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## **Chapter 5 – Culture, Management Style, and Business Systems**

### **Teaching Objective**

Business customs within a country are an extension of the country's culture. There are many similarities in how business is conducted from country to country but the differences, if not properly adjusted for, often cause enormous problems.

It is not necessary for a business person to forsake their ways and to change to conform to local customs but, rather, to be aware of differences and willing to accommodate those differences that can cause misunderstandings. Just as is the case with all cultural differences, a person's SRC can cause problems when trying to operate under different business customs. The literature is full of examples of misunderstandings between business persons from different cultures when each responds to the other from his/her own SRC without an appreciation of the SRC at work. The classic example is time. In some Latin cultures, there is a different urgency placed on time. The punctuality of someone from the United States can appear "pushy, too much in a hurry to make a decision, and so on" while the lackadaisical response to time by a Latin can be erroneously interpreted as being lazy or indifferent. Or, in the United States, calling someone by their first name when first introduced implies friendliness but appears as rude or boorish to a Frenchman or German. The teaching objectives of this chapter are to:

- 1) Acquaint the student with some of the more frequently encountered differences in business customs.
- 2) Emphasize the importance of adaptation or accommodation to differences in behavior patterns.

# International Marketing 16th Edition Sdocuments

**Edgar H. Adcock (Jr.)**



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