

Working with Saudi Arabia

Target audience

Professionals who work with Saudi Arabia

Prerequisite

No prerequisite

Objectives

Significantly increase participants' effectiveness in their professional relations with people from the Nordic countries

At the end of the training session, participants will have the tools to:

- Adopt an intercultural approach
- Understand the context and culture of the Nordic countries
- Decipher cultural codes and analyse sources of misunderstandings
- Adapt their communication and work methods
- Decode decision-making and negotiation processes

Added value

- Conducted by an expert consultant specialized on Nordic countries
- Decoding the Nomad' Profiler
- Alternating theory and practical exercises
- Access to Digital Learning for one year
- Sharing best practices
- 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.

PROGRAMME OUTLINE

ADOPTING AN INTERCULTURAL APPROACH

- Develop awareness of participant's cultural biases
- Understand the impact of cultures on behavior
- Identify and overcome stereotypes

UNDERSTANDING SAUDI ARABIAN CULTURAL CODES

Discovering the cultural basics of Saudi Arabia

- Saudi Arabia, the largest country in the Middle East
- A society of paradoxes: torn between tradition and modernity
- The cradle of Islam
- A communitarian and multicultural society

Understanding Saudi values

- Religion at the heart of daily life
- Fundamental respect of the hierarchy
- Honor, blood money, hospitality
- The importance of keeping one's word

OPTIMIZE YOUR PROFESSIONAL ACTION WITH PEOPLE FROM SAUDI ARABIA

Communicating with Saudis

- Know what communication style to use
- The impact of the spoken word: say what you mean and do what you say
- The implicit, a sure value
- The importance of the network for communication

Adapting work methods

- Establish a relationship of trust
- Establish credibility
- Motivate, delegate, give feedback, enhance
- Manage conflicts: arbitrate through mediation

Conducting successful meetings and negotiations with Saudis

- The art of negotiation in the Saudi way
- Learn patience: built to last
- Reach a consensus, organize the post-negotiation period
- The importance of the contract and its significance

Adopting best practices

- Recognize key principles
- Avoid pitfalls, mistakes and misunderstandings
- Create a tailor-made action plan

Corporate Training Solutions


Duration: to define.

You wish to organise a specific training course ?

Contact us !

Public Courses Next available sessions

Duration: 7 hours

 December 05, 2024, remote session
950 €HT/pers. Training session held in 