

Working with the Arabian Gulf countries



Target audience

Professionals who work with the Arabian Gulf countries: Saudi Arabia, Bahrain, United Arab Emirates (Dubai, Abu Dhabi), Kuwait, Oman, Qatar, Yemen



Prerequisite

No prerequisite



Objectives

Significantly increase participants' effectiveness in their professional relations with people from the Arabian Gulf countries

At the end of the training, they will have keys to:

- Adopt an intercultural approach
- Understand the context and culture of the Arabian Gulf countries
- Decipher cultural codes and analyze situations of incomprehension
- Adapt their communication and working methods
- Decode decision-making and negotiation processes



Added value

- Conducted by an expert consultant specialized on Gulf countries
- Deciphering the Nomad' Profile
- Alternating theory and real-life situations
- Access to Digital Learning for one year
- Sharing of best practices and individual action plans



Corporate Training Solutions

Duration: to define.

You wish to organise a specific training course ?
Contact us !



Public Courses Next available sessions

Duration: 14 hours



June 03 & 04, 2024, Paris
1610 €HT/pers.* Training session held in



September 26 & October 03, 2024, remote session
1 490 €HT/pers. Training session held in



December 09 & 10, 2024, Paris
1610 €HT/pers.* Training session held in

* (Technical fees and lunch included)

PROGRAMME OUTLINE

ADOPTING AN INTERCULTURAL APPROACH

- Develop awareness of participant's cultural biases
- Understand the impact of cultures on behavior
- Identify and overcome stereotypes

UNDERSTANDING THE CULTURAL CODES OF THE ARABIAN GULF COUNTRIES

Discovering the cultural basics of the Arabian Gulf countries

- A dynamic area with a variety of contexts
- The power of Islam
- An oil and tourism economy in need of diversification
- A strong central power

Understanding the values of the Arabian Gulf countries

- Hospitality, friendliness, loyalty, sense of honor
- The spiritual and religious dimension
- The rhythm and breadth of time
- Anchored in the community

OPTIMIZE YOUR PROFESSIONAL ACTION WITH THE ARABIAN GULF COUNTRIES

Communicating effectively

- The oral tradition, detecting and deciphering implicit communication
- The importance of appearance, politeness and protocol
- The power of networks
- Small-talk, etiquette and good manners

Adapting work methods with the Arabian Gulf countries

- Build trust, give of oneself to better receive from others
- The prerequisites of leadership: rigor, self-control, experience
- Develop harmony to solidify effectiveness
- Influences of Western and American models

Conducting successful meetings and negotiations with the Arabian Gulf countries

- Invest in personal relationships for long-term gains
- Know the decision makers and mediators
- The keys to a win-win agreement
- Give and keep your word

Adopting best practices

- Recognize key principles
- Avoid pitfalls, mistakes and misunderstandings
- Create a tailor-made action plan