Case Study: Australia and New Zealand: Doing business with Indonesia

1. **Using this case and the cultural dimensions explored in this chapter, discuss some of the ways in which citizens of Australia and New Zealand are members of cultures very different from any other in Asia.**

Cross-cultural boarders behavior in Indonesia as, in the rest of Asia signifies the importance of developing long-term relationships to yield a profit differing from other areas such as, Australia or New Zealand. Strong relationships are imperative to the cultural success of other Asian civilizations.

2. **In what respects is the Indonesian archipelago unique in Asia?**

The Indonesian archipelago is unique due to its terms of extent and diversity. Climate conditions, raw material resources, and terrain vary among locational destinations. Some regions experience heavy rain while, others areas may experience drought.

3. **What characteristics of Indonesian workplaces are referred to in this profile?**

Indonesian workplaces consist of morally-based managers that emphasis harmony, understanding, and mutual respect. Also, it is essential for managers to maintain a workplace whereas individual cases, religious obligations, and cultural needs are considered. Individual sensitivity is greatly stressed throughout the Indonesian culture. A more lax environment is given to citizens of Indonesia, an environment where individual sensitivity is provided. However, efficiency, productivity and effectiveness take priority in Western cultures. Western management techniques include strategic planning, punctuality, handling conflict and taking responsibility are among the very few detrimental goals in the workplace.

4. **How does the population appear to be socially stratified?**

At the top of the social structure lie wealthy elites, below them are an increasingly demanding middle class, and at the very bottom lie an impoverished majority.

5. **What are some business opportunities in Indonesia for foreign direct investment?**

Business opportunities in Indonesia for foreign direct investment include agribusiness, the automotive industry, business and financial service, construction and infrastructure, information and communication technology, e-commerce, education and training; environmental products and services, food and beverages, fresh produce, health and medical provisions, mining and mineral services, oil and petroleum drilling, transport and storage, science and technology.