



the walker
INDIA



PPM >

*You must not
lose faith in humanity.
Humanity is an ocean; if a
few drops of the ocean are
dirty, the ocean does not
become dirty.*

Mahatma Gandhi



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Social Behavior

Non-verbal communication

The unique Indian head wobble is the source of much confusion among foreigners. A “yes” is indicated by nodding the head sideways. A “no” is indicated by moving the head (face) from one side to the other.

Standing with hands on the hips is interpreted as an angry, aggressive posture.

Feet are considered unclean. Never point your feet at another person, nor touch people, religious objects or books with your feet or shoes.

Pinching or twisting another person’s ears, is a grave insult. It is a punishment for kids.

Never talk about ...

Politics is a sensitive subject. It is vital to know with which party the host sympathizes. In case your counterpart feels uneasy, change the subject.

Avoid talking about personal problems of a private relationship. Caste is a taboo topic.

Trust and Relationship

At first it is important to remember the three P’s: Patience, Perseverance and Persistence.

To build trust and confidence is more important than signing a contract. Indians believe “trust is for marriage and contracts are for divorce”.

Indians attach importance to titles such as professor, director or engineer. One will be called by the title which is printed on their business cards. In case someone doesn’t have a professional title, “Sir” or “Madam” is normally used.

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