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# **Gulf Arabs**

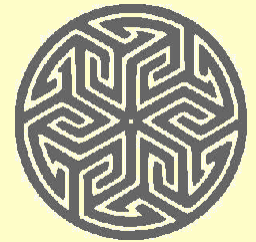
## **diversophy<sup>®</sup>**

### **Sample Cards**

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**Editor: Dr. George Simons**

***click to play***





You know that your Arab thirty year old male colleague is still living with his parents. You should interpret this as:

- A. He is financially unable to buy his own flat.
- B. He is not mature enough to live on his own.
- C. In the Arab World, children feel strong attachments and usually live with their parents in extended families.

*Click on your choice.*





A can be one of the reasons for this in some cases, but C is best. In Arab societies, especially the more traditional ones, male children do tend to remain with their parents, and continue to do so after they marry and have their own children.

*If you chose the best answer, keep this card. If not, discard it.*





Most Emiratis belong to:

- A. Sunni Islam.
- B. Shiite Islam.
- C. The Alawite sect.

*Click on your choice.*

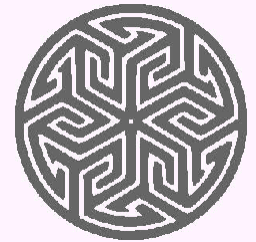




A. Emiratis, like the majority of Gulf Arabs belong to Sunni Islam. Alawites are predominantly in Syria, while Shiites are most numerous in Iran, Azerbaijan, Bahrain, Lebanon, and Iraq.

*If you chose the correct answer, keep this card.  
If not, discard it.*



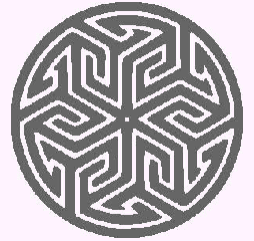


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Knowing that many Arabs prefer "win-lose-strategies" in negotiations and business dealings, and that they interpret "win-win techniques" as a lack of personal power and authority, you wisely take a strong opening position and defend it well, at the same time looking for opportunities for your Arab counterparts to get their needs met.

*How do you think, feel, or react to this situation? Tell your team, and then keep this card.*

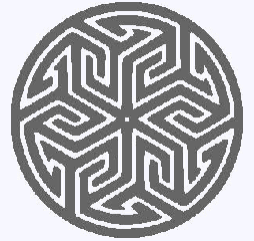




Your Dubai/Doha/Muscat taxi stops to pick up a friend and detours to deliver the friend to another location while taking you, his fare, to your destination. A person takes precedence over the principle.

*How do you think, feel, or react to this situation? Tell your team, and then discard this card.*





"The knife of the family does not cut."

(No matter what a relative does, it must be forgiven because he or she belongs to your family).

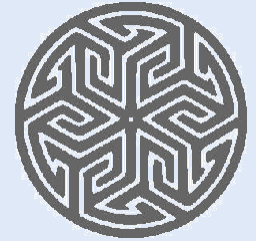
*Saudi Arabian saying*

*After reading this card aloud, any team member, including you, may comment on it. Keep this card.*



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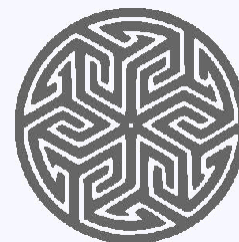
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Settling disagreement in an Arab country is best done through a mediator. An argument is not over unless it has been settled by a third party. In some cultures arguments are conveniently forgotten. Share with the group how you feel an argument should be successfully concluded.

*After you share, the nearest players pat you on the back, meaning, "Well done, and the story is over." Keep this card.*





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