



Bahrain



Country Overview:

Location: Middle East, archipelago in the Persian Gulf, east of Saudi Arabia

Size: 760 sq km

Population: 1,281,332 (July 2013 est.)

Capital: Manama

Exports-commodities: Petroleum, petroleum products, aluminum, textile

Imports-commodities: crude oils, machinery, chemicals

Currency: Bahraini Dinars (BHD)

Ethnic groups: Bahraini 46%, non-Bahraini 54%

Religion: Muslim 81.2%, Christian 9%, other 9.8%

Government type: Constitutional monarchy

Chief of State: King Hamad bin Isa Al-Khalifa (since 6 March 1999)

Head of Government: Prime Minister Khalifa bin Salman Al-Khalifa (since 1971)

Language: Arabic, English, Farsi, Urdu

Bahrain is the 109th largest economy in the world.



Bahrain / Mamlakat al Bahrayn

Meetings and Negotiations

- Bahrainis tend to be calm when in a formal business setting
- Decisions are **not** made quickly, it is important to not seem impatient or eager. That is a sign of disrespect.
- Avoid** hard selling tactics.
- Prolonged greetings and exchanges are common before the meeting actually starts.
- Women tend to give hugs when meeting other women, even if they have not met before.
- There is no set time schedule for meetings in Bahrain. They tend to begin on time and run long.
- Private settings are more preferred for meetings rather than public areas.
- Proposals and contracts should

remain simple.

-Business cards should be exchanged with everyone that attends the meeting. Be prepared to hand out several.

-**Avoid** looking at your watch during the meeting.

Business Attire

-Business dress is very conservative.

-Men wear lightweight, quality suits.

-Women dress as conservatively as possible. They will **avoid** showing legs and arms.

Behavior

-Bahrainis have little concept of personal space. They tend to talk in very close quarters.

-Maintaining a **good** relationship is very important to Bahrainis. As a result they may ask personal questions.

-Touching is common during discussion.

-Smiling and eye contact are **crucial** during greetings.

Gift Giving

-Gifts are not usually given at the initial business meeting. It is better to wait until the 2nd or 3rd meeting.

-If given a gift, **avoid** opening the gift in front of the giver unless requested.

-Give gift with **two** hands. It shows that you are sincere.

-Flowers should not be given to men, but can be presented to women.

Appropriate Gifts: chocolates, souvenir from your country, or company product

Gifts to Avoid: flowers, plants, perfumes, and alcohol, pork products.

Business Tips continued

Conversation

- Bahrainis tend to communicate indirectly when meeting in large groups.
- Bahrainis also tend to say what people are hoping to hear because they do not want to make anyone uncomfortable.
- Remember to be patient.

Bahrainis respond slowly to questions. They like to take notes and compose their thoughts before answering.

-Titles are **very** important. 'Sheikh' is a good title to use for older men

- **Avoid** saying 'no' without explanation. It is considered

rude to not explain why one disagrees.

Topics to Discuss:

Soccer, food, business.

Topics to Avoid:

Religion, women, family, government.