

Gulf Arabs

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Sample Cards

Creator: Dr. Zeina Matar
Editor: Dr. George Simons

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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.

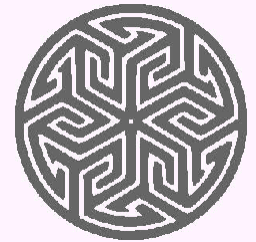




A. Emiratis, like the majority of Gulf Arabs belong to Sunni Islam. Alawites are predominantly in Syria, while Shiites are most numerous in Iran, Azerbaijan, Bahrain, Lebanon, and Iraq.

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

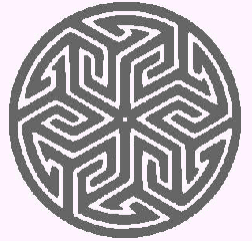




Knowing that many Arabs prefer "win-lose-strategies" in negotiations and business dealings, and that they interpret "win-win techniques" as a lack of personal power and authority, you wisely take a strong opening position and defend it well, at the same time looking for opportunities for your Arab counterparts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

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

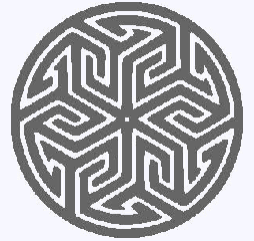




Your Dubai/Doha/Muscat taxi stops to pick up a friend and detours to deliver the friend to another location while taking you, his fare, to your destination. A person takes precedence over the principle.

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."

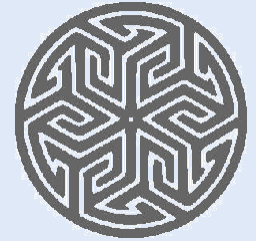
(No matter what a relative does, it must be forgiven because he or she belongs to your family).

Saudi Arabian saying

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



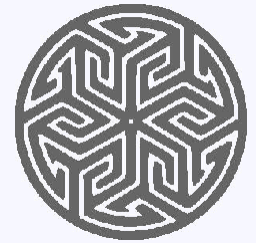
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Settling disagreement in an Arab country is best done through a mediator. An argument is not over unless it has been settled by a third party. In some cultures arguments are conveniently forgotten. Share with the group how you feel an argument should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

GEORGE SIMONS INTL

Tel USA +1 831 531 4706

Tel EU +33 4 92 97 57 35

Skype: gfsimons

