



Uzbekistan



Country Overview:

Location: Central Asia, north of Turkmenistan, south of Kazakhstan

Size: total: 447,400 sq km

Population: 28,394,180 (July 2012 est.)

Capital: Tashkent (Toshkent)
Exports-commodities: energy products, cotton, gold, mineral fertilizers, ferrous and nonferrous metals, textiles, food products, machinery, automobiles

Imports-commodities: machinery and equipment, foodstuffs, chemicals, ferrous and nonferrous metals

Currency: Uzbekistani soum (UZS)

Ethnic groups: Uzbek 80%, Russian 5.5%, Tajik 5%, Kazakh 3%, Karakalpak 2.5%, Tatar 1.5%, other 2.5% (1996 est.)

Religion: Muslim 88% (mostly Sunni), Eastern Orthodox 9%, other 3%

Government type: republic; authoritarian presidential rule, with little power outside the executive branch

Chief of State: President Islam KARIMOV

Head of Government: Prime Minister Shavkat MIRZIYOYEV

Language: Uzbek (official) 74.3%, Russian 14.2%, Tajik 4.4%, other 7.1%



Republic of Uzbekistan

Meetings & Negotiations

-With greetings, people generally ask five or six questions about one's family, health, marriage, etc. without expecting a response. It's just polite to ask. This can prove hard for some Americans and other Westerners because **most** fully expect to answer every question asked. Hello is "assalomu alaikum" or "salom."

-Greet and talk to the **most** important person in the room first.

-Bargaining is **expected** at the market and in most shops. It usually goes on for a while and it is common to show emotion, leave and come back, and/or ask around until the prices go down. People may even search for you if they decide to give you a lower price than someone else.

Business Attire

-Being **well-groomed** and having clothes neatly pressed is important.

-Jeans, t-shirts, and other less casual clothing is **inappropriate** in business situations.

Behavior

-Most Uzbek's tend to be close talkers standing closer than arms' length of personal space is **common**. More space is typically given between genders.

-A good deal of direct **eye contact** is common when interacting with the same gender. There tends to be a lot less when it's the opposite sex as well with an elder or a supervisor.

-A flick of the middle finger to the underside of the chin means "drunk."

-**Punctuality** doesn't tend to be a big deal. You show up when you show up. Because unemployment is rampant, there's less value placed on being to work on time or being a slave to the clock.

Gift Giving

-If you are presented with a gift, plan on giving something in return in the near future.

Appropriate Gifts:

-It is usually appropriate to give a gift when you visit someone's home.

-Gifts from your city or country will be treasured. Postcards or other small cultural items would be appropriate, or small toys for children.

-Local people often give chocolates, fruit or flowers as gifts.

Gifts to Avoid:

-Alcohol and products made from pig.

Business Tips continued

Conversation

-Uzbeks tend to be more **indirect** in their communication style.

-Conversations tend to wonder with underlying meanings to be interpreted.

-It is considered **rude** for a host to fill a guest's teacup more than half full. It means you want the guest to leave.

-Humor is used but not as a conversation starter. It is best to **avoid** sarcasm as it may be misunderstood.

Topics to Discuss:

-Sensitivity to Islamic mores and values.

Topics to Avoid:

-Uzbekistan has a very low ranking when it comes to respect for human rights.