

Working with Qatar



Target audience

Company managers and staff working and dealing with the Qataris



Prerequisite

No prerequisite



Objectives

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

- A peninsular state in the Persian Gulf
- A highly international population
- The Islamic tradition
- An economy undergoing extensive reconversion

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

- The Sunni tradition as part of day-to-day life
- Hospitality and kindness
- Solidarity within the family and the community
- Qatari women: going beyond the stereotypes
- The time cycle

4. The Qatari corporate world

- A strict hierarchy
- The importance of intermediaries
- The role of migrants in the economy
- A commitment to quality

MODULE 2 : SUCCEEDING IN WORK WITH THE QATARIS

1. Effective communication with the Qataris

- The verbal aspect
- The importance of personal relationships and networking
- The use of English for business
- Deciphering non-verbal communication in order to avoid pitfalls

2. Adapting your working methods

- Effective management: prudence, a willingness to listen and firmness
- Encouraging initiative
- Dealing with touchy or sensitive people
- Convincing others: winning colleagues over

3. Successful meetings and negotiations with the Qataris

- Establishing your personal credibility
- Meeting the right people
- An ability to listen and hear
- 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