

- CULTURAL DIFFERENCES IN NEGOTIATING, SIGNING, AND RESPECTING CONTRACTS AMONG EU COUNTRIES -



1. Find out how the Greeks handle negotiations!

Greek negotiators prefer personal contact during negotiations, seek flexibility in meetings regarding discussion topics and breaks, highly value proper pre-meeting preparation, and are used to verbal and written agreements depending on whether money transactions are required or not.

2. Find out how a Romanian negotiator's profile varies from region to region!

Negotiators from the South opt for a fast process, are bargainers, disorganized, social, open-minded, opportunist, and focus on interpersonal relations, while those from the rest of the country opt for a slow process, are well-organized, trustworthy, rigid, close-minded, punctual, and focus on relationships with and between companies.



3. Find out what should be done for a successful negotiation in Poland!

Some tips included among others regard the importance of recommendations by mutual business friends and in-person meetings for trust gaining, the usefulness of contacts with larger businesses and arranged meetings with their staff, the high estimation of punctuality and polite behavior, and the need to avoid references in sensitive topics while negotiating.



4. Find out how negotiations are made under English Law!

Some English law elements regarding contractual negotiations are: good faith and obligation of exclusivity are not required, pre-contractual negotiations are not legally binding, and confidential info are not to be used arbitrarily or else compensation can be claimed.



5. Find out the negotiation etiquette in Slovenia!

Meetings are essential in Slovenian business culture, while negotiations follow a give-and-take approach aiming at win-win outcomes. Specific rules are followed regarding signing domestic and international contracts and a responsible attitude is required toward customers, clients, suppliers and business partners.

