



How to work in France: business etiquette



How to work in France when you come from a foreign country?

In this section, we are going to teach you a bit about **the do's and don'ts** when doing business in France.

Answer the questions (write T for True and F for False), then read the article to check your answers:

<https://businessculture.org/western-europe/business-culture-in-france/business-etiquette-in-france/>

- Don't call a French business partner during lunch time hours as he probably won't be available.
- Feel free to invite a French client to a restaurant so that you can discuss some business matters over lunch.
- Always leave your hands on the table during the meal.
- Call your business partner by his Christian name when you meet him/her for the first time.
- You should make eye-contact while shaking hands to say *hi*.
- You don't actually need to speak any French to build a good relationship with French partners.
- It's alright to wear casual clothes for business meetings: the French are classy and stylish, but open-minded and tolerant as well !
- When meeting you for the first time, it isn't unusual that your French business partner uses « tu » rather than « vous » in a start-up company.
- The French are very reactive, so you can schedule a meeting without much notice.
- Don't be late at your meeting, punctuality is important in France.
- It's wise to put everything in writing after an appointment with a French partner.



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Find out more by reading another article about doing business in France:

<https://www.todaytranslations.com/consultancy-services/business-culture-and-etiquette/doing-business-in-france/>

- You're an American entrepreneur invited for a private dinner in Paris: it's a good idea to bring an excellent bottle of wine from California.
- It's better to build a long-term relationship with French executives.
- Don't hesitate to suggest bold ideas: the French like taking risks !
- Patience is the best quality when dealing with French business partners.
- Feel free to speak about personal matters with your French partners.
- Aggressive selling techniques will work well in France.
- If the French constantly interrupt your presentation to ask you questions, it means they probably won't be interested in your project.
- After the USA and China, France is the third tourist destination with more than 80 million visitors per year.
- Show your approval with the OK sign (a circle with the thumb and a forefinger) during a meeting.
- Don't touch your French partners: you shouldn't invade their personal space, so always keep a one-meter distance when talking to them.
- Translate your business card into French because French people are not proficient in English.