



Qatar



Country Overview:

Location: Middle East, peninsula bordering the Persian Gulf and Saudi Arabia

Size: 11,586 sq km

Population: 2,042,444 (July 2013 est.)

Capital: Doha

Exports-commodities: liquefied natural gas (LNG), petroleum products, fertilizers, steel

Imports-commodities: machinery and transport equipment, food, chemicals

Currency: Qatari rials (QA)

Ethnic groups: Arab 40%, Indian 18%, Pakistani 18%, Iranian 10%, other 14%

Religion: Muslim 77.5%, Christian 8.5%, other 14%

Government type: Emirate

Chief of State: Amir HAMAD bin Khalifa Al Thani (since June '95)

Head of Government: Prime Minister Amir HAMAD bin Khalifa Al Thani (since June '95)

Language: Arabic, English secondary

State of Qatar / Dawlat Qatar

Meetings and Negotiations

-Personal contact is **essential** to building trust. Prior to starting the formal meeting, there should be time allowed for chit chat and getting to know each other.

-When greeting men tend to shake hands and kiss on the cheeks. Women may simply nod their heads in recognition. Unless a female extends her hand **do not** offer yours.

-Business cards should be exchanged and studied before placing them into your pocket.

-Contracts do not always have to be written. Therefore, be **careful** what is said because it can be perceived as a promise.

- Make sure to be prompt to meetings, however Qataris tend to be late.

- **Do not** lose your temper. Remaining calm and composed is respected.

- When in a meeting avoid looking at the clock.

-The word '**no**' is rarely used during meetings, however that does not mean the answer is 'yes'.

-**Avoid** being in a room only with a female. It is viewed as very disrespectful.

Business Attire

-Men and women dress very conservatively.

- Men will dress either in traditional Muslim clothing or a conservative brown or black business suit.

-Women wear traditional Muslim wear, not too form fitting, along with a head dress, known as a 'Hijab'.

Behavior

-Qataris naturally interrupt during presentations to get clarification verses waiting until the end.

-Note the time of the meeting, if

prayer falls during that time expect to break for a brief moment.

- Qataris have a negotiation style that is calm, but firm. It is a very slow process.

Gift Giving

-Qatar is a Muslim country. When giving gifts be sensitive to Islamic beliefs and customs.

-Gifts are very common in Arab business culture, and should be high quality.

-**Avoid** generic company gifts. For example, a hat with the companies logo.

-Make sure to give the gift with **both** hands and present it to the most senior person.

Appropriate Gifts: Sweets, flowers, fruits, high quality items

Gifts to Avoid: Perfumes, alcohol, anything made with pig skin

Business Tips continued

Conversation

-Be careful when giving compliments. **Do not** compliment possessions.

- If you are going to compliment, focus on actions, personality, or business ideas.

-When starting a conversation, address the most senior person

first.

-Remain in close distance when talking to show respect. Keep eye contact.

-Always ask about the family as whole, **avoid** asking about a single person, especially daughters or wife.

-**Ask** before taking pictures.

Some Qataris are against being photographed.

Topics to Discuss:

Family, business, sports, Qatar's economic growth

Topics to Avoid:

women, politics, religion, dogs (which are viewed unclean)

