

FEATURES OF DOING BUSINESS IN COUNTRIES AND REGIONS OF THE WORLD

Особенности ведения бизнеса в разных странах и регионах мира

Nowadays, in the era of globalization, companies are looking for new markets abroad. Progress is not standing still and the introduction of new technologies facilitates this process, but still features of doing business in each country remain.

In our work, we will consider the features of international business organization on the example of the most developed countries.

Let us begin with the United States of America. They are leaders in many areas and they are obsessed with the desire to be first in everything. Their main goal is to gain power and get more money. Americans are characterized by both hard work and the desire to get everything as soon as possible. In negotiations they can be rude, straightforward, frank and pragmatic at the same time.

Then we move on to Germany. People here are fierce followers of tradition, preserving the traditions at negotiations and business meetings. Germans are one of the most punctual people, their decisions are always weighed, reasonable and stipulated in detail. They do not accept unnecessary talk and negotiations are carried out on substance.

Muslim countries stand out because of their traditions, sometimes strange and strange to us. Religion is very important to them; prayers are never missed. Usually discussions last for a long time, sometimes for several days, that's why it is necessary to consider religious holidays when we make appointments.

The main feature of negotiations with the French is that they have a tradition of business lunch, which takes several hours. Also, the French are completely unpunctual, and being late for a couple of dozen minutes is normal for them, but you'd better not be late. Much attention is paid to the business style of dress. Everything must be perfect. The talks themselves are preferably held in person, not by telephone or video link. During these meetings the French think about plans for the future and try to form close relationships with their business partners.

In conclusion, we would like to say that peculiarities of doing business in different countries are determined by different cultural and religious values that arose in the process of their formation. All the nuances of business will help to carry out negotiations qualitatively, without embarrassing situations, failed transactions and misunderstandings. It is important to know the customs and business etiquette of co-operating countries, which will help in building a joint project and profit.