

Chile Business Culture & Etiquette



This guide contains detailed information for doing business in Chile. Specifically it will help you to:

- Understand the business environment of the country
- Prepare and conduct successful negotiations
- Learn the rules of business etiquette
- Understand how culture affects business
- Get practical information when visiting the country

-
- Pages: 8
 - Last revision: 2013
 - **Instant Download PDF Format**
 - [-----](#)

Rating: Not Rated Yet

Price

Variant price modifier: 1,00 €

Base price with tax:

Price with discount:

Salesprice with discount:

Sales price: 10,00 €

Sales price without tax: 10,00 €

Discount:

Tax amount:

[Ask a question about this product](#)

Manufacturer: [Global Negotiator](#)

Description

Table of contents

- Business Environment
- Country facts
- Political and economic situation
- Etiquette & Customs
- Time and punctuality
- Greetings and courtesies

- Regional differences
- Major industry sectors
- Mains business centers
- Business Culture & Negotiations
- Making connections
- Use of intermediaries
- Business meetings
- Verbal and non-verbal communication
- Negotiation tactics
- Bargaining and price negotiations
- Decision making
- Closing the deal
- Names and titles
- Preliminary talks
- Cultural stereotypes
- Business entertaining
- Gift giving
- Dress and appearance
- Practical information
- Entry requirements
- Working hours and holidays
- City transport
- Useful words and phrases
- Internet information

Who should buy this guide

This guide is intended for exporters, importers, executives and international trade professionals; diplomats, officials of international organizations and chambers of commerce; public relations and etiquette experts; professors and business students; and anyone who has to establish contacts and conduct business with Chile.

Reviews

There are yet no reviews for this product.