

# BUSINESS CULTURE REPORTS

In association with [Businessstravelogue.com](http://Businessstravelogue.com), [Culturetraining.ca](http://Culturetraining.ca) proudly offers reports on international business culture covering 19 major trading countries. Five reports are offered for each country :

## 1. **Business Etiquette and Protocol**

Throughout the world's history, long term success in international long term business means one has to understand the business culture of the people you are dealing with. The meaning of "Yes", "I understand" does not necessarily have the same meaning in another culture as you would interpret it. One needs to tread carefully to first establish and maintain a successful international business relationship.

## 2. **Dos and Don'ts**

For the unwary there are many traps and pitfalls when working in another country. Gestures, symbols and colours can have serious implications in your everyday behaviour. Avoid potential disasters.

## 3. **Food & Drink Issues**

Networking in any culture invariably means attending a dinner. Who should you invite, do you share the bill, what type of food is appropriate? These and many other questions are answered in a succinct and practical manner.

## 4. **Negotiation**

How will you negotiate? What will be respected, how should you present data, what should you be wary of and what pitfalls can be present?

## 5. **Travel Advice**

Practical advice about crime, scams and precautions to take when visiting each country. Links to the most recent travel data.

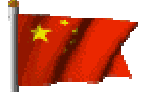
In addition to the above reports, there are a further **eight general international reports** providing advice on the following subjects:

- **Successful International Negotiation techniques** Proven to be Very Popular. Practical, effective advice from university research of expert negotiators.
- **International Travel Advice** Practical helpful hints and advice for the traveller.
- **International Marketing Issues** Will save you time, money & effort and likely avoid a marketing disaster.
- **Job hunting & interview advice** How to be prepared and present yourself.
- **Meeting Skills** Practical advice to make YOUR meetings effective!
- **Religious Beliefs and Customs** Avoid giving insults.

Australia



China



France



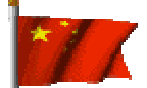
Germany



Greece



Hong Kong



Indonesia



Italy



Japan



Malaysia



Mexico



Netherlands



New Zealand



Singapore

- **International Trade Show Check List** Don't forget anything! Very practical checklist
- **Working with Interpreters & Translation Issues** Essential if you are not fluent!



**South Korea**



**Thailand**



**United Kingdom**



**United States of  
America**



**Vietnam**

