

## Intercultural Management Seminar: "Dubai and the Arab Gulf States" (2 days)



10%  
reduction  
When  
booking 2  
participants

### Your benefit:

- You will meet up with other companies from international backgrounds and will be able to share your experiences.
- You have the opportunity to make new contacts.
- You will be integrated actively in the training / seminar, gaining an in-depth consciousness about your own cultural imprint.
- You can try out new vantage points in order to sharpen your cultural awareness.
- You develop the necessary set of tools for successful business performance in the Arab Gulf States.
- You contribute your own experience and examples from countries of your work environment and gain a personal understanding for solving pending issues.
- You will be able to considerably reduce intercultural frictions, thereby making more use of the cultural potential in your projects.
- + we do provide plenty of refreshments for your well-being!

## Agenda „Dubai and the Arab Gulf States“

- Expectations and Introduction
- The Arab World / The Middle East  
Countries - People - Economies
- The Role Model Emirate Dubai  
History - Development - Self-understanding
- Islam as the Basis of Society  
Background - Understanding - Impacts

### *Lunch & Informal Exchange*

- Business and Culture in the Arab Gulf States  
Dimensions - Peculiarities - Differences
- Communication Behaviour  
Language - Dialogue - (Mis-)understanding
- Business Etiquette  
Situations - Requirements - Customs
- Conclusion Day 1 and Feedback

# Agenda

## „Dubai and the Arab Gulf States“

- Summary of Day 1
- The Arab Gulf States in Comparison  
UAE - Saudi Arabia - Oman
- Business Practices in the Arab Gulf States  
Interactions - Meetings - Presentations
- The Role of Women in the Arab World  
Stereotypes - Business - Private Life

### *Lunch & Informal Exchange*

- Project Management  
Negotiations - Conflicts - Leadership
- Success Strategies  
Personality - Position - Professionalism
- Personal Recommendations  
Suggestions - Do's & Don'ts - Tips
- Conclusion Seminar and Feedback