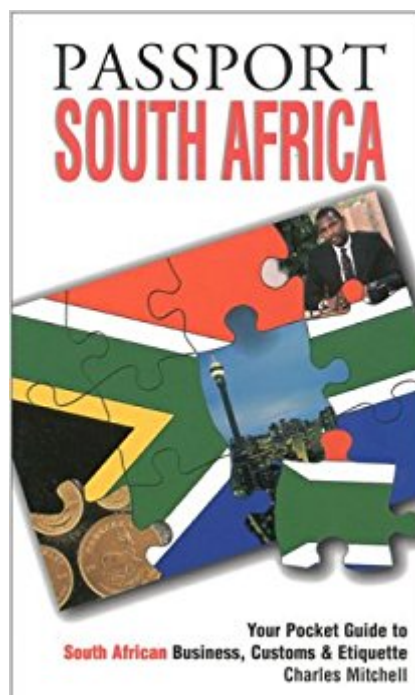




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# Passport South Africa: Your Pocket Guide To South African Business, Customs & Etiquette (Passport To The World)



## Synopsis

Comprehensive guide to the culture, etiquette and communication of South Africa.

## Book Information

Series: Passport to the World

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## Customer Reviews

Success in international business is not just about your product and service, or about terms and delivery schedules. Success is about people, traditions and relationships. Passport to the World books are comprehensive guides to understanding a country's people, culture, etiquette and communication styles. Passport South Africa will help you: Avoid cultural faux pas Learn about South Africa's values and beliefs Understand the reasons behind the actions Develop an effective negotiating style Don't leave without your passport!

Written in 1998, but still has excellent info. It was shipped too slowly so did not arrive before my three week trip to South Africa. Nonetheless, this short book is an easy read. Sections on how to handle business negotiations are probably still relevant. Descriptions of current political climate as it affects business and personal relationships need to be brought up to date. Price was well worth the info even though out of date. Anyone traveling to SA (not on a tour where you have constant guides) should benefit from the info in this book even though it is more than fifteen years out of print.

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