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So great is their cordiality that Brazilians will say "yes" to almost any request—even when they actually mean "no"—which can be quite confusing for U.S. visitors who are used to a more direct style of communication.

Communicating with Brazilians: When "Yes" Means "No ...

Brazilians are gracious, friendly, fun-loving people, which makes their country a very inviting place to visit for pleasure or business. So great is their cordiality that Brazilians will say "yes" to almost any request—even when they actually mean "no"—which can be quite confusing for U.S. visitors who are used to a more direct style of communication.

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mean "no"-which can be quite confusing for U.S. visitors who are used to a more direct...

Communicating with Brazilians: When "Yes" means "No"

The easy friendliness of Brazilians requires commitment and imposes obligations that foreigners may find unexpected, unfamiliar, or undesirable. The sometimes informal style of communication is undergirded by a hierarchical system in which everyone has a place and keeps to it, to avoid striking any note of discord in personal interactions.

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Communicating With Brazilians When Yes Means No

CHAPTER ONE Communicating with Brazilians (pp. 3-9) When Brazil declared its independence from Portugal in 1822, the United States was the first country to recognize the new nation. The two countries have traditionally enjoyed a friendly and active relationship in both the economic sphere and the political sphere.

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Communicating with Brazilians: When "Yes" Means "No" by ... Brazilians are gracious, friendly, fun-

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loving people, which makes their country a very inviting place to visit for pleasure or business.

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Communicating With Brazilians When Yes Means No

Relative to my book "Communicating with Brazilians: When 'Yes' Means 'No'": Sometimes I have the great privilege of meeting and talking with a reader. An Eastern European woman married to a Brazilian told me that this book saved their marriage. An American woman told me that her Brazilian daughter-in-law wouldn't let her in the house to see her ...

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Excellent overview of cultural and communication differences. The book includes analytical explanation of differences in thought process which impacts the communication, mixed with a good insight on culture, traditions and customs. It will give you a practical knowledge that you are able to apply while working or communicating with Brazilians.

Amazon.com: Customer reviews: Communicating with ...

Communicating with Brazilians Returning from an extended stay in Brazil, I started to read Tracy Novinger's *Communicating with Brazilians: When „Yes“ means „No“* (University of Texas Press, Austin, 2003) with great interest.

Across Cultures: Communicating with Brazilians

Communicating With Brazilians When Yes Means No for pleasure or business. So great is their cordiality that Brazilians will say "yes" to almost any request—even when they actually mean "no"—which can be quite confusing for U.S. visitors who are used to a more direct style of communication.