

# How to Do Business in Tajikistan

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Course: MBA

Sub: Intercultural Management



## **Export-commodities:**

Aluminum, electricity, cotton, gold, fruits, vegetable oil and textiles

## **Import-commodities:**

Electricity, petroleum products, aluminum oxide, machinery and equipment, and food

**Currency:** Tajikistan Somoni (TJS)



# Meetings and Negotiations

- Tajiks are known for their friendliness and hospitality. It is a deep-rooted tradition to treat foreigners as guests with the highest respect.
- Initial meetings are all about relationship building.



- **Handshakes** are always used and can last a long time. If you are introduced to a woman as a male, it is advisable to wait and see if she extends her hand. If she does not, then do not try to shake hands. Avoid touching and prolonged eye contact with women.



- **Punctuality**

Do not be surprised if the person you are meeting arrives late or starts the meeting after the agreed time. However, punctuality is expected of foreigners



- **Communication**

If you are not a Tajiki or Russian speaker you are advised to hire a good interpreter. However, most upperlevel business executives speak some English



- **High Pressure**

Decisions are made slowly. Bureaucratic formalities tend to add to delays. Do not use high pressure tactics as they will be counter productive.



- Tajiks are known for being devoutly religious, with most holding to traditional Islamic norms of prayer and fasting, etc.
- Never eat with your left hand, use only the right hand (the left is considered unclean).





- Building trust and establishing compatibility are key prerequisites. One should engage in conversation and try to get to know the person before doing business.



When your business partner arrives, they will begin with banter and conversation centered not on business but on many other topics. Once you get down to business, you may be overwhelmed by the amount of argument and haggling. People in the Middle East love to talk, discuss argue.



- The traditional Islamic greeting is 'Asalamu alaykum' (peace be with you). Non-Muslims are not be expected to use it, but if were to say this, you would receive the reply 'wa alaykum salam' (and peace be with you).
- Topics to Discuss: family, children and general discussions about weather or shopping



# Legal Procedures

Application form.

Create a document of the registered company.

Appoint a company manager.

Extract the data of a natural or legal person.

Provide actual address of registration.

Pay a state fee and provide an invoice.



# Thank You

