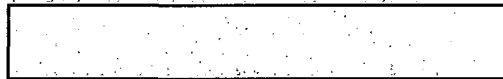




Principles of Cultural Awareness in Operations



**FBI Academy
Quantico, VA**

b7E



Group-Oriented Cultural Differences Part I

- **Degree of Emotional Expressiveness**
 - **Higher in Arabs & Iranians**
- **Social Networks: Principles of Involvement**
 - **Iranians: "Dowreh"**
 - **Arabs: "Wasta"**



Group-Oriented Cultural Differences Part II



Increased Emotional Expressiveness:

- Seen in Arabs and Iranians
- How you say something or write something can be even more important than what is said/written
- So you will see overly dramatic gestures
- You will see flowery language
- Emphasis on good feelings



Establishing Relationships

- **Watch your Manners!**
- **Never show the heels of your shoes to Arabs or Iranians**
- **Never try to speak to an Arab female prior to approaching Arab male first**
- **Be prepared for close physical proximity of Arabs**
- **Dress appropriately**