

AtoZ World Business



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1. Go to https://ezproxy.greatbay.edu/login?url=http://www.atozworldbusiness.com/login_transport.php?c=gbcc. For off campus login, use your college email username and password.
2. You may view guides by country under **Country Business Guides**, or select an option under **World Trade Resources**.



Algeria: Business Culture Business Meetings

Patience, a local source, and modesty are key elements necessary for a productive business meeting. It is wise to obtain a local source who will provide you with the proper introductions (do not make direct contact on your own) and, if necessary, interpretation. Lower-ranking personnel will initiate business meetings, and securing their approval is key to obtaining access to higher-ranking personnel who make the decisions. Establish a rapport by engaging in small talk. However, as the meeting progresses there will be gaps and pauses. Be patient and be conscientious of your body language.

Preparation

In preparing to do business in Algeria, it is not advisable to establish contact directly with a local source provide you with a suitable introduction. Like the society in general, relationships tend to be more personal rather than strictly contractual, and a local source will facilitate your introduction into the business community. Your country's embassy services division specializing in helping businesspeople.

It is essential to make appointments more than a month in advance, especially if mail is not widely used or accepted in Algeria for correspondence, and it is especially important to set up an appointment. Arabic is the generally accepted commercial language; English is spoken infrequently. It is acceptable to inquire in advance of negotiations, but even if you speak the designated language, be prepared to have an interpreter for better interpretation, especially considering the variance of spoken Algerian. Standard Arabic.

Even the slightest attempt by a foreigner to speak the Algerian brand of Arabic in a place to start is to learn just a few simple phrases. Useful expressions include

Hello	As-salaam alaykum
Response to hello	Wa-alaykum es-salaam

3. A **Country Business Guide** offers basic demographic and geographic data, guides to business culture and etiquette in that nation, and legal information regarding business formation, banking, security and trade. Use the menu on the left to view different pages in the guide.
4. **World Trade Resources** include country codes, importing to and exporting from the USA, and currencies, and much more. Once you have entered a resource, you can navigate between other world trade resources on the left.

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