

DO'S & DON'TS IN AUSTRALIA

General directions for making a good impression

- Keep your presentations short and to-the-point; too much details and talking do not support your company profile.
- Present your message clearly and with all pros and cons.
- Don't pressure your business partner in negotiations as this will turn out contra-productive.
- Work and play are separate and equally important.
- Be punctual to meetings or you may be regarded as careless.
- It 's easy to arrange for appointments at all corporate levels, but make sure to arrange for them well in advance.
- Good health and sports are important and make good conversation topics, especially rugby and cricket.
- Australians respect a good discussion but avoid topics around politics and the position of Aboriginals.
- Look your conversation partner in the eyes as a sign of honesty but do not wink at a woman.
- Equality is a basic value so descent and titles are to be used with care; follow your business partners way of addressing people (sir, mate, etc.).

These do's and don'ts help to make a first good 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 cultural advice. Contact us at info@culture-inc.com.