



الغرفة العربية اليونانية للتجارة والتنمية
ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΜΠΟΡΙΟΥ & ΑΝΑΠΤΥΞΕΩΣ
ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

WORKSHOP

“Doing Business in the Arab World”

Wednesday, 22 March 2017

Athens, Divani Caravel Hotel- Macedonia Hall

Tentative program

11:30-12:30 Registration & Coffee

Introduction and Opening Speeches:

12:30-12:35: **Mr. Rashad Mabger**, Secretary General, Arab-Hellenic Chamber of Commerce & Development

12:35-12:40: **Mr. Harris Geronikolas**, Chairman, Arab-Hellenic Chamber of Commerce & Development

12:40-12:45: **H.E. Mr. Marwan Emile Toubassi**, Dean of the Council of Arab Ambassadors in Greece, Ambassador of the State of Palestine

Keynote Speakers:

12:45-12:50: **Mr. Suheil H. Sabbagh**, President, Group Human Resources, Consolidated Contractors Company (CCC), Greece

12:50-13:00: **H.E. Prof. George Katrougalos**, Alternate Minister of Foreign Affairs, Greece

13:00-14:10

Session 1: Arab Business Culture

In this session, two of the Arab Ambassadors in Greece will touch on the aspect of protocol, etiquette and business practices in the Arab world. Then, representatives of two of our oldest member-companies will narrate their success stories and history of doing business in the Arab world.

Moderator: **Dr. Saleh S. Jallad**, Financial Consultant, Consolidated Contractors Company (CCC) & Publisher of Middle East Economic Survey (MEES)

Speakers:

- **H.E. Dr. Noureddine Bardad-Daidj**, Ambassador of the People's Democratic Republic of Algeria, Greece
- **H.E. Mr. Farid Monib**, Ambassador of the Arab Republic of Egypt, Greece

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- **Mr. Nahed Kharma**, Group Vice President Strategic Planning, Budgeting & Investments, Consolidated Contractors Company (CCC), Greece
- **Mr. Sylvain Hijazi**, Director for Business Development, Archirodon N.V.

14:10-14:30: Finger food & Networking

14:30-15:40

Session 2: Business Opportunities and Practices in the Arab World

In this session, four Greek Economic Counsellors and Commercial Attaches accredited to Egypt, Iraq, the United Arab Emirates and Saudi Arabia (covering Oman and Yemen) will communicate to our participants the wealth of their knowledge and experience in business practices and procedures in the Arab World and share with the audience their recommendations and guidance on business opportunities in these countries. Also in this session, there will be a presentation on the business opportunities in Ajman Free Zone, United Arab Emirates.

Moderator: **Mr. Efstathios Natsis**, Executive Director Overseas Business, Terna S.A.

Speakers:

- **Mr. Athanasios Makrandreou**, Head of the Office, Plenipotentiary Minister Economic & Commercial Affairs, Embassy of Greece of Greece accredited to the Arab Republic of Egypt
- **Mr. Stavros Stavrakos**, Head of the Regional Section for Economic & Commercial Affairs in Erbil of the Embassy of Greece in Baghdad
- **Mr. Emmanouel Markianos**, Commercial & Economic Counsellor, Embassy of Greece accredited to Abu Dhabi, United Arab Emirates
- **Mr. Theodore Xypolias**, First Counsellor for Economic and Commercial Affairs, Embassy of Greece accredited to the Kingdom of Saudi Arabia (covers Oman & Yemen)
- **Mrs. Sheikha Al Nuaimi, PMP**, Director of Corporate Projects Management Office, Ajman Free Zone, Ajman, UAE

16:00-18:30: Networking and business meetings (B2B) between the visiting Arab delegates from Libya, Egypt, United Arab Emirates, Saudi Arabia, Erbil/Iraq and Palestine in all business sectors

18:30: End of Workshop's works

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