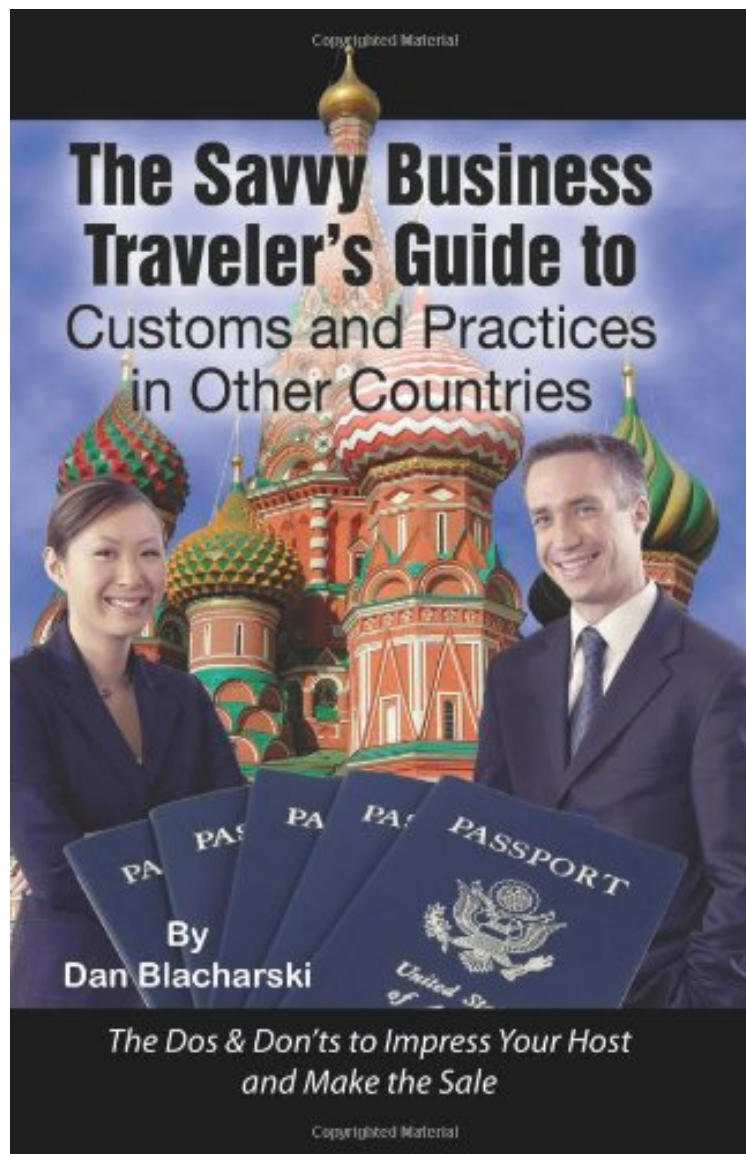


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The Savvy Business Travelers Guide to Customs and Practices in Other Countries: The Dos Donts to Impress Your Host and Make the Sale

Dan Blacharski

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Dan Blacharski : The Savvy Business Travelers Guide to Customs and Practices in Other Countries: The Dos Donts to Impress Your Host and Make the Sale before purchasing it in order to gage whether or not it would be worth my time, and all praised The Savvy Business Travelers Guide to Customs and Practices in Other Countries: The

Dos Donts to Impress Your Host and Make the Sale:

1 of 1 people found the following review helpful. The Savvy Business Traveler's Guide to the Customs and Practices in Other Countries By C. A. Lajos Here world traveler, author of six books, and professional freelance writer, Blacharski ([...]) attempts to provide mostly business travelers from the United States but also Americans traveling abroad for pleasure with a comprehensive, concise guide to the business customs and practices in over 40 different countries worldwide. Dividing his book into seven sections, in chapters one through four, Blacharski first offers some sound advice to American business travelers. He stresses that in foreign countries business is never just business but may be personal and involve an understanding that business is about more than the bottom line. It may involve eating and drinking the oftentimes difficult-to-stomach foods and beverages of host countries. Blacharski advocates adopting an open attitude and willingness to try to assimilate with foreign cultures. Courteous business travelers also will attempt to learn a few words of the languages in which their foreign business counterparts converse as well as respect local customs and practices regarding bribes, gifts, religion, etiquette, and more. The author extrapolates on how a little common sense goes a long way toward being courteous and successful. He emphasizes that in the global economy, the American "way" is being displaced by many ways about which knowledge and insight are needed. The remaining sections of Blacharski's guide cover the business customs and practices in various geographic areas of the world-- Asia and the South Pacific, Central and Eastern Europe, Western Europe, the Americas, and Africa and the Middle East--while separate chapters examine the business dos and don'ts in specific countries or in the case of South Africa, regions. Each chapter includes sections on the economy, greetings, foods, religions, etiquette, business practices, and common customs. Traveler's Tips interspersed throughout the text as sidebars present the first-hand experiences and advice of Blacharski and others. Not exhaustive in scope or depth and seemingly based upon the author's first-hand experiences, Blacharski unfortunately omits many countries to which U.S. travelers may embark. Some of the more important countries not covered include Cambodia, Myanmar, Singapore, Nepal, Yugoslavia, Albania, Bulgaria, Costa Rica, Panama, Ecuador, Cuba, Morocco, Tunisia, Syria, Lebanon, Israel, Iraq, Kuwait, United Arab Emirates, Afghanistan, and more. A bibliography of print and Internet resources should be added as well as appendices and a glossary defining unfamiliar cultural and religious terms. Finally, while the pictures accompanying this publication are attractive, they should be in color and appropriately placed at the beginning of chapters rather than at their ends. A useful but not definitive, authoritative guide to world business etiquette, travel, intercultural communications, and corporate cultures, this book will serve as a starting point for many travelers. Recommended for general business audiences and many public library collections.

1 of 1 people found the following review helpful. First impressions do count. By Juliel Boehlke Dan Blacharski helps put foreign traveling into perspective in the Savvy Business Travelers Guide to customs and practices in other countries. The Savvy Business Travelers Guide is more like a handbook for the business traveler. Dan shows the business traveler how to travel in style by recognizing and utilizing area customs. Contrary to some belief, a good business traveler does not have to spend a fortune to please potential clients or seal a sales contract. This guide details the customs that many worldwide business people practice in both professional and personal settings. Covering every country from the areas in the Middle East all the way to central Europe--making sure that every business encounter is a comfortable one will be easy after reading and referring to this guide. Handshakes? Physical touch? Some countries frown upon any type of physical contact, where others use it as means to communicate. Wondering how to greet Indian guests when arriving at their central office? This book has it covered--including how to carry yourself, proper etiquette and where to take foreign associates out to dinner. Religion is often a subject matter that most business travelers stay away from--but for some it is a daily part of life and incorporated into business matters. Learn what countries in the world intertwine their business life with their spirituality. The guide also sets fact and fiction apart from reality. Comparing everyday business situations to popular movies and books is discouraged--and the book tells you exactly why. Knowing what language to speak and avoiding or knowing when to use slang is also touched on in depth within this book. Before traveling overseas or welcoming foreign business associates to the next board meeting--read the Savvy Business Travelers Guide to customs and practices in other countries and approach your next business meeting with confidence. I give The Savvy Business Travelers Guide to customs and practices in other countries four stars. The content in this guide is evergreen and filled to the brim with information that will help travelers coming and going to all countries.

1 of 1 people found the following review helpful. Read this before you pack! By Joyce Handzo Consider this comprehensive guide a map that successfully leads business travelers through a maze of country-specific customs and mannerisms. The author's conversational style imparts a wealth of information that can help seal a deal with smiles and confidence. His own extensive travels give him the voice of an expert, while his humor and candor make these pages read like the advice of a dear friend. This book is packed with useful advice, admonitions and of course, a lot of interesting facts that will make traveling practically anywhere on the globe easier. Representing your company on a business trip requires more than packing a suitcase, which is where this guide comes in. It's important to understand the mindset of the people with whom you will be conducting business. As the author carefully points out, the American idea of "It's just business" is an insult to many people living in foreign countries. In most parts of the world, business is intricately

mixed with such elements as family, food, respect and even pleasure. This book highlights the dynamics of conducting business and the author's sound advice will help remove any apparent obstacles from lucrative opportunities. It's safe to say that the most important countries and their customs are represented in these pages. The book is divided into several segments, focusing on New World Leaders, like China, Japan and India. It also examines other parts of the world, like Asia and the South Pacific, Western Europe, Central and Eastern Europe, the Americas, and Africa and the Middle East. Each global point contains specific information that can put business travelers at ease and position them for success. Taking this book's guidance to heart will eliminate the fear of offending the hosts by not understanding a particular non-verbal message. The author covers a wide variety of topics from food to seating arrangements, to the use of titles. A business traveler who truly wants to succeed won't leave the country without first reading this book.

Pack your bags and be whisked away to over 40 different countries. Did you know red roses should be avoided as gifts in Switzerland, or that women should cover their mouths when they laugh in South Korea? Not every country shares the same customs, religions, and ideas as America, so it is useful to have a guide on how to behave if and when you are doing business in a foreign country. Now, *The Savvy Business Travelers Guide to Customs and Practices in Other Countries* can be your hand-held guide to accompany you as you travel to countries near and far. This book takes you through each country individually and explains its economic conditions, proper greetings, native foods, religions, etiquette, bargaining and deal making, and customs. By reading and understanding the behaviors expected when you are in each country, you will be better prepared to make the sale and leave a great impression of your company. This book makes it easy for you to navigate yourself around the world and flip the page to whichever country you may be visiting. Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed. This Atlantic Publishing eBook was professionally written, edited, fact checked, proofed and designed. The print version of this book is 288 pages and you receive exactly the same content. Over the years our books have won dozens of book awards for content, cover design and interior design including the prestigious Benjamin Franklin award for excellence in publishing. We are proud of the high quality of our books and hope you will enjoy this eBook version.

International Savoir Faire Did you know that the American thumb-and-forefinger OK sign is offensive in France, rude in Japan, and downright obscene in Brazil? Meeting professionals planning foreign events can avoid such cultural faux pas with a copy of *The Savvy Business Traveler's Guide to Customs and Practices in Other Countries*. Author Don Blacharski's handbook offers a country-by-country breakdown of the business customs and social etiquette of 50 nations that includes such basics as forms of address, dining, business wear, tipping, and gift giving, as well as such lesser-known nuances as handshakes, restroom customs, and culturally-significant numbers and gestures. A reassuring guide to avoid cultural missteps. --*Elite Meetings: The Planner's Ultimate Source for Meeting and Incentive Travel*, 2013 Platinum Edition