

Working with Yemen



Target audience

Company managers and staff working and dealing with the Yemenites



Prerequisite

No prerequisite



Objectives

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

- A country on the Arab Peninsula between the desert and the Persian Gulf
- A young and diverse population
- One of the world's oldest civilisations
- Colonisation, the protectorate and Yemeni unity: the birth of a nation
- A fragile economy based on trade and agriculture

3. The Impact of Values and Behaviour Patterns on Professional Dealings and Relationships

- Hospitality, curiosity and affability
- Men and women: clearly identified roles and interactions
- The family and the tribe as a bedrock: a tightly knit communal space
- Respect for age, authority and status
- A polychronic and flexible view of time
- Reserve and self-control
- Pride and a sense of honour
- Religious belief as part of day-to-day life

4. The Yemeni Corporate World

- A clearly structured and extremely hierarchical corporate environment
- Islam as part of business life
- The marketplace, employment and staff turnover

3.2 MODULE 2: SUCCEEDING IN WORK WITH THE YEMENITES

1. Effective Communication with the Yemenites

- Smalltalk, greetings and politeness
- Recognising and using non-verbal communication
- The importance of networking and of reputation
- English for business and the added benefits of learning Arabic

2. Adapting your Working Methods

- Effective management: leadership, discipline and experience
- Building trust and confidence: a willingness to listen, patience and doggedness
- Identifying and formally recording roles and objectives
- Boosting empathy: socialising outside work
- Pitfalls to be avoided

3. Successful Meeting and Negotiations with the Yemenites

- The noble art of haggling
- Planning, anticipating and reacting
- Creating opportunities by giving relationships that personal touch
- The importance of commitments
- 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