

## 《日本人最擅长开会吗?揭秘不同国家的会议文化》

If you want to get your point across in a meeting in Finland, keep quiet; and let your counterparts deliberate. Of course, that won't work at all in, say, Canada.

在芬兰,如果你想在会议上让别人明白你的观点,就要学会安静,让对方思考一下。 当然在加拿大,这个方法却一点儿也不适用。

As more of us do business across cultures and far-flung offices, every meeting can feel like a riddle. What do the long silences, idle chitchat and serious faces really mean in context?

It's best to prepare ahead of time so you can quickly zero in on cultural quirks before you head to the meeting table. Here are five rules of thumb for different countries to make navigating your next international meeting a little less nerve-wracking.



## Stick to the schedule

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Where: Germany, Austria, Japan

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We've all been to meetings that have a loose agenda, if any at all. They don't start on time and they seem to repeat as stragglers wander in. Not so in these countries. Japanese users of Do.com, an online meeting platform, are more likely to create a detailed agenda and pass out supporting documents several days prior to a meeting than meeting goers in any other country, according to founder Jason Shah.

"People [in Japan] are cognisant of how much time remains and don't go over," said Shah. It's expected that you'll understand the written materials ahead of the meeting. If a meticulously planned meeting runs over the allotted time, the gathering might be deemed unproductive, he adds. Ultimately, it can lead to a negative outcome because participants may be seen as inefficient.

Germans and Austrians have a similar sentiment, said Stuart Friedman, founder of Global Context, a cross-cultural communication firm based in Redwood City, California in the US. In the US, a well-planned gathering that exceeds its scheduled time might signal great interest or excitement over the topic, but meetings that run long in Germany are often taken to mean that the parties are not communicating efficiently, he said.