

Franchising in Peru?

Things To Know Before You Go



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- Being punctual for meetings is important but do not be insulted if your Peruvian contact is late.
'Kiss, Bow, or Shake Hands', Terri Morrison, 2006
- Nonbusiness topics to engage in are: the Peruvian culture, history, sports, cuisine, and the national drink Pisco Sour. Not politics. *Orasi Consulting Group*
- Schedule meetings at least a month in advance and confirm arrangements the week before. Unannounced visits are often frowned upon in Peru. www.ehow.com
- Avoid hard selling and conflict or confrontation. Saving face is important in Peru, so don't be surprised if it appears that your counterpart seems to agree to everything you say, but no contract is signed. *Culture Crossing*
- Peruvians believe that negotiation is done with people rather than with the companies that they represent. It is best not to change negotiators.
Global Negotiator
- Peruvians place a great deal of emphasis on building relationships and this extends to the business world. Peruvian candidates will want to get to know you before reaching a deal.
www.justlanded.com
- The pace of negotiation is slow and Peruvians prefer simple contracts.
Global Negotiator
- Final decisions are usually made by the highest-ranking officers, so it is best to have them in your meetings.
Culture Crossing