

Business etiquette, language & culture

Overview

English is widely spoken in Mexico but there are still many who do not speak it. Having a basic knowledge of Spanish will help you make a good impression. Be aware too, that people from the USA are 'North' Americans (not Americans) – Mexicans are also 'Americans'.

As in most Latin American countries, Mexican companies are organised along hierarchical lines, with most key decisions made at the most senior levels.

Typically the management style in Mexico is paternalistic, with hierarchical business structures. Key decisions are made by a small number of individuals at the top, so you need to ensure you are dealing with the right people, and that you send people with a similar level of seniority.

Smart, business attire is more formal in Mexico than in Europe, and the use of professional titles is common. If titles do not exist then you should use Señor (Mr), Señora (Mrs) or Señorita (Miss) – followed by the family name.

Timings can be flexible, so it may be difficult to arrange more than one or two meetings in a day. Breakfast meetings are not uncommon, and lunch is usually taken late. Both are considered important relationship-building opportunities.

Relationships are most important. You should show long-term commitment to Mexico and your Mexican contacts – keep in touch between contracts or projects.

Mexico public holidays

2017:

Date:

Day:

Holiday:

Type of holiday:

August 15

Tuesday

Assumption of Mary

Observance

September 15

Friday

Shout of Dolores

Observance

September 16

Saturday

Independence Day

National holiday

October 12

Thursday

Columbus Day

Observance

November 1

Wednesday

All Saints' Day

Observance

November 2

Thursday

All Souls' Day / Day of the Dead

Observance

November 20

Monday

Revolution Day Memorial

National holiday

November 26

Sunday

Christ the King Day

Observance

December 8

Friday

Feast of the Immaculate Conception

Observance

December 12

Tuesday

Day of the Virgin of Guadalupe

Bank holiday

December 24

Sunday

Christmas Eve

Observance

December 25

Monday

Christmas Day

National holiday

December 28

Thursday

Day of the Holy Innocents

Observance

December 31

Sunday

New Year's Eve

Observance

2018:

Date:

Day:

Holiday:

Type of holiday:

January 1

Monday

New Year's Day

National holiday

January 6

Saturday

Day of the Holy Kings

Observance

February 5

Monday

Constitution Day

National holiday

February 14

Wednesday

Valentine's Day

Observance

February 14

Wednesday

Ash Wednesday

Observance

February 24

Saturday

Flag Day

Observance

March 18

Sunday

Oil Expropriation Day

Observance

March 19

Monday

Benito Juárez's Birthday Memorial

National holiday

March 21

Wednesday

Benito Juárez's Birthday Memorial

National holiday

March 25

Sunday

Palm Sunday

Observance

March 29

Thursday

Maundy Thursday

Bank holiday

March 30

Friday

Good Friday

Bank holiday

March 31

Saturday

Holy Saturday

Observance

April 1

Sunday

Easter Day

Observance

April 30

Monday

Children's Day

Observance

May 1

Tuesday

Labour Day / May Day

National holiday

May 5

Saturday

Cinco de Mayo / Battle of Puebla

Observance

May 10

Thursday

Mother's Day

Observance

May 10

Thursday

Ascension Day

Observance

May 15

Tuesday

Teacher's Day

Observance

May 20

Sunday

Whit Sunday

Observance

May 31

Thursday

Corpus Christi

Observance

June 17

Sunday

Father's Day

Observance

July 1

Sunday

Mexican general election

National holiday

August 15

Wednesday

Assumption of Mary

Observance

September 15

Saturday

Shout of Dolores

Observance

September 16

Sunday

Independence Day

National holiday

October 12

Friday

Columbus Day

Observance

November 1

Thursday

All Saints' Day

Observance

November 2

Friday

All Souls' Day / Day of the Dead

Observance

November 19

Monday

Day off for Revolution Day Memorial

National holiday

November 20

Tuesday

Revolution Day Memorial

National holiday

November 25

Sunday

Christ the King Day

Observance

December 1

Saturday

Inauguration day

National holiday

December 8

Saturday

Feast of the Immaculate Conception

Observance

December 12

Wednesday

Day of the Virgin of Guadalupe

Bank holiday

December 24

Monday

Christmas Eve

Observance

December 25

Tuesday

Christmas Day

National holiday

December 28

Friday

Day of the Holy Innocents

Observance

December 31

Monday

New Year's Eve

Observance

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