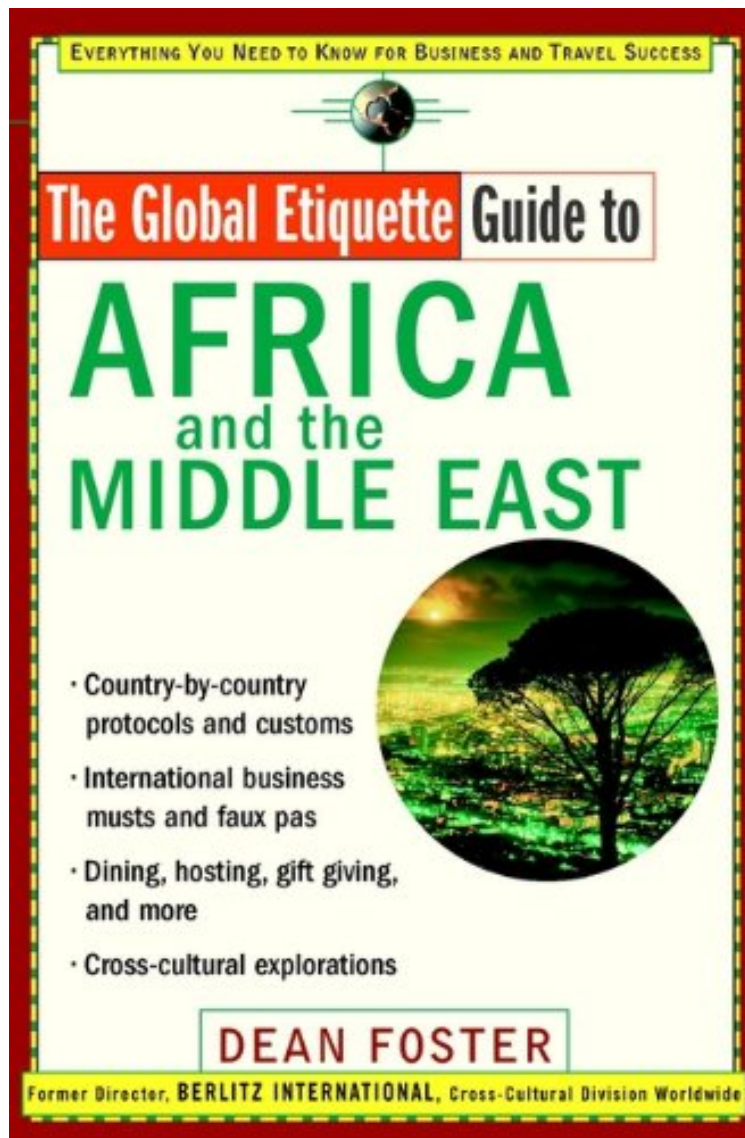


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The Global Etiquette Guide to Africa and the Middle East: Everything You Need to Know for Business and Travel Success

Dean Foster

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Dean Foster : The Global Etiquette Guide to Africa and the Middle East: Everything You Need to Know for Business and Travel Success before purchasing it in order to gage whether or not it would be worth my time, and all praised The Global Etiquette Guide to Africa and the Middle East: Everything You Need to Know for Business and Travel Success:

0 of 0 people found the following review helpful. good book for good price
By Nyema I have an African boyfriend and this book helped me to get an even better view of his culture and their practices. He is always happy that I take such an interest in his culture, and am teaching them to our child. This is a good book for those who are curious to know African and Middle eastern cultures.
0 of 0 people found the following review helpful. Superficial (regarding Southern African countries)
By constant reader I checked this book out of the library to refresh my memory of a place I lived many years ago and am hoping to visit again. The author's experience in southern Africa appears to be at a superficial level, but if you only plan to briefly visit the area without getting into the culture, this book is sufficient. For example, he states that the Bushmen prefer to be called "San", when the opposite is actually true: they would much rather be called "Bushmen", and that is how they refer to themselves (for an in-depth understanding of Bushman culture "The Old Way" by Elizabeth Marshall Thomas is an excellent book). Most of the other observations are true from the perspective of the visitor: potential violence is a concern (true), women don't smoke (false - they smoke in private and in the company of other women), greetings, honorifics, and gestures are generally accurate and are important to understand. This book is targeted to the business traveler, and as such it is a good resource. If you hope to gain insight into the culture and a more in-depth understanding of the people, it would be better to buy a book specifically targeted to the area.

Authored by one of the world's leading cross-cultural experts. Invaluable for both business and leisure travelers. Comprehensive and practical coverage.

From the Back Cover
* Country-by-country protocols and customs * International business musts and faux pas * Dining, hosting, gift giving, and more * Cross-cultural explorations Did you know: * In Senegal, you may extend your wrist-- or even an elbow-- in place of a handshake if you are holding something you cannot put down? * You risk offending your Saudi Arabian guests if, after seeing them off, you leave before they've disappeared from view? In today's high-stakes, highly charged international business world, you simply can't afford a misunderstood gesture, an ill-placed word, or a misinformed judgment. The Global Etiquette Guide to Africa and the Middle East shows both business and leisure travelers how to understand, appreciate, and manage-- as well as maximize the benefits of-- the myriad cultural differences that can exist between you and your African or Middle Eastern business hosts. This fact-filled cultural guidebook provides detailed advice on: ? Dining ? Drinking ? Speaking ? Eye contact ? Hailing a taxi ? Dress ? Negotiating ? Gift giving ? Conducting a meeting ? Tipping ? Holidays ? Dealing with authorities Just as customs vary greatly between the African/Middle Eastern region and the United States, so do they vary among the diverse nations of Africa and the Middle East. What is proper and expected in South Africa, for example, may be a deal-breaker in Syria. With today's politically changed realities, understanding these distinctions is more important than ever. The Global Etiquette Guide to Africa and the Middle East will familiarize you with the customs, habits, tastes, and mores of every key African and Middle Eastern nation--over forty in all-- and help you guarantee the mutual respect and acceptance that are vital for keeping every international business relationship agreeable, effective, and successful. Wiley's Global Etiquette Series provides the practical information you need to travel and conduct business in foreign countries and cultures. Each easy-to-navigate reference book is filled with helpful hints, do's and don'ts, and other rules of the road for travelers of all types.
About the Author
Dean Foster, former director of Berlitz International, Cross-Cultural Division Worldwide, is currently President of Dean Foster Associates in New York City. One of the world's leading cross-cultural experts, he has consulted with most major Fortune 500 companies, is a frequent presenter at international professional conferences, and is featured often on radio and television.