



## Do's & Don'ts in the Czech Republic

- ▶ Punctuality is important in business and meetings; plan well ahead.
- ▶ English is an accepted business language but hire an interpreter for meetings outside the major cities or for negotiations
- ▶ Address your business partner with pan (Mr. ), pani (Ms.), plus their surname
- ▶ Add professional titles if possible; address your partner with pan or pani plus their title (pan profesor)
- ▶ Expect decision making to be slow due to a focus on details and hierarchy
- ▶ Do not jump to business right away; take some time for small talk
- ▶ Meetings take place in the office or recently also during business lunches, but these could also be offered in the company canteen
- ▶ Czech people tend to view life and judge deals from an almost ideological perspective, freedom and equality as basic principles
- ▶ Beer and breweries are a welcome subject in any conversation; Czechs are very proud of their beer history
- ▶ Gifts are not necessary in business relations; if you do, gifts should be modest but good (such as quality pens, imported liquor or flowers for ladies)

***These do's and don'ts assist you in making a good first impression when meeting business partners. However for a successful business outcome, a tailored cross-cultural approach is key. We gladly provide you with more country and industry specific advice and workshops.***

