

# Working with Bahrain

## Target audience

Company managers and staff working and dealing with the Bahrainis

## Prerequisite

No prerequisite

## Objectives

The aim of this seminar is to significantly improve the participants' effectiveness in their professional relationships with the Bahrainis, enabling them to be operational right from the start. At the end of this training, participants will have acquired insights and techniques to:

- Be aware of their own cultural baggage
- Fully understand Bahraini context and culture
- Analyse possible situations in which misunderstandings may arise and identify ways of communicating
- Reduce stress and misunderstandings
- Decipher and understand Bahraini decision-making and negotiation processes

## Added value

- Create your Cultural Profile
- Access to 70 Country Packs
- Pragmatic, fun e-learning
- Interactive method
- Acquire operational tools

## Corporate Training Solutions

Duration: to define.  
You wish to organise a specific training course ?  
Contact us !

## PROGRAMME OUTLINE

### MODULE 1 : UNDERSTANDING CULTURAL DIFFERENCES

#### 1. Intercultural awareness : the key to success in international business

- Taking stock of one's own cultural baggage
- The basics of effective intercultural management
- Identifying and going beyond cultural stereotypes

#### 2. Key aspects of Bahraini culture

- An archipelago situated at the confluence of the Persian Gulf
- The impact of the British protectorate
- A racially mixed population
- An oil-based economy

#### 3. The impact of values and behaviour patterns on professional dealings and relationships

- A respect for privacy and family life
- An Islamic tradition
- The notion of *Zakat* or solidarity
- A tradition of hospitality
- The importance of artistic values

#### 4. The Bahraini corporate world

- A clear hierarchy
- A multicultural working environment
- Work days and working hours organized around the traditional calendar
- Attentiveness to quality

### MODULE 2 : SUCCEEDING IN WORK WITH THE BAHRAINIS

#### 1. Effective communication with the Bahrainis

- The importance of small talk
- Verbal communication
- English used for business
- The meaning of gestures

#### 2. Adapting your working methods

- Effective management: prudence, a willingness to listen and firmness
- Encouraging initiative and dealing with touchy or sensitive people
- Promoting status
- The importance of mediators
- Pitfalls to be avoided

#### 3. Successful meetings and negotiations with the Bahrainis

- Identifying decision-makers and power chains/power conflicts
- Seeking a peaceful compromise
- Establishing your credibility
- Meeting the right people
- Learning to listen to, and to take on-board others' views
- Time, priority and deadline management
- Understanding written contracts, their interpretation and implications
- Organising the post-negotiation phase

#### 4. Final handy tips

- Caution, patience and humility
- Protocol and etiquette
- Social standards, gifts, business cards, dress code, etc
- Sensitive subjects: politics, history, religion
- Humour: a double-edged sword