

International Business Cultures

How Not to Offend Your Global Partner

Goals for Session

- Connections Introductions and Requests
- Experiential Learning Case Study
- Preparation Culture Checklist
- Practicality Real Life Application





Role Play

Ms. Sandra Wilkinson, Back Street Financial

Mr. Manjit Gupta, Additions R Us

Global Communication Idiosyncrasies





Cultural Checklist – Advanced Preparation



- Language Hints Know, Use, Process
- Body Language Counts Indian Head Shake https://www.youtube.com/watch? v=Uj56IPJ0qWE
- Cultural Gaffes Feet, Head, Handshake, Bow, Business Cards
- Expectations Women, Men, Children, Conversation
- Customs Relationship Based, Gifts, Questions
- Relationships Hierarchical v Individualistic v Consensus
- Touch or Not Proximity, Across/Between Genders

Cultural Checklist – Advanced Preparation



- Get info from Web, You Tube,
- Books Kiss, Bow and Shake Hands, (OTHERS?)
- State Department
- Chafee Center
- Enjoy tell stories
- Sweden, Australia, Kenya, Brazil and China? And their cultural traditions that make them unique?

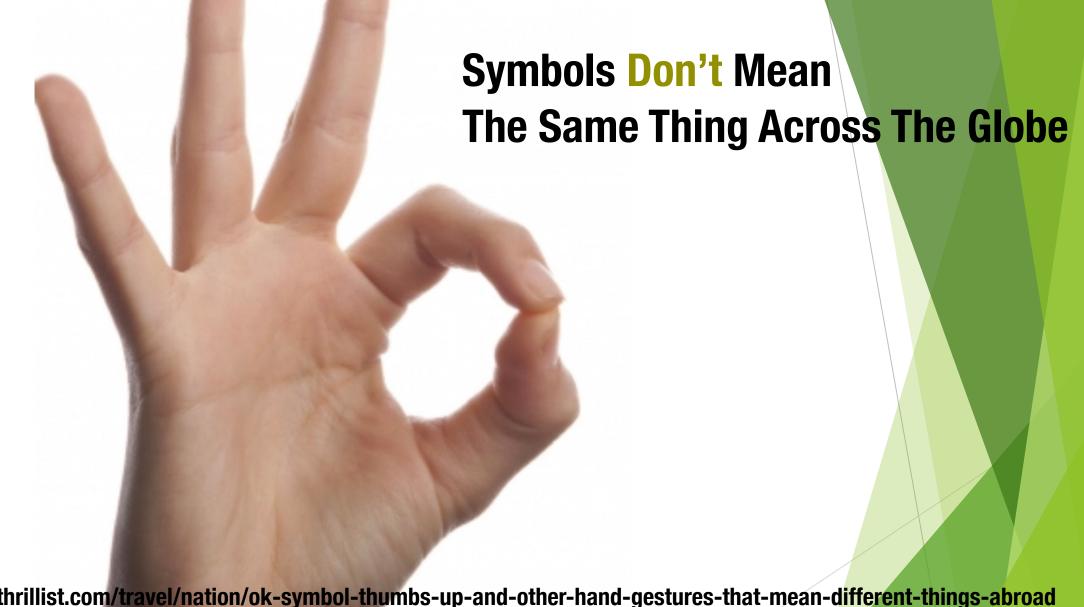


May 20, 2017 **Lesident Linmb aud "Aldah**"





The Ardah is the traditional sword dance that desert tribes once performed before they went into battle.



https://www.thrillist.com/travel/nation/ok-symbol-thumbs-up-and-other-hand-gestures-that-mean-different-things-abroad

https://theoutline.com/post/1428/the-ok-sign-is-becoming-an-alt-right-symbol

Opening a Conference In Kenya



Opening a Conference In Kenya



Thank You Q&A



Contact Us For More Information



Wendy Pease

Rapport International www.RapportTranslations.com 978-443-2540 x101

wendypease@RapportTranslations.com



Carole Copeland Thomas

C. Thomas & Associates

www.carolecopelandthomas.com

508-947-5755

carole@mssconnect.com

