

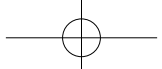
offer some meat. If your offer is declined, you can bring a bottle of wine, instead of chocolates or flowers which are for more formal occasions such as dinner parties. If you are asked to join a few people for the evening, and to “bring a plate”, it means you are expected to contribute a dish of food.

- 2) If you are a sports lover, discussing sports or doing sports with the New Zealanders can be an ice-breaker and win you some respect from the New Zealanders. So you should be aware of what their popular sports are and try to find some topics related to their favorite sports even if they are not your favorites.

## Chapter 06 Traveling

### 1

- 1) It should expire at least three months after the planned departure date.
- 2) The smugglers may have to pay thousands of dollars and be put in prison.
- 3) Bungee jumping, tramping (hiking), skiing, swimming with dolphin, fishing, wine tasting, whale watching and sightseeing.
- 4) By booking further ahead of time and on the Internet.
- 5) Because of the landscape.
- 6) Vehicles have precedence over pedestrians.
- 7) Rare.
- 8) Between 11:00am and 3:00pm.



006

2

- 1) I will avoid travelling by plane because air tickets are expensive, but will take buses, trains, ferries and boats instead, because though slower, they are much cheaper and more readily available. I will try cycling as well.
- 2) I should be aware of theft and keep documents such as passports locked up in hotel rooms or in a secure place; avoid some rowdy downtown bars or “no-go” areas late at night.

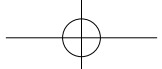
## Chapter 07 Business Briefing

1

- 1) business issues; understood
- 2) positive attitude; business-friendly
- 3) friendly; obliging; courteous
- 4) egalitarian
- 5) wage, leave
- 6) 183; tax
- 7) reliable; superior
- 8) follow-up; tactics; deadlines

2

- 1) The average New Zealander does not understand business issues or the economy, and they do not recognize the importance of business to the economy, particularly the connection between a strong economy and the social well-being of the country.



- 2) Most New Zealanders are friendly, obliging and courteous and expect a similar attitude from you; women are considered equal to men and well respected in the workplace; make use of your personal connections to visit business people and remember to make appointments in advance; be on time for business meetings; don't rush New Zealanders during the negotiation or decision-making process; don't oversell; don't skimp on explaining terms and conditions and be sure you have included everything; be concise, straightforward, honest and direct; stick to your undertakings and do not make promises you cannot keep; write everything down on paper on a business deal to avoid misunderstanding.

## Chapter 08 Communicating

1

- 1) T    2) F    3) T    4) F    5) T    6) T    7) T    8) F

2

- 1) Don't mistake New Zealanders for Australians; learn some typical Newzild and Maori expressions; in your first encounter with the New Zealanders, don't show too much directness or familiarity; feel free to admire their homes, décor, possessions and so on.
- 2) E-mails, EFTPOS transactions, automatic teller machines, Internet banking, cell phones and text messaging, digital cameras and a lot other things which were unimagined in the past have become part of every New Zealander's life.