

# Business culture and organizational behavior in France

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**Why we choose France?**



A man in a dark suit is shown from the chest down, with his right hand held out in a gesture. Overlaid on the image is the French flag (red, white, and blue horizontal stripes) and the title text in yellow. The background is a gradient of blue.

# Aspects of Business Culture in France

# Tone and Language

- \*Have a soft and nonaggression voice
- \*Body languages isn't too loud
- \*Be genuine in approach and attitude



# Appearance and style

- \*Have good knowledge for the fashion culture
- \*Don't be too flashy
- \*Men should wear a dark conservative suit
- \*Women should wear a suit or dress with soft colors



# Business card

- \*Very important to have your card  
primary language and also in French
- \*Your card will be reflect the effort you put into it
- \*Simple but very detailed



# Meeting

- \*arrangements are made around their schedule
- \*avoid planning meetings during the summer
- \*give a two weeks notice





# Follow up

- \*Waiting period of a day or two after the first meeting before following up
- \*usually a phone conversation will take care of any undecided decisions



# Successful Business Relationships in France

**Relationships** are an important part of French business culture, and you will often spend a few minutes getting to know your colleagues before discussing business.



# References

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