

Failure to do this would give Indonesians the impression that you are patronizing or worse, that you underestimate their knowledge and skills.

Indonesians who have never traveled abroad may have misconceptions about Canadians and other westerners. Indonesians gain most of their knowledge of western cultures from the media. Western movies often portray westerners as having few morals and uninhibited life styles. Although most westerners are not like this, it is, unfortunately, the perception many Indonesians have of them. Aside

from being a business person, you are a cultural ambassador when you travel to a foreign country, and should act accordingly.

Unaware of Canadian taxation levels and the high cost of living in Canada, most Indonesians will assume that you are rich. You will eventually become aware of the disparity between expatriate and Indonesian levels of remuneration. To counter misconceptions, try to understand the basis of Indonesians' perceptions, and communicate your views politely. Sharing insights on each other's cultures will lead to mutual understanding and respect.

### ***Suggested Approaches***

Canadians will run into difficulties in Indonesia if they rely on western ways of doing business.

In Canada, business partners usually have similar agendas and goals. Business people in Canada often travel for short periods, making full use of their time by conducting several meetings each day. They do most of their planning and preparation by phone, facsimile and e-mail. In meetings, Canadian partners generally like to get down to business after a few preliminaries. They like to keep to a set agenda and time table.

Canadians like to deal in quantitative terms and often rely on hard data to



guide their decision making. Canadian business people often consult lawyers on business matters and are accustomed to binding contracts. They often review the minutes of meetings before finalizing agreements.

Canadians must be realistic when planning business trips to Indonesia. If it is your first trip and you have few contacts, you will need extra time to establish contacts and arrange meetings. Don't attempt to see ten people in two days. The traffic jams of Jakarta will cause delays. Travel to other parts of Indonesia can be slow, especially by car. Allow plenty of leeway so that meetings can be arranged and rearranged if necessary.