



		Britain	USA	Canada
Meeting	Greeting	keep distance with a firm handshake, use subdued body language	a moment of social bonding at the start	
	Business cards			appreciated to have business cards (for French businesses)
	Behaviors		evaluate performance based on level of participation	avoid misunderstandings caused by inappropriate language choice between English and French
	Business lunches	short business lunches (not popular as they used to be)		
	Punctuality	important	important	important
Work ethics		employment based on efficiency, abilities, and contribution		
				better work-life balance

keep a distance for Anglophone, but more expressive for Francophone

keep distance with a firm handshake, no physical contact like hugging

avoid sloppy and inappropriate behaviors or interruption when the boss is talking

avoid excessive loudness, sense of humor, over-familiarity, or even politeness

digital exchange by a smartphone and a LinkedIn profile

business cards, often in black and white, with a simple design

a quick start (or a few French words if working with the French)

an exchange of pleasantries at the start

acknowledge others' points and, if necessary, agree to disagree

respect everyone's opinions regardless of their position

business lunches (more popular) but not for serious discussions

little favoritism in business culture, success achieved by themselves

influenced by a love for alcoholic drinks

business discussion during breakfast, lunch and dinner

competitiveness, success not gained at the expense of others

influenced by the respect of merit and belief in equality

"work to live" culture

"live to work" culture



		Britain	USA	Canada
General attitude		rather formal style (age differences and status are also a determinant), with some modern familiarity		
Communication	Style	less direct, more likely to require subtext		
	Politeness		more open with a positive twist	polite, almost to a fault (but shopkeepers not overly friendly or aggressively present)
	Taboos		safe topics: sports, family, hobbies, and pets	
Negotiation styles		deferential, indirect, affable, and relaxed		
			little familiarity with patience	
				little respect for the "hard sell" or a "glitz and blitz" attitude
Friendship		a clear distinction between acquaintances, co-workers and friends		

generally collegial, but with expected respect toward senior colleagues (rank earned by achievements)

informal style (boundaryless and flatter organization, regular social events)

strong polite language ("please," "thank you," and "sorry!" heard everywhere)

directness over politeness and diplomacy, a bit blunt to the Europeans

more direct, often perceived more literally

less direct to avoid being offensive or causing conflicts

taboos: remarks about race, age, gender, or sexual orientation

taboos: religions, (for sex and money, it depends)

likely to use dry humor

likely to be modest and respectful

an unhurried feel

exercise great patience

reasonable, pleasant and goal-oriented (win-win situation)

informal, cordial, and direct, perhaps a bit boastful

willing to engage in a competitive bargaining process (hard-sell)

not fond of aggressive selling techniques

a deep or more superficial friendship, based on a common interest

low maintenance and guilt free, less likely to rely on a friend for help