

Business Etiquette – Deal Maker or Deal Breaker?

Etiquette is one of the most often overlooked facets of successful business. A new generation of business owners and employees, from large corporations to small companies, seem to regard manners in the workplace as passé. Presenting oneself with polish and professionalism is not a concern. Treating customers, clients and colleagues with respect and courtesy have no value. These people are blind to the fact that they are doing business everyday by ignoring the details that build relationships and drive customers to their door.

In the best of times, etiquette can give you the edge over your competition. In difficult times, manners will set you apart. There are any number of companies that offer the same services and products as you.

necessarily up. We often treat our portable communication devices with more importance than the customers, clients and colleagues who are standing in front of us.

Excellence in etiquette extends to networking opportunities and how we conduct ourselves at business/social events. When you are trying to make connections and build relationships, manners make the difference.

Dining skills have suffered as much as business dress in the past few years. Too much business is conducted over meals and table manners go by the way side.

Your standards of etiquette should be as high when interacting with coworkers and colleagues as they are when you are dealing with clients. Showing courtesy and respect to your coworkers has a definite impact on productivity and profitability.

No matter your business, excellence in etiquette is vital to the company culture. You will win over potential clients and keep your current ones by meeting the standard that has been outlined and understood for generations. Your business will attract and retain the respect and loyalty of those who work with you and for you.

About The Author

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