



Cyprus



Country Overview:

Location: Middle East, island in the Mediterranean Sea, south of Turkey

Size: 9,251 sq km

Population: 1,155,403 (July 2013 est.)

Capital: Nicosia

Exports-commodities: citrus, potatoes, pharmaceuticals, cement, clothing

Imports-commodities: consumer goods, petroleum and lubricants, machinery, transport equipment

Currency: Euro (EUR)

Ethnic groups: Greek 77%, Turkish 18%, other 5%

Religion: Greek Orthodox 78%, Muslim 18%, other (includes Maronite and Armenian Apostolic) 4%

Government type: republic

Chief of State and Head of Government: President Nicos ANASTASIADES (since 28 February 2013)

Language: Greek (official), Turkish (official), English

Cyprus is the 118th largest economy in the world.



Republic of Cyprus / Kypriaki Dimokratia / Kibris Cumhuriyeti

Meetings and Negotiations

-Shake hands, smile, and maintain direct eye contact during the greeting.

-Many Turkish Cypriots lower their eyes during the greeting as a sign of respect.

-Wait to be invited before using someone's first name.

-At small social gatherings, it is polite for the host to introduce all guests that are unacquainted.

-Say goodbye to each person individually when leaving.

-Meetings often veer off the agenda. They are generally not made to make decisions but are rather a time to exchange ideas. Decision making is generally very gradual and it may take time before a final one is made.

Business Attire

-Business dress is similar to most European conventions.

- Men wear dark colored, conservative suits, and women will generally wear a dark colored dress or business suit.

Behavior

-Cypriots prefer face-to-face meetings rather than doing business by telephone or in writing,

-Once a relationship has developed, their loyalty will be to **you** personally rather than to the company you represent. If your company changes representatives, the relationship building will need to begin anew.

-It is **imperative** to show deference and respect to those in positions of authority.

-Under **no circumstances** should you ever let someone think that you do not trust them,

since trust and personal relationships form the cornerstone of business.

-During meals, the oldest person and guest of honor are generally served first. Pass dishes with your right hand only.

Gift Giving

-Gifts are **not** opened when received. It is customary to open later when the giver is absent.

- Gifts are not common in business situations, but are always welcome.

Appropriate Gifts:

-Specialties and souvenirs typical of your country or home state, especially foods.

Gifts to Avoid:

-alcohol and pork products, especially if you do not know if the receiver is Greek or Turkish.

-white lilies, which are used at funerals.

Business Tips continued

Conversation

-Do not raise your voice or appear upset or emotional while speaking.

-Meetings may be interrupted frequently so be patient.

-Business discussions tend to be very lengthy.

-Expect a great deal of

bargaining. Cypriots are skilled negotiators.

-When speaking to someone the same age or in the same position the level of formality will significantly decrease after meeting. However, remember to always speak very formally to elders and people in authority.

-Cypriots tend to be rather direct

in their communication style, but always polite and respectful.

Topics to Discuss:

-the weather, sports, landmarks and beaches in Cyprus

Topics to Avoid:

- religion, politics, asking about the ethnic tension, comparing Greeks and Turks

