

Working with Iraq



Target audience

Company managers and staff working and dealing with the Iraqis



Prerequisite

No prerequisite



Objectives

The aim of this seminar is to significantly improve the participants' effectiveness in their professional relationships with the Iraqis, 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 Iraqi context and culture
- Analyse possible situations in which misunderstandings may arise and identify ways of communicating
- Reduce stress and misunderstandings
- Decipher and understand Iraqi decision-making and negotiation processes



Added value

- Conducted by an intercultural expert consultant
- Decoding the Nomad' Profiler
- Alternating theory and practical exercises
- Access to Digital Learning for 1 year
- Sharing best practices and personalized action plan



Accessibility

All our training courses are accessible to people with disabilities. Each training project will be the subject of a case study by our teams, in order to adapt the training program.



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 Iraqi culture

- An ancient and impressive cultural heritage
- The impact of the invasions and of the British mandate
- A multi-confessional and multiethnic society
- Independence, the Baath dictatorship and the war with Iran
- A critical situation. A nation of immense strategic importance internationally

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

- A warm welcome, hospitality and curiosity
- The family and the community: both vital aspects of Iraqi life
- The separation of men and women
- Propriety, detachment and a sense of honour
- A class-based society
- Religion as part of day-to-day life
- A mindset based on implicit messages and suggestibility

4. The Iraqi corporate world

- A paternalistic and hierarchical organisational structure
- A willingness to embrace western management methods
- Precision, discipline and efficiency
- The influence of the political authorities and pressure groups

MODULE 2: SUCCEEDING IN WORK WITH THE IRAQIS

1. Effective communication with the Iraqis

- The importance of body language and the oral tradition
- The important role played by networking
- Arabic and English for business
- The vital role of the interpreter: a mediator more than a linguist

2. Adapting your working methods

- Effective management: temperance, availability and expertise
- Building trust and confidence: honesty, sincerity and an open mind
- Supervising and showing a willingness to listen
- Guaranteeing a secure working environment in order to encourage loyalty
- Pitfalls to be avoided

3. Successful negotiations with the Iraqis

- Giving relationships that personal touch: social activities outside work time
- Keeping your word: The importance attached to promises
- Carrying out activities over the long term
- Time, priority and deadline management
- 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
- Sensitive subjects: politics, history, religion
- Humour: a double-edged sword