

# Australia



## Introduction

Australia has a population of almost 20 million people in a country not much smaller than the contiguous 48 United States. However, the great majority of the population is located in a few major urban centers. The large majority of the population (93%) has a European heritage, primarily English. The predominant language of the country is English with Christianity the largest religion (75%).

The Aborigines who are indigenous to Australia, and are thought to have canoed to Australia from Southeast Asia some 30,000 to 50,000 years ago. Scientist established this time frame using radiocarbon dating techniques. The Aborigines believe one's exact birthplace determines your position within a clan or kinship group, and gives you with a secret personal name. They also have a strong devotion of kinship, and believe in *walkabout* -- the desire to revisit the sacred sites.

From 1901 until 1973, Australia wanted to prevent racial tension and cheap labor so a "white Australia" was the immigration policy. In 1973 this policy was changed so there is no longer restrictions based on race or nationality, only employability and skills. To further change the culture a federal Office of Multicultural Affairs was established in 1987. They are trying to have social cohesion by tolerating ethnic differences.

## Fun Fact

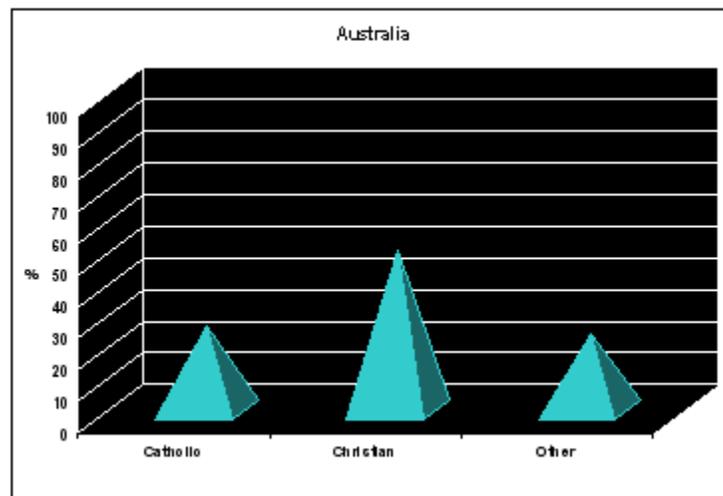
Australia is a very friendly and open culture. However, "G'day" the informal "hello" is *overused* by tourists. The Australians expect one's work to speak for itself, so they are not impressed with your position, title, or status. Don't arrive in town wearing the latest status symbol to announce how important *you think you are*. Plus, Australia had a "gold rushes" in the 1850s and 1890s. Earlier gold discoveries were kept quiet so chaos didn't break out. But the 1848 California gold rush enticed miners to leave Australia, so the 1850 discovery was not kept quiet.

# Geert Hofstede Analysis Australia

[Click Here for Geert Hofstede country scores](#)

The Geert Hofstede analysis shows the high level of individuality Australian's hold dear. This is reinforced in their daily lives and must be considered when traveling and doing business in the Country. Privacy is considered the norm and attempts at personal ingratiating may meet with rebuff. Uncertainty avoidance is relatively low with a family centered culture and a stable society [More Details](#)

## Religion in Australia



\* WORLD FACTBOOK 2002

## Appearance

- Men wear a conservative dark business suit and tie.
- Women may wear a dress, or skirt and blouse, for business.
- Informal clothing is appropriate when not attending business functions. Casual pants are fine for men, but women are rarely seen in pants.
- Men should not become physically demonstrative with another man, or wink at a woman.
- Do not give the "thumbs up" sign, or use a crooked index finger to call someone over. Both

gestures are considered offensive.

## Behavior

- Being punctual is critical.
- Maintain good eye contact during meetings and conversations.
- A single, male passenger using a taxi should sit in the front seat.
- Gift giving is not a common practice in business.
- You may bring a small gift of chocolate, wine or flowers if invited to someone's home.
- When paying for a round of drinks, do not pick up the tab out of turn, and make sure to pay when it is your turn.
- Should you approach a line/queue, go to the end/back and wait your turn.
- Do not litter.

## Communications

- English is the spoken language
- Shake hands when meeting and when leaving.
- Women may greet other women with a kiss on the cheek.
- You may present your business card when introduced. However, you may not receive a business card from an Australian, as they do not always use them.
- Australians are friendly and open, but directness and brevity are valued.
- Opinions are respected, and opinionated discussions are entertaining.
- Be an active listener, and ask if you do not understand something in the conversation.
- Do not hype yourself, your company or your information.
- Sightseeing and sports are good conversational topics

- Afternoon tea is about 4:00pm
- Tea is between 6:00 - 8:00pm and is an evening meal
- Supper is a late night light meal or snack