



Australia



Country Overview:

Location: Oceania, continent between the Indian Ocean and the South Pacific Ocean

Size: 7,741,220 sq km

Population: 22,262,501 (July 2013 est.)

Capital: Canberra

Export-commodities: coal, iron ore, gold, meat, wool, alumina, wheat, machinery and transport equipment

Import-commodities: machinery and transport equipment, computers and office machines, telecom. equipment and parts; crude oil, petroleum products

Currency: Australian Dollar Bill (AUD)

Religion: Protestant 27.4%, Catholic 25.8%, Eastern Orthodox 2.7%, other Christian 7.9%, Buddhist 2.1%, Muslim 1.7%.

Government Type: federal parliamentary democracy and a Commonwealth realm

Chief of State: Queen of Australia ELIZABETH II (since Feb. 1952), represented by Governor General Quentin BRYCE (since Sept. 2008).

Head of Government: Prime Minister Julia Eileen GILLARD (since 24 June 2010); Deputy Prime Minister Wayne Maxwell SWAN (since 24 June 2010)

Language: English 78.5%, Chinese 2.5%, Italian 1.6%, Greek 1.3%, Arabic 1.2%, Vietnamese 1%, other.

Australia is the 18th largest economy in the world.



Australia / Commonwealth of Australia

Meetings and Negotiations

- Be **punctual**, although your Australian counterparts may not.
- Australians are accustomed to dealing with strangers and will not deem it necessary to have small talk prior to negotiations.
- To greet; give a firm handshake. It is **uncommon** for a man or woman to shake a woman's hand, even in business settings.

-Normally, men and women will **hug** and **kiss** when greeting. Kiss once on the right cheek.

-When addressing others; Mr., and Ms. are most appropriate with their surname following. Using titles is usually considered pretentious and **unnecessary**.

-Business cards are always important to have but Australians do not fuss about them. Hand your card using one hand and when receiving, lay theirs on the table in

front of you.

Business Attire

- Men— standard business dress code; a black or navy suit, white shirt, and a tie.
- Women- conservative; skirt or trouser suit with a white blouse.
- Australians are tolerant of other cultures and accept others who wear their cultural or religious dress.

Behavior

- Personal space is valued, so stand an arms length apart. Also, do not pat, slap, or hug other men in public.
- Making a 'V' with your pointer and middle finger, and holding it palm outwards is considered vulgar and **rude**.
- Remember: **be** friendly, relaxed, and unpretentious.

Gift Giving

-Gift giving is uncommon within Australian business culture, but is becoming more popular.

-Australians give gifts when they close a deal to show good faith.

-It is a nice gesture to send greeting cards or thank-you cards after the visit.

Appropriate Gifts:

- Gifts related to the person's business or hobbies are appropriate.
- Gifts unique to a particular region of your home country are appreciated.
- Pens, business diaries, and mementos with company logos

Gifts to Avoid

-Do not give expensive gifts, as they could be perceived as a bribe. Your thoughtful choice is considered more important than the actual cost of the gift.

Business Tips Continued

Conversation

- Australians are down-to-earth, matter-of-fact, and enthusiastic.
- English is the official language but they do carry a slight accent and use colloquial speech.
- Don't be surprised if you encounter a debate with your Australian business partners; they find it entertaining to have opinionated conversation.
- Pauses in conversation will cause a feeling of discomfort for an

Australian.

-**Avoid** being boastful about your accomplishments; gaining respect through actions will leave a greater impression.

-If you need clarification on something said, do not hesitate to ask an Australian what he/she means.

-It is polite to maintain eye-contact when communicating.

-Common Australian Expressions: 'flat out' = really busy
'How ya goin?' = How are you?

'Fair dinkum' = honesty, truth
'mate' = friend

Topics to Discuss:

-Weather, sports (particularly Australian Football AFL in Victoria, and National Rugby League NRL in New South Wales and Queensland

Topics to Avoid:

-Religion, politics, sex, criticisms of Australian culture and lifestyle, migration and aboriginal issues in Australia