



## Do's & Don'ts in Israel

- ▶ Respect the Jewish holiday, the Sabbath, which starts at sunset on Friday and ends at sunset on Saturday. Islamic owned businesses will be closed all day Friday and Christian businesses all day Sunday
- ▶ Don't feel intimidated when your business partner raises his voice: Israelis tend to raise their voices enthusiastically; which can be perceived as loud
- ▶ Be prepared to answer personal questions: for instance about your private life and income
- ▶ Keep to a clear target and bottom-line (tachles) during negotiations and act swiftly
- ▶ Israelis love to argue and are seldom at loss for an opinion. You don't need to agree with all positions, but stay away from politics and religion
- ▶ Foreign business women should avoid shaking hands with Orthodox Jewish or Arab men; instead one could put business cards and gifts on the table within reach
- ▶ Remember that many Israelis have a variety of dietary laws. Inquire after them before hosting a luncheon or dinner
- ▶ Any gesture that displays an extended thumb is considered offensive throughout the Middle East
- ▶ Dress modestly in most public places; specially in areas of religious significance. Avoid baring your arms and legs
- ▶ Avoid giving a gift until you know more about the person you are giving it to. For Orthodox Jews and Arabs gifts must not violate the restrictions of their belief systems. E.g. don't present an Arab with a bottle of wine nor share a bacon and egg breakfast with neither Jews nor Arabs.

***These do's and don'ts assist you in making a good first impression when meeting business partners. However for a successful business outcome, a tailored cross-cultural approach is key. We gladly provide you with more country and industry specific advice and workshops.***

