



You should not feel obligated to finish the entire amount of food your host offers you for s/he may put more on your plate as you are eating. S/he assumes that you are shy to ask for more.

You should avoid complementing items that the host did not offer to you, because s/he will feel obliged to offer it to you immediately and will insist on you having it. Feel free to complement the food that is presented though.

You must greet the elderly first, or start with the people on your right side when you first enter a room.

For further information please visit:

www.communicaid.com

www.traderscity.com

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Business Practices & Etiquette in Saudi Arabia



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Conversations start by the Islamic greeting, “Al Salam Aleikum” meaning “may peace be upon you” and your reply would be “Aleikum al Salam”(and upon you be peace).

The official language of KSA, however, English is widely spoken and is used in business meetings.

Before a meeting begins, a Saudi will greet each person individually with a handshake while standing. The same gesture is expected by the visitor.

Meetings are conducted at a leisurely pace and there are cordial conversations about general things while drinking coffee and tea. Finally, business topics are introduced and discussed.

A handshake may take longer than usual, especially among friends.

Punctuality with business appointments is expected.

Appointments are usually given in accordance to prayer times. It is unusual to make an appointment during prayer.

Concepts of Trust and Hospitality

Trust plays a significant role in conducting business with Saudis. Trust must be built before anything is agreed upon.

Referrals are a great way to create initial trust with a Saudi company.

Hospitality is a deeply rooted trait in Saudi culture; this generosity may be off putting to foreigners, as it may be too assertive.