



## Doing Business with Arabia

Doing Business with Arabs and the Gulf States, is a two day interactive training program geared towards Canadian organizations and entrepreneurs interested in doing Business with Arabs and the Gulf States.

The main objective of this program is to provide participants with the tools that enable them to be more effective in doing business with Arabs in general and Gulf States such as United Arab Emirates, Qatar and Saudi Arabia. In addition to developing an understanding of the core cultural values of the Arab Gulf people that explains individual and group behaviours, the program addresses in details relevant issues and concepts in the corporate world. The program will focus on doing business in the Gulf region with business counterparts.

The program is designed as a two day workshop with full interaction between participants and the trainer. Different instructional strategies will be utilized including lectures, panel discussions, case studies, role plays etc.

This training is conducted by world class trainers with extensive cross-cultural training experience and has been attended by hundreds of executives from leading multi national companies working in the region

### Training Content

- **Introduction**
  - Self-introduction
  - Expectations and Objectives
  - Developing Program Objectives
- **Module One: Historical background**
  - Middle East, Islamic, Arab etc
  - Arabs and Arab Gulf
  - Islam and its variations
  - Sunni and Shiea

- A quick look at Religion
  - The four important pillars in Islam
  - Religion and the law
  - Islam and tradition
  - Islam and other religions
- The Social Fabrics and cultural diversity
  - Ethnicity and minorities
  - The workforce market and employment issues
  - The youth and the global village
- **Module Two: The Culture and Cultural Values**
  - The Culture
    - High context
    - Applications and examples
  - Core Cultural Values
    - Family (al bait awalan)
    - Religion (en sha Allah)
    - Al Wasta (personal relationship orientation)
    - El Haya (non-confrontation)
    - Al Nokhedha (power and Hierarchy)
    - Al Hurma (women status)
  - A comparison and contrast with other core cultural values
  - Cases
- **Module Three: Selective Business concepts and applications**
  - The Kandoora Syndrome
  - Time Concept
  - Decision Making and Problem Solving
  - Managing conflict
  - Concept of Space and space bubble
  - Motivation (what makes them tick)
  - Negotiation (win/lose, win/win)

- **Module Four: Doing Business with Arabs**
  - Personalization of business relationships
  - Building trust and confidence (I am ready when you are)
  - Working with Arabs
  - Dealing with female colleagues
  - Sexual harassment
  - How to say No (assertive or aggressive)
  - Issues to avoid
- **Module Five: Communicating with Arabia**
  - Communication styles
  - Written and oral communication
  - Social setting, visits, invitations, gifts
  - Communicating with women at work and outside
  - Arabs and other cultures Communication styles
  - First impressions (attire, language, non verbal cues, etc)
  - Meetings (format, scheduling, agenda, venue, handouts, etc)
  - Presentations (PPT, proposals, etc)
- Questions and Answers
- Individual issues
- Evaluation and Action Plan

## Registration

Fees include: Training material, Lunch, Snacks, Refreshments.

For more information and details please contact us on: [info@canadianarabhf.org](mailto:info@canadianarabhf.org)