

BUSINESS ETIQUETTE

AFFIRMATIVE ACTION

South Africa is trying to reverse the discriminatory practices of the past with an affirmative action policy favouring black partners and employees. It is advisable to go with the flow.

GREETING

African people will greet you and then immediately enquire about your health before introducing themselves. Don't be fazed by this; it is regarded as the polite way to greet someone.

TOWNSHIP TIME

Being punctual is not always a priority.

Lateness is jokingly referred to as observing "township time".

GET-TOGETHERS

It is common for South Africans to entertain at home, and if you go, be prepared for some unusual meats, including giraffe, venison or goat. It is unusual for spouses to be included in business dinners, particularly in the black business community.