

Frenchgerman Business

Colin Mellors,David Pollitt,Andrew Radtke

B2B Sales of German Small and Medium-sized Enterprises. Challenges in Cross-border Sales Within the Context of German-French Business Relationships Yves Scheffler, 2018 For decades Germany and France have been forming the core of the European Union. They generate about 40 per cent of total economic output in the Euro Zone. Nowhere else, there does exist such an intense relationship between neighbouring economies like between these two countries. Those links go far beyond external trade relations and are targeted towards mutual business cooperation. In the light of globalisation, a rising number of competitors, increasing customer demands and short product life cycles, cross-national commerce are of great importance for German Small and Medium-sized Enterprises (SMEs) – particularly in the B2B sector. Sales is often tagged as an enterprise's figurehead. It is responsible for determining whether a manufacturer effectively conveys its capabilities to the B2B customer. To date, there exists no single reference book covering all four topics of this paper's headline: B2B, SMEs, sales and Franco-German business relationships. The ongoing literature is mainly focussed on large firms. The subject of international sales has hardly been investigated, yet. Apart from the sales excellence approach, there are few selling models for corporate practice. The lack of sales expertise both in theory and practice is thus not the ideal prerequisite for succeeding on a cross-border scale. This study addresses sales challenges of German SMEs with its trading partner France in the B2B sector. It should be stressed that the focus is on SMEs from Germany only. The company size of French business partners does not play a role in this context. The acquisition-related part of sales (selling) is highlighted while the physical component (distribution) is secondary within the framework of this assignment. In consequence, the central question is to figure out what kind of challenges German SMEs must face when exerting B2B sales activities in France. A related sub-issue is defined as follows: "Which type of challenge has the greatest impact on cross-border sales operations in France?" The declared purpose of this study is to answer the above-mentioned queries. Following the acquired basic knowledge this is done through an empirical survey. Furthermore, it is targeted to provide recommendations in order to enhance sales efficiency and effectiveness of German SMEs.

Negotiation Theory for French-German Business Sebastian Baumhackl, 2006

The Emerging European Enterprise Gareth P Dyas, Heinz T Thanheiser, 1976-10-28

Harrap's Five Language Business Dictionary Monika Angerer, 1991-01-01

Harrap's Five Language Business Dictionary Monika Eberhard, 1991 Provides business vocabulary of 20,000 headwords and 80,000 translations in five European languages.

Dictionary of Business Academie des Sciences Staff, 1994-01-01

Germans and French in Business Life Sarah-Jane D. Pill, 2006

Four Language Business Dictionary John B. Gibb, 1994-01-01

Business Atlas of Western Europe in English, French, German and Spanish Languages Gower Economic Publications, Gower Economic Publications Staff, 1974-01-01

Cross Cultural Management in France Christian Herbst, 2005-06-09 Seminar paper from the year 2004 in the subject Business economics - Business Management, Corporate Governance, grade: 2,0, Stralsund University of Applied Sciences, course: Cross Cultural Management, 10 entries in the bibliography, language: English, abstract: The recent 20 years have been the era of globalization with enormous growth in international trade and foreign direct investment (FDI). In former times, most Western companies did not engage in international business. On the one hand their domestic market seemed to be attractive enough and there were sufficient opportunities for growth. On the other hand, companies did not have to take into consideration the specific features of foreign markets, such as foreign languages and "strange" cultural behaviour. Nowadays, however, the changing business environment has forced most companies to seek opportunities in foreign markets as well. (Compare: Kotler, Armstrong, Saunders, Wong; Page 166) This development has led to the existence of so - called MNCs - multinational companies, which conduct business globally. Nowadays, there is no economy in which foreign companies are not active. In those companies, employees, suppliers and customers come from many different cultures, which has led to an increasing awareness about questions related to Cross Cultural Management (Compare: Bergemann, Sourisseaux; Page 9) In my essay, I will concentrate on this topic and I will try to describe cross cultural management in France. Concerning the structure of this essay, I want to start off by trying to give an explanation of the term culture. Afterwards, I will explain one of the best known models to describe cultural dimensions -Hofstede's 5-D-Model- and point out French and German cultural elements. But my main goal is to show how culture influences the management process and the business behaviour of the French company leaders and to compare these elements to the German business people. I will explain some differences between German and French business people, as far as management and leadership are concerned, by the help of an investigation of small and medium - sized companies. By describing three important features - values and objectives, internal leadership and external leadership I will point out the main differences between German and French company leaders, as far as leading and representing the firm, but also behaviour in daily business life and the relationship to business partners is concerned. Finally, I will point out, what German business people have to consider when they do business with French companies, how they can avoid mistakes in business decisions, how Germans should behave in a French company and draw a conclusion of this essay.

Understanding the Intercultural Differences between Germans and the French in the Working Environment Sarah-Jane Pill, 2006-01-11 Inhaltsangabe: Abstract: In an ideal world, the policemen would be English, the car mechanics German, the cooks would be French, the bankers Swiss, and the lovers Italian. But in the real world, we must not forget that there are also policemen that are German, car mechanics that are French, cooks that are English, bankers that are Italian and lovers that are Swiss (www.analytictech.com). Internationalisation and globalisation have an enormous affect on every day life. The number and intensity of contacts in business life, school, apprenticeship, advanced training or in private life between people from different cultures is ever-increasing. Due to a growing number of international companies and mergers, working together with foreign colleagues has become a usual occurrence for many people. It is therefore a central topic of the 21st century to cope with

cultural diversity and develop intercultural competence. Looking back at history, interaction between cultures is nothing new. Interstate contacts and intercultural processes have always been the result of political, military, economic and religious actions. In the majority of cases, the enlargement and stabilisation of the power structure were the fundamental causes for these processes. Due to an expanding transportation system and technological progress, globalisation has entered a new dimension. Nowadays, information can be passed on across the globe easily and inexpensively; exchanges between schools, universities or businesses have become a stable feature; travelling around the world is no longer the privilege of the rich. Accordingly, there are several areas of life affected by cross-cultural interactions; a very complex one is the working environment, which is the subject of this thesis. Understanding the dynamics of international business encounters requires a fundamental shift from comparative studies of cultural differences to the study of intercultural interactions. The decisive issue in international management is not the existence of differences, but the way behavioural differences are perceived, interpreted, and managed by members of different national cultures. This research will clarify the intercultural aspects of business relations between French and Germans. Why is this relationship of such great interest? As the European Union grows, the idea of a European identity is spread among its member countries. Although these countries have a relatively close geographical [...]

Business Terms, Phrases and Abbreviations, with Equivalents in French, German, Spanish, and Italian, and Facsimile Documents ,1921

Germany Pedro Macedo Leao,2011-09-16 A must-read guide for every businessman.Which abilities' needs today a businessman working for a company that claims not only in domestic market but also in the German market?This book aims to raise awareness of the environment and the German typical errors that can be easily avoided if there is some concern in trying to understand the German mentality, the German market and the situations you will encounter when approaching the market.Doing business with Germans can be difficult, but it need not be. This guide to doing business in Germany is intended to highlight some important key areas that one may encounter in Germany. After ten years in Germany, I know the country inside out.Readers should understand that this book, although it concentrates on business culture, is intended to be useful to anybody planning to deal with Germans in any way.

Handbook for Multilingual Business Writing ,1994

Talking Business French Sandra Truscott,Margaret Mitchell,1995 This is part of a series which covers the NVQ and GNVQ language options in Business, and Leisure & Tourism, and is available in French, German and Spanish. Each course comprises a student book, a resource and assessment file, two presentation cassettes and two consolidation cassettes. End-of-unit progress checks are cross-matched with NVQ criteria for assessment in reading, speaking and writing, and each of the resource files contains photocopiable worksheets and a cassette for preparation and assessment in all four skills.

4-Language Business Dictionary John B. Gibb,1994 Ce lexique multilingue, construit à partir des termes américains les plus utilisés dans le monde des affaires, présente un intérêt particulier : la langue RUSSE. En

effet, bon nombre de dictionnaires couvrent déjà les langues anglaise, française et allemande, mais rares sont ceux associés au russe. Avec ses 3000 entrées (termes et locutions), dirigées vers le commerce en général, il aborde entre autre la comptabilité, la banque, l'informatique, les projets de construction, le droit, le marketing, et les affaires. L'auteur, businessman confirmé et citoyen américain a mis dans son ouvrage le fruit de son expérience recueillie tant dans les pays d'Europe que dans le continent américain. Il espère que cet outil rendra les services attendus auprès des hommes d'affaires, des fonctionnaires internationaux, des diplomates, des étudiants et des ingénieurs commerciaux, confrontés aux difficultés linguistiques rencontrées sur le terrain.

The Business Culture in France Colin Gordon, Paul Kingston, Paul W. Kingston, 1996 French business culture presents an intriguing picture to outsiders. Colin Gordon examines the key features of business practice, the business environment and business people. Specific aspects of French business culture are considered in the context of governmental, economic and legal influences. The author then goes on to look at the financial world, labour markets, trade unions and business organizations, training, environmental concerns. Finally, entrepreneurs and business people form the subject of an interesting analysis of the human side of French business culture.

Convergence or Divergence in Europe? Olivier de Bandt, Heinz Herrmann, Giuseppe Parigi, 2006-09-28 Against the background of the introduction of the Euro in 1999, France, Germany and Italy have recently experienced higher divergence in terms of GDP growth. Based on a set of original papers produced by a team of economists from the three main National Central Banks of the Euro area this book analyses the latest developments in three important European economies in a broad perspective, using modern econometric techniques.

Germany's Commercial Grip on the World Henri Hauser, 1918

Directory of Language Training and Services for Business Colin Mellors, David Pollitt, Andrew Radtke, 2005-11-02 Language acquisition and training is a key concern for businesses of all types and sizes. This Directory is an invaluable resource for anyone needing information on language training for business. The Directory also provides information on services for business such as translation and interpreting. Ordered A-Z by institution, the Directory will enable speedy identification of providers from a bank of over 400 institutional and other contacts across the UK.

Unveiling the Power of Verbal Artistry: An Psychological Sojourn through **Frenchgerman Business**

In a global inundated with screens and the cacophony of instant transmission, the profound energy and mental resonance of verbal beauty usually disappear into obscurity, eclipsed by the continuous barrage of noise and distractions. Yet, nestled within the lyrical pages of **Frenchgerman Business**, a interesting work of literary brilliance that impulses with natural thoughts, lies an memorable journey waiting to be embarked upon. Composed by a virtuoso wordsmith, this enchanting opus instructions readers on an emotional odyssey, softly exposing the

latent potential and profound affect stuck within the complex web of language. Within the heart-wrenching expanse of the evocative evaluation, we can embark upon an introspective exploration of the book's key themes, dissect its captivating publishing fashion, and immerse ourselves in the indelible impact it leaves upon the depths of readers' souls.

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