

Working with Oman



Target audience

Company managers and staff working and dealing with the Omanis



Prerequisite

No prerequisite



Objectives

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

- A sultanate in the south-east of the Arabian peninsula
- Heir to a vast kingdom: an age-old tradition of independence
- The desert and mountains: an unusual enclave
- Arabs, Baluchis, Jabalis and migrants: a patchwork quilt of ethnic groups
- An oil-based economy

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

- Hospitality
- The importance of tribal roots and collective solidarity
- Islam as part of daily life
- Curiosity, respect and tolerance
- The differentiation of the sexes: a tradition currently undergoing change
- Respect for age, hierarchy and status
- Clothing as an indicator of social rank
- A segmented approach to space and an adaptable approach to time

4. The Omani corporate world

- A paternalistic and pyramidal corporate structure
- Islamic culture in business life
- State control and surveillance

MODULE 2 : SUCCEEDING IN WORK WITH THE OMANIS

1. Effective communication with the Omanis

- Greetings, formality and politeness
- Communication within and via networks
- Deciphering unspoken communication
- Arabic and English for business

2. Adapting your working methods

- The key qualities of a good manager: experience, qualifications and leadership
- Discretion, discipline and self control
- Deciding, supervising and advising
- Showing a willingness to listen in order to encourage feedback
- Pitfalls to be avoided

3. Successful meetings and negotiations with the Omanis

- The subtle art of negotiation
- Identifying roles and functions
- Giving relationships that personal touch
- 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
- Sensitive subjects: politics, history, religion
- Humour: a double-edged sword