

Romania

Capital:	Bucharest
Religion:	Most Romanians (87%) belong to the Orthodox Christians Church. Protestants and Roman Catholics represent around 5% of the society, while Romanian Greek Catholics are much less represented (less than 1% of the society).
Government:	A semi-presidential republic where executive functions are held by both the government and the president. The president is elected by a popular vote for a five- year term. He appoints the prime minister. The Parliament is the legislative branch of the government and comprises of two chambers: the Senate and the Chamber of Deputies.
Ethnic Groups:	Romanians – 88.6%, Hungarians – 6.5%, Roma – 3.2%, other minorities – 1.7%.
Language:	Romanian is the official language of the country. Other languages spoken in Romania are: Hungarian, Ukrainian, German and Serbian.
Currency:	The unit of currency in Romanian leu (RON)

- Romania is located in the southeast of Europe and is bordered by the Black Sea. Romania's neighbouring countries are: Hungary, Serbia, Ukraine, Moldova and Bulgaria. It is the 8th largest state in the European Union, populated by over 19 million inhabitants.
- The country was formed in 1862, when the Principality of Moldavia and the Principality of Wallachia joined together to create the United Principalities. The country was officially named Romania in 1866 and in 1881 it became the Kingdom of Romania. At the end of World War I http://en.wikipedia.org/wiki/World_War_I, Transylvania, Bukovina and Bessarabia joined the Kingdom.
- During World War II, Romania was ruled by a fascist General, Ion Antonescu, who opted to fight on the Axis powers side. When he was removed, Romania joined the Allies in 1944.
- In 1947 Romania forcibly became a People's Republic and in 1965 the Socialist Republic of Romania became the most Stalinist police state in the Eastern bloc. After the communist regime collapsed in 1989, Romania began its transition toward democracy and a capitalist market economy.



- Today, Romania is an upper-middle income country economy. After the communist regime fell, the country went through a volatile period of economic instability. Since 2000, deep structural reforms have been undertaken and the situation has been improving. In 2007, Romania joined the European Union, but still remains one of the poorest countries in the community, with living standards much lower than in other EU members
- Poverty is the most soaring social problem of Romania. Despite the fact the country has a very low unemployment rate about 10% of its population lives in absolute poverty. Rural areas are the most affected, with some people excluded from the health and social welfare systems. The social inequalities between the rich and the poor continue to deepen.

Business and Social Etiquette

- Romanians are very formal when conducting business and keep distance from those they do not know. Developing acceptance and mutual trust could be a long process, but it is essential to establish a successful business relationship.
- Romanian society is very bureaucratic, with an extensive system of rules and regulations, which may be difficult to understand for foreigners.
- Business structure in Romanian companies is still very hierarchical. The position in the company and responsibilities are clearly defined. Senior members of the group are paid respect and may hold special privileges. The important decisions in the company are made by the most senior staff and are rarely questioned by lower rank employees.
- Business appointments are necessary and should be planned 2-3 weeks in advance. The periods around Christmas and Easter should be avoided, as many business people are not available. Usual working hours in Romania are 9am to 5pm for most companies.
- Punctuality is appreciated but not always honoured.
- Your Romanian colleagues will greet you with a firm handshake. This gesture will be repeated at the end of the meeting. Both men and women use the greeting.
- Business meetings have a very formal character. You can expect a strict routine of introductions and exchange of business cards. Personal matters are not discussed and are not made a subject of conversations. Discussions or brainstorming rarely take place on these occasions, which are perceived as an opportunity for a company senior representative to show his power and prestige.
- Humour is rarely used in a business context; however it is welcome on social occasions.



- There is no special protocol for exchanging business cards but it is well regarded if the card itself is translated into Romanian on the reverse. Also -include on the card all of your advanced degrees and the company incorporation year.
- Always use a title and a surname when addressing a person.
- Keep eye contact with the participants as it is regarded as a sign of honesty.
- Many Romanian business people speak English, French or German in addition to their native language. It is advised to enquire in advance as to which language will be used for a meeting.
- When speaking at a meeting you will be expected to provide detailed background information supported by facts and figures. Romanians often take very direct approaches and want to gather as much information as is possible.
- Business people in Romania are expected to dress smartly and formally. For men a suite and tie are obligatory. For woman a skirt suit is preferred to trousers.
- When invited to a private home, it is polite to bring a gift with you. It could be a box of quality chocolates, or a bottle of luxury liquor. Flowers should be given in odd numbers only, as even numbers are only given on funerals.



Language

- Formal titles are extremely important in business dealings. When addressing a person always use his/her title and the surname. The Romanian for 'Mr' is 'Domnul' and for 'Mrs' is 'Doamna.'
- Romanians of equal status often drop their surnames for the first names, but the titles are still kept. First names are reserved to family and close friends only.

English	Romanian	Phonetics
Hello	Alo	A-lo
Good morning	bun□ dimineața	Bu-na-di-mi-na-tsa
Good evening	bun□ seara	Bu-na-se-ara
Good bye	La revedere	La-re-ve-de-re
Yes	da	ta
No	nu	nu
Please	v□ rog	Va-rodz
Thank you	mulțumesc	Multi-su-mesk
You're welcome	Cu plăcere	Tu-pla-cze-re
I don't understand	Nu înțeleg	Nu-in-tse-leg

