the international classroom. Students were surveyed regarding their views of non-verbal behaviour by both their teachers and other students. Teachers were also canvassed for their perceptions of their own and their students' non-verbal behaviour and the ways in which it affects classroom dynamics. The questionnaire data were analysed statistically. A qualitative dimension was also added by examining the comments which participants added to their questionnaires and by administering a follow-up survey with open-ended questions. These findings are used as a basis for recommendations to teachers of international students and for suggestions for ongoing research.

# **Cost of Higher Education and Sources of Financing: Challenges faced by American Students**

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#### **Abstract**

College tuition fees have continued to increase annually and this phenomenon is very common in American colleges. With today's increasing college tuition fees, very few students graduate without some form of debt and eventually develop an over-reliance on credit cards and spending above their means. Student debt carries a long term commitment with obligations that can significantly burden students for many years after graduation.

This study looks at the rising costs of tuition fees and the options available to students for financing the college price tag. Rising college tuition fees sometimes may result in an increase use of credit cards. This study first discusses the different types of loans American students can obtain for financing college. It then looks at how students use credit cards and the amount of overall debt students accumulate by graduation. It concludes with discussions on how these habits are sometimes carried on into their career-building years.

## An Eclectic Framework for Small Firm Internationalization: A Practitioner's Perspective

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#### **Abstract**

Most of the research on internationalization has been done with focus on firms from developed countries looking at various aspects of internationalization like entry mode, partner selection etc. on stand-alone basis. Because the firms in the developing countries tend to be at a relative resource disadvantage compared to big firms of the developed countries, their diversification into foreign markets poses a challenge to traditional international business and strategic management theories. We have used an interpretive approach deriving from phenomenology to look at the internationalization process from a practitioner's perspective. Using a sample of 25 firms, we have made an attempt to develop a strategic framework for internationalization to help firms strategies from developing countries adopt appropriate internationalization. The frame work identifies a 6 step approach for successful internationalization and elaborates on each of them in detail.

**Key Words**: Internationalization, Small firms, Interpretative Approach, Phenomenology.

### Education and Health as Indicators of Human Development: A Study of Surat and Kutch Districts in Gujarat

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#### **Abstract**

The UNDP Report (1991), states that both economic factors and human development have significant influence the economic development of a nation. Education and health are two major factors affecting human development. In Gujarat, one of the developed states of India, we have tried to find out how these two factors have been developed in a backward region (Kutch district) and a progressive region (Surat district). The findings are based on primary data collected from household survey. Both the districts have shown better human development index as compared to the state average. Surat has a better literacy rate as compared to Kutch and expenditure on education in Surat proves the positive impact of education on development. The household survey from both the districts also reveals a strong negative association between education and the level of poverty. Hence the focus of any development measure must be in providing educational facilities to the people.

**Key words**: Education, Health, Human Development, Kutch, Surat, Gujarat

## Cambodia and Aid Effectiveness from an Agriculture and Education Perspective

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#### **Abstract**

Discussions concerning the effectiveness of Aid generally and specifically for particular sectors or countries have a long history and both are covered during the course of this paper. The general assessment is that in respect of economic growth aid is not particularly effective for whatever reason and the paper shows no reason to suspect that this conclusion should be revised. In terms of particular countries and sectors the case of Cambodia educational Aid to the agricultural population the paper considerers the outcomes and finds whilst aid may be effective it is not always in the way in which donors anticipate. The prospect is raised that in judging Aid effectiveness it is important to determine from whose perspective effectiveness is to be judged.

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