

You are going to read an extract from a book. For questions 31-35, Five sentences have been removed from the extract. Choose from the sentences A-F the one which fits each gap (1-5). There is one extra sentence you do not need to use.

The Art of Giving

When the US President Jimmy Carter visited Egypt in 1978, a camel trader was asked to show him round a camel market. The trader was so honoured that he not only gave the tour, but also presented the president with a six-year-old camel, a pink ribbon tied around its neck. The camel trader's action was typical of the hospitality and generosity shown in many parts of the Arab world, where good manners are an essential ingredient in a person's character, and generosity to guests is essential to a good reputation.

Because there are accepted rules of behaviour in gift-giving, the foreign businessperson must be careful. **31.** _____ What's more, your Egyptian colleague will probably begin a round of gift-giving and will expect you to reciprocate, if not immediately, then on the next possible occasion, and the gift should match theirs in size and cost, if possible.

And the Arab world is not the only place where gift-giving follows set rules. In Japan they are even stricter. As an American who volunteered to teach English to a Japanese woman reported: '**32.** _____' Unknowingly, this American was experiencing a ritual rooted centuries deep in Japanese culture. According to Business Tokyo magazine, among the Japanese 'gift-giving is a necessity, not merely a nicety as it is in the West.'

In Japan the proper gift is thought to express the giver's true friendship, gratitude, and respect far better than words can. And specific gift-giving rules have prevailed in Japanese society for centuries. **33.** _____ So if you plan to visit Japan, be prepared. But don't worry about getting the protocol wrong –foreigners are not expected to know all the rules!

Another country which takes gifts seriously is Thailand. When visiting a home in this country, take flowers or a box of chocolates from the local market. The value is not important; it is the thought and the act that count. It is the tradition in Thailand to wrap gifts beautifully with colourful ribbons, and the custom has long been to put the gift aside to be opened later, so don't be offended if the gift seems to go unappreciated. **34.** _____ But in this case do avoid ripping open the beautiful wrapping as this is considered rude.

And of course, there are countries where businesspeople rarely exchange gifts, and Australia is an example of this. Modest gifts, such as a business diary, a paperweight or a coffee mug might be presented as a memento of a visit or business meeting, and sales conferences and trade shows often give out T-shirts, ties or baseball caps as mementos. **35.** _____ This is a society known for its friendly informality and people might regard them as pretentious.

- A. However, anything more than these types of gifts could cause embarrassment.
- B. But this custom is not as rigid today as it was and you may be invited to open a gift in front of the giver.
- C. Before each lesson, and on each and every visit, the lady brought me a gift –a book or some flowers.
- D. They spell out the type of gift to give and how the various types of gifts should be wrapped.
- E. The rules of gift-giving have become less important in recent years in these countries.
- F. For example, admiring a painting in a client's home or office might oblige them to present you with it as a gift.