

# 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