



Nepal



Country Overview:

Location: Southern Asia, between China and India

Size: 147,181 sq km.

Population: 30,430,267 (July 2013 est.)

Capital: Kathmandu

Export-commodities: clothing, pulses, carpets, textiles, juice, pashima, jute goods

Import-commodities: petroleum products, machinery & equipment, gold, electrical goods, medicine

Currency: Nepalese Rupees

Religion: Hindu 80.6%, Buddhist 10.7%, Muslim 4.2%, Kirant 3.6%, other 0.9%

Ethnic groups: Chhettri 15.5%, Brahman— Hill 12.5%

Government type: federal democratic republic

Chief of State: President Ram Baran Yadav (since 23 July 2008)

Head of Government: on 14 March 2013, the chief justice of Nepal's Supreme Court, Khil Raj REGMI, was sworn in as Chairman of the Interim Council of Ministers for Elections to lead an interim government and charged with holding Constituent Assembly elections by December 2013

Language: Nepali 47.8%, Maithali 12.1%, Bhojpuri 7.4%



Federal Democratic Republic of Nepal/ Sanghiya

Meetings and Negotiations

- Punctuality is important, although it may take some time to get down to business, and negotiation can be a long process.

- Personal relationships are very important, so time should be spent on establishing them.

- Business tends to be conducted with a combination of formality and sincerity

- Most decision are made **by management** without much input from staff. The top down approach is quite prevalent though there are exceptions to the rule.

Business Attire

- For Men: a suit jacket and tie, or the Nepali dress Code “**Kurta Surwal**” with a Nepali hat may be worn.

- For Women: a **Saree** or

business suit may be worn as well as slacks or long skirts.

- Nepalese Women may wear the Indian “**Salwar Kameez**” (which resembles a long linen tunic with a scarf)

Behavior

- Beckoning someone with the palm up and wagging one finger can be contrived as an **insult**.

- Standing with your hands on your hips will be interpreted as **angry** or **aggressive**.

- Whistling is **impolite** and winking may be interpreted as either an **insult** or **sexual proposition**.

- Never point your feet at a person, feet are considered **unclean**. If your shoes or feet touch another person, apologize.

- Business lunches are preferred to dinners.

- **Always** use the right hand

when shaking hands. You may accept handshakes offered by both sex male and female, but never offer your hand first to women.

- Personal space is important to the Nepalese, an arm’s length apart when speaking is appropriate.

Gift Giving

Appropriate Gifts:

- chocolate and flowers

- Basic, practical items from the west that may not be available in Nepal (knives, electronic gadgets, toiletries).

Gifts to Avoid:

- When purchasing flowers, be sure to stay away from frangipani as they are associated with funerals.

- Be weary of meat as Hindus do not eat beef, and Muslims do not eat pork due to their religion. Cows are considered sacred.

Business Tips continued

Conversation

- “**Namaste**” is the traditional greeting in Nepal. A person places his or her palms together with the fingers up in front of his or her chest or chin and says “**Namaste**”, or “**Namaskar**” to superiors.

- For **Yes** : shake your head from side to side, and for **NO**:

nod your head up and down

- Thankfulness is expressed by facial expressions rather than verbal expressions.

- It is best to allow time for small talk before getting down to business discussions. Questions about family, work and life experiences are good ways to establish these relationships.

Topics to Discuss:

- Popular sports in Nepal are those that require individual effort. Mountain flight, paragliding, bungee jumping, and white water rafting are very popular.

Topics to Avoid:

- The Nepalese are superstitious. Also, Nepal is a male-dominated society, discussions on feminism would not be appropriate.

