

# The Business Culture in Spain

Based on „Intercultural Communication“ by  
Jodie R. Gorrill, M.A.

## The Culture & Business Etiquette

### SPAIN

#### BUSINESS PRACTICES

THE DECISION-MAKING PROCESS IN SPAIN IS USUALLY UNHURRIED AND CAN BE A GRADUAL, DETAILED PROCEDURE THAT INVOLVES CONSIDERATION FROM VARIOUS LEVELS WITHIN THE COMPANY.

IN THIS RESPECT, MAINTAINING GOOD RELATIONSHIPS WITH YOUR SPANISH COUNTERPARTS FROM ALL POSITIONS ARE VITAL FOR SUCCESS.

WHEN ARRIVING AT AN APPOINTMENT IT IS ADVISED TO PRESENT YOUR BUSINESS CARD TO THE RECEPTIONIST.

WHEREVER POSSIBLE, BUSINESS CARDS SHOULD BE PRINTED IN ENGLISH ON ONE SIDE AND IN SPANISH ON THE OTHER.

YOU SHOULD PRESENT YOUR CARD WITH THE SPANISH SIDE FACING THE RECIPIENT.

AN INITIAL INTRODUCTION AT BOTH BUSINESS AND SOCIAL MEETINGS GENERALLY INCLUDE A FORMAL HANDSHAKE WHILST MAKING DIRECT EYE CONTACT AND IS EXTENDED TO EVERYONE PRESENT, MALE AND FEMALE.

Why is Spain a perfect place for business? If you are travelling to Spain on business, be sure to follow these simple tips on etiquette. Business culture in Spain is more than long lunches and patience. Read more about the hierarchy, negotiations and etiquette when doing. This country profile has been produced to give a short overview of some of the key concepts to bear in mind when dealing with Business Culture in Spain. Background to Business in Spain- Spain is going through a very far-reaching period of structural and organisational change. Find out everything you need to know about doing business in Spain. Written by international specialists for World Business Culture. Business culture in Spain, business etiquette in Spain. Tips for your business trip to Spain. Spain is located on the southwestern shore of Europe just north of Africa. Learn about the country etiquette, customs process, their culture and business. Business practices in Spain. Spanish Business culture principles: first contact, greeting, introduce oneself, behaving, dress code, companies, banks and public. Think you know everything about business culture in Spain? This article explores some common themes that you should know before negotiating in Spain. Fundamental Principles of Business Culture. Meetings F2F are very important, and will be given a warm welcome. If you're preparing to work abroad in Spain, this Aetna International guide to Spanish business etiquette is essential reading. Find out about workplace. Learning the business culture in Spain is imperative for gaining new business and clients in Spain because a business meeting can easily go. Peculiarities of business culture in Spain - how to conduct business talks and meetings. Useful tips for businessmen. blissfulifestyle.com - Find out about business culture in Spain. This guide is part of the Passport to Trade project which examined. Guide to Spain and Spanish culture, society, language, etiquette, manners, customs and protocol. Spanish business etiquette retains certain nuances specific to its unique culture and lifestyle. Here are a few facts for effective business communication. Learn essential business etiquette and business culture in Spain. Topics include greeting, dress, table manners, time and scheduling, and space. Spain is an international business delight. Typical of Mediterranean business culture, Spaniards are extroverted, and often place personality.

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