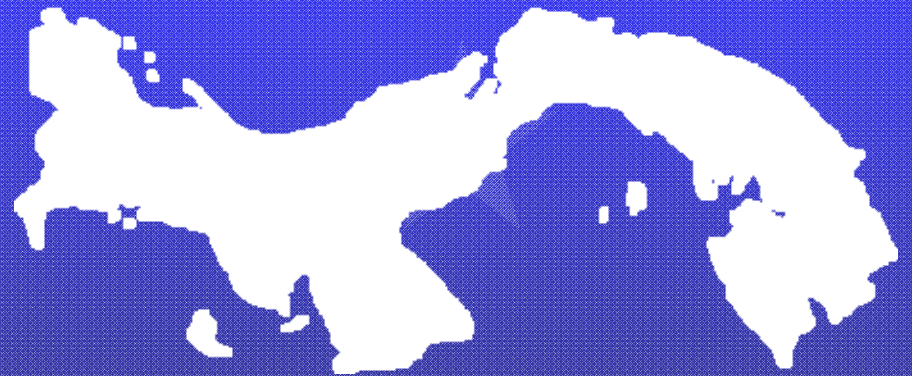
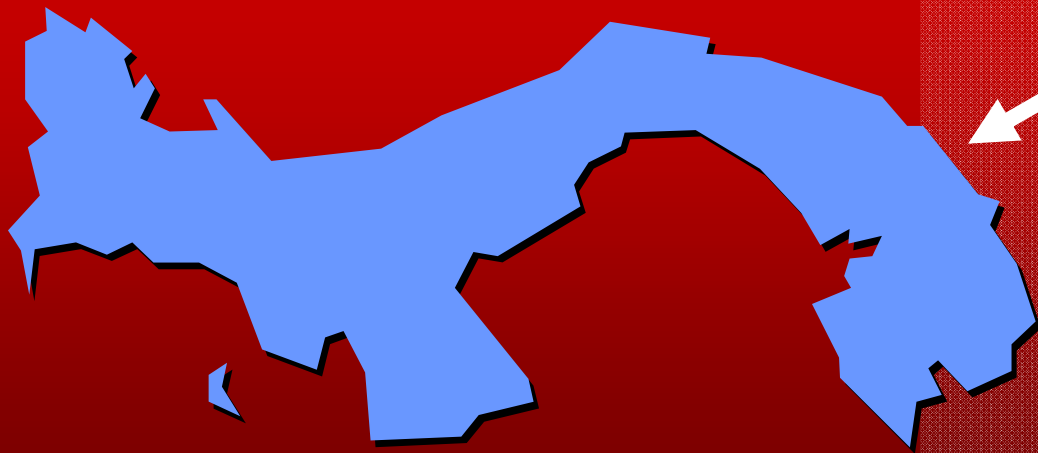


Panama!



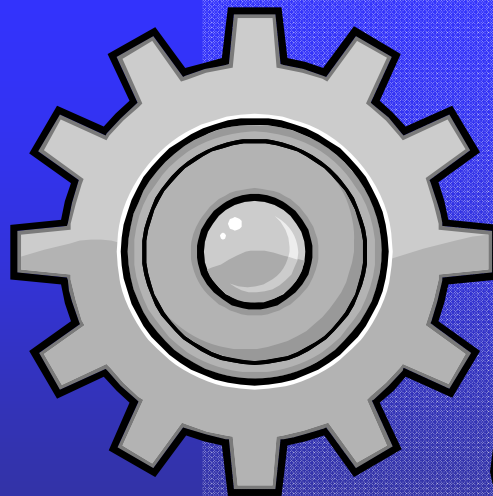
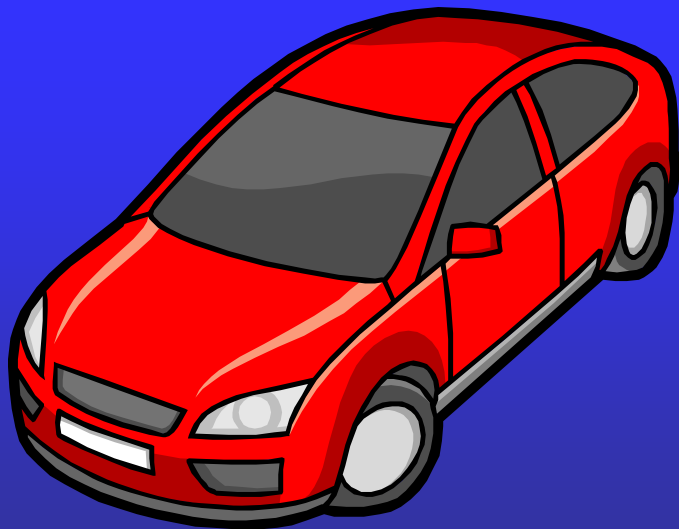
★ Where Is Panama?

Panama is the southernmost country in North America



★ Canadian Exports

- ★ pharmaceuticals (\$10.2 M)
- ★ vehicles (not railway) (\$7.5 M)
- ★ machinery (\$7.2 M)
- ★ meat (\$5.1 M)
- ★ electrical machinery (\$3.9 M)



★ Canadian Imports

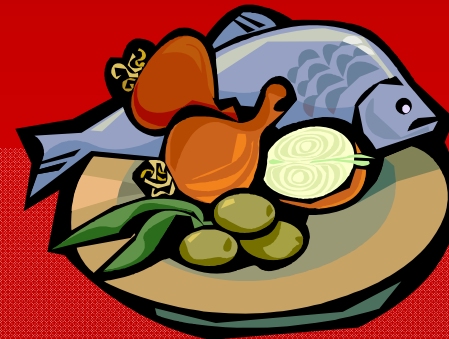
★ mineral fuel, oil (\$37.4 M)

★ fruits and nuts (\$1.6 M)

★ fish and seafood (\$1.1 M)

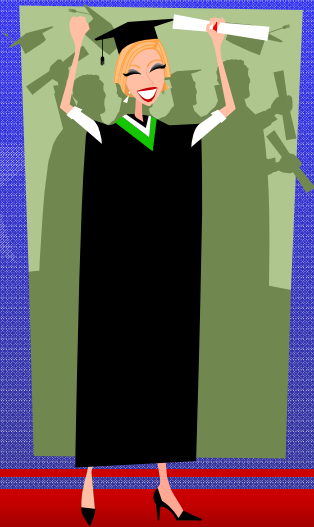
★ coffee, tea, and spices (\$1 M)

★ books and newspapers (\$0.5 M)



★ Titles

Señor Mr.
Señora Mrs.
Señorita Miss
Licenciado University degree
Ingeniero Engineer
Profesor Teacher
Abogado Lawyer



★ Communication

Business conversations begin with small talk.

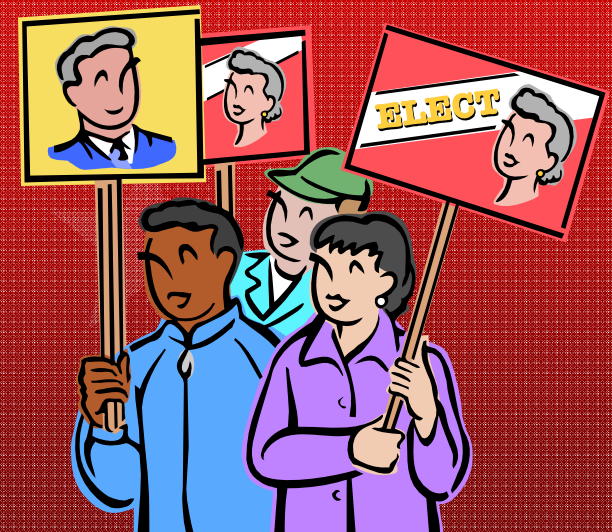


Good Topics

- ★ family
- ★ hobbies
- ★ sports

Bad Topics

- ★ former Canal Zone
- ★ race problems
- ★ politics



★ Meetings



- ★ Panamanians are very relaxed, easy-going
- ★ Punctuality not important in social situations
- ★ Business appointments are on time

★ Weather



Dry Season

January to April

Rainy Season

May to December



★ Appearance

Men

- ★ business suits
- ★ camisillas



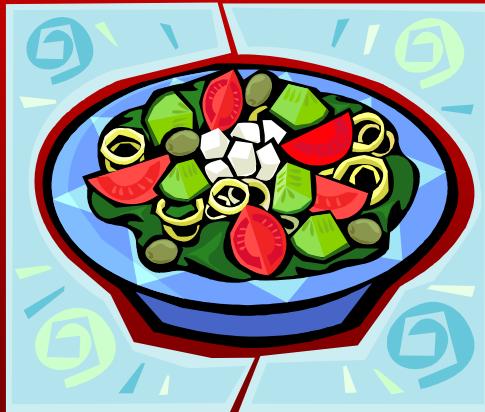
Women

- ★ dress
- ★ skirt and blouse

★ Dining



- ★ Dinners are small
 - soup and salad with bread, rice, and fruit



★ Relationships



★ Business in Panama is conducted between friends

★ Businesspeople build trust before making a deal

★ Personal relationships protect people from fraud





The End