

country Name	???	???	???	???
Making Contacts	1 st appointments are more social. Business contacts are made through relationships. Build one.	Relationships can be useful, but the business at hand is most important.	Who you know is more important than what you know. Nepotism is positively viewed.	The older British can still be very formal and prefer working with companies or people they know, but the newer generations are not as rigid.
Relationships: Deal Focused or Relationship Focused	Relationship focused, the need for interest in your host is great.	Canadians are very deal focused. Have the details and be able to back it up.	Very relationship focused. You must know someone to be trusted.	The British depend upon relationships and this includes business deals.
Time: Mono or Poly	Turkey is a polychromic culture. The clock is important and you should be on time, but relationship still takes highest significance.	Canada is a monochromic culture. Schedules and agendas are taken seriously. Advance preparation is important.	Egypt is essentially very polychromic. The clock does not determine life.	England is a monochromic society. The English believe in organizing one's time carefully
Status and Hierarchy	The person with higher rank will ask questions.	Status is based on what you know. Rational and	The most senior person in the group will be	Use courtesy titles and surname until invited to

	Superiors are given high respect.	logical vs. emotions or feelings. Titles and surnames are usually not used.	spokesperson. Honor is all important in relationships.	be on a first-name basis.
Communication: Reserved or Expressive	Reserved communication but very friendly	Expressive but respectful and non-threatening communication is used but the facts need to be presented not feelings.	Follow the lead of the Egyptian you are meeting. Generally more reserved and soft spoken.	British communication is reserved. This goes at least until a relationship is formed.
High context or Low context	Turkey is a high context culture. Much of the communication is assumed.	Canada is a low context culture. Spoken or written language is preferred.	Generally Egyptians are High context communicators. The use of hand gestures when excited is common.	Understatement and direct communication can be used. Generally the British are considered low context culturally.
Non-Verbal Gestures	Greetings can be an enthusiastic hand shake	Firm handshake and a sincere smile with everyone at a meeting.	Handshakes somewhat limp but hearty smile. Hospitality is very important and is an insult if refused.	Firm handshake, but no other touching. There will not be many hand gestures or other non-verbals.
Eye Contact	Consistent eye contact is considered a sign of sincerity.	Direct eye contact goes along with handshake and smile.	Direct eye contact it shows sincerity and trust.	Good eye contact during greeting but avoid prolonged eye contact as it is disconcerting.
Touch and Personal space	Personal space is not as large as other cultures. Standing close while conversing is common and it is rude to back away.	Personal space is considered an arms length around you. A man may offer their hand to a woman without waiting for her to extend hers first.	Women must initiate handshake but if she does not then the man simply bows his head. Never show affection in public, not necessary to kiss on the cheek when meeting.	A firm handshake is the common for of greeting. No gender issues. Very private and reserved.
Dress Code	For a business meeting dress is formal. Even in the summer heat.	Business meeting attire is not over the top formal but shirt tie and jacket are acceptable.	Good quality conservative clothing at all times. Modest	Good quality and well appointed. A nice suit jacket and tie is suitable.
Gifts	If visiting a home it is customary to bring a	When visiting a home a box of good chocolates,	When dining at a home good quality chocolate,	When invited to a home good chocolate, a good

	<p>small token of appreciation like candy or a picture type book. Always open when received.</p>	<p>flowers (not white lilies) or a bottle of wine is appropriate. Always open when received</p>	<p>sweets or pastries are acceptable for the hostess. Always use the right hand to present gifts. Not opened when they are received. No flowers.</p>	<p>bottle of wine or flowers are normal gifts. Gifts are opened when received.</p>
<p>Negotiation Style</p>	<p>Low pressure, small talk is important. Do not begin with the sales pitch.</p>	<p>Straight forward. Very little small talk. Well organized and schedule is adhered to.</p>	<p>Social and open. Frequent interruptions may happen and other conversations may ensue. The conversation will return to your project when the interrupter leaves.</p>	<p>Meetings can take on a rather formal nature but can also be prefaced by a brief amount of small talk. Be sure to get your facts down and avoid overly dramatic presentation materials.</p>