



Do's & Don'ts in Malaysia

- ▶ Never offend, scold or reprimand a Malaysian, neither in public nor privately. This causes major loss of face and damages the relationship beyond repair
- ▶ Make sure you are introduced by respected people to the business contacts that are important to you. The right introduction gives you a considerable advantage
- ▶ When accompanied by a group make sure to introduce the most important person in your party first; also make sure to acknowledge the highest ranked person in the Malaysian group you're meeting with
- ▶ Many Malaysians have different dietary requirements connected with their religion; make sure you are aware of them when you are hosting a luncheon or dinner party
- ▶ Malaysians tend to inquire after your marital status, your family and your religion. They merely show interest and want to get to know you
- ▶ Some Malaysians may be uncomfortable with shaking hands with members of the opposite sex. Just observe and follow their lead.
- ▶ Business cards should clearly indicate your position in your company. They are considered to be an expression of your accomplishments rather than an indication of your actual responsibilities
- ▶ It's customary for leaders to sit directly opposite each other at a negotiation table
- ▶ When receiving gifts it's considered impolite to open them. They are only opened after the guests have left
- ▶ Don't offer an alcoholic beverage to a Muslim; yet when they ask for one, present it without further comment

***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.***

