

Handshaikh Ltd

Cross-cultural seminars for business with Arabs

Not sure how to address or write to an Arab business leader? Don't know what a business woman should wear in the Gulf? Don't know how best to give a presentation to Gulf Arabs? Don't know why meetings fail to take place? Uncertain of race, religion, gender, same-sex and safety issues in the Gulf? Confused by Muslim name structures? Should Ms Smith offer her hand for Mr Abdullah to shake? How should your reception staff greet Arab businessmen and women as they arrive at your offices? Do you think Iranians are Arabs? Can I serve wine if Arabs/Muslims are present? How do I negotiate? - how will they negotiate? Does my proposal have to be in Arabic? Don't know how to check out an Arab business person? Do you know how to chase Arab debtors? How important is Patience?



For 15 years Handshaikh Ltd has been helpful to Westerners engaged in business with Arabs generally and with Gulf Arabs in particular. Handshaikh Ltd's seminars are useful not just for those executives who are in active contact with Gulf Arabs but also to those at 'Head Office' who manage, appoint or support those who cope with the stresses of business in the Gulf. Seminars, specially designed for your circumstances, are normally given at your premises. They are informal, amusing and relaxed. Handshaikh Ltd's book 'Don't They Know It's Friday?' (Motivate, Dubai) is now in its 8th reprint.



- "He didn't make a single mistake on Islam and he explained it better than our Imam at our mosque." **Mohd A, Leeds.**
- "Thank you very much for two great sessions, shame that we didn't invite you earlier. The feedback I got from each and everybody couldn't have been better. My colleague from Geneva would like you to [do two days] in Geneva." **MF, UBS Zurich.**
- "I was amazed at your understanding of our way of life." **Fahad AT, Qatari.**
- "This was the best cross-cultural presentation I have ever heard [on Saudi Arabia]" **BA, UKTI Yorkshire & Humber.**
- "Excellent course, very enjoyable; well organised and presented." **CC, Amadeus London Heathrow.**
- "There's about ten things that I am going to have to re-think as the Gulf Regional Director." **DW, BASF France.**
- "Thanks a lot for a super cultural day in Helsinki!" **OH, Borealis Helsinki**
- "Really enjoyed today. The surprise dinner with the Libyans confirmed all you said!" **SP, BP Gulf Regional Director.**
- "Thank you for recommending [Handshaikh]. He was wonderful." **MB, NBC New York 'Street Signs'.**
- "Very helpful indeed. I need a [sixth] briefing for those who missed the Qatar event." **RS, CEO Ansbacher, London.**
- "How did you learn to imitate so well how Arab men negotiate?" **SN, lady diplomat, Saudi Embassy, London.**
- "Extremely good combination of presentational skills and knowledge." **DG, BAe Systems Frimley**

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