

Business culture and organizational behavior in France

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Why we choose France?

A man in a dark suit is shown from the chest down, with his right hand held out in a gesture. Overlaid on the image is the French flag (red, white, and blue horizontal stripes) and the title text in yellow. The background is a light blue gradient.

Aspects of Business Culture in France

Tone and Language

- *Have a soft and nonaggression voice
- *Body languages isn't too loud
- *Be genuine in approach and attitude



Appearance and style

- *Have good knowledge for the fashion culture
- *Don't be too flashy
- *Men should wear a dark conservative suit
- *Women should wear a suit or dress with soft colors



Business card

- *Very important to have your card
primary language and also in French
- *Your card will be reflect the effort you put into it
- *Simple but very detailed



Meeting

- *arrangements are made around their schedule
- *avoid planning meetings during the summer
- *give a two weeks notice



Follow up

- *Waiting period of a day or two after the first meeting before following up
- *usually a phone conversation will take care of any undecided decisions



Successful Business Relationships in France

Relationships are an important part of French business culture, and you will often spend a few minutes getting to know your colleagues before discussing business.



References

- https://www.expatica.com/fr/employment/Business-culture-in-France_102491.html
- <https://www.youtube.com/watch?v=kBJNotutQoQ>
- <http://businessculture.org/western-europe/business-culture-in-france/>
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