

## Bafa Bafa

### APPENDIX 1: The Alpha Culture

#### OVERVIEW

- Choose a leader to wear the blue wristband.
- Leaders and people in high positions are highly regarded in your culture.
- You put great emphasis on group membership. The benefit of the group takes precedent over the benefit of any one individual.
- Relationships are extremely important. It is imperative that you do not say or do something that would make another Alphan feel bad or lose face.
- There is some gender bias in your culture. Men have more flexibility than women when it comes to communicating or getting things done with the exception of the leader if she is female.

#### GREETINGS

- Always greet other Alphans using the Alphan greeting – both people grab the left arm just below the elbow (forearm) to shake. During the arm shake, say “How is your family?”.
- NEVER greet a non-Alphan (a visitor) with the left arm. Always use the right arm and do not shake it. If someone shakes your left arm, it means that they are angry with you.
- Women can only initiate a greeting with another woman, but men can initiate greetings with both genders. It is a big insult to break this rule.

#### SMALL TALK

- Stand very close to each other and use a lot of body language when talking. Touch the person’s elbow or shoulder. If an Alphan does not do this, it means that they don’t like you. Alphans value personal contact and intimacy with everyone.
- You love and honor senior Alphans. When you are in a group, you love to talk about your family. You always allow a senior person to lead the conversation.
- If you are in a conversation and a new person enters the group, he or she must stand there and wait to be invited into the group by an Alphan.
- You are very friendly to those who follow your rules.

#### TRADING

- You love to collect and trade “clips” which is your form of currency. After making small talk, request to trade “clips.” You want to get as many “clips” as possible that are the same style. You trade “clips” by simply asking another Alphan to trade. Alphans will always trade with another Alphan if they have what someone wants.
- Alphans love to adorn themselves with “clips” and they love to talk about how many “clips” they have.
- Alphans only trade “clips” with visitors if he or she greets them properly. Otherwise, the Alphan will ignore the visitor and walk away.
- *Ba Fá, Ba* in the Alphan language means “your father has no goats.” This is a huge insult. Alphans will not speak to anyone who says this to them.

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### APPENDIX 2: The Beta Culture

#### OVERVIEW

- You are a capitalist society, and you put great emphasis on wealth accumulation.
- This is a very individualistic culture that values the person over the group. You want to get ahead and work hard to get there, no matter what the cost.
- There is no hierarchy in the Beta culture. Everyone is equal, including the genders.

#### GREETINGS & SMALL TALK

- Greet each other with a nod of the head.
- You do not like to talk about the family or how much wealth people have. In a group, Betans like to talk about work.
- You do not like to stand close when talking or to be touched, especially on the shoulder. This is a huge insult. Betans will not do business with anyone who touches them on the shoulder and they will tell other Betans not to do business with them.
- When any person joins a group, he or she is readily welcomed into the conversation.

#### TRADING

- You measure a person's value by how well he or she performs in the marketplace, but you think that it is impolite to show how much wealth you have to others. You NEVER discuss your wealth.
- You are familiar with the Alphan culture, and you are very interested in obtaining their "clips." You also like to trade something similar called "clasps."
- Betans have a special trading language which they use with ANYONE who wants to trade. It means, "Can I have # of those?" as following (point to what you want):
  - *Ba* – one
  - *Ba Fá* – two
  - *Ba Fá, Ba* – three
  - *Ba Fá, Ba Fá* - four