

College of Business Academic Research Seminar



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Title:

Understanding Informal Business Networks in Saudi Arabia

BIO

Mad man with few contradictory ideas, love the odd side of research findings, and always live on the edge of knowledge uncertainty. In his career, he is bored with known knows,

interested in known unknown but baffled by unknown unknown!

ABSTRACT

In business, most work just cannot get done without some informal communication, in which people override the regulated systems to advance their personal needs. Thus, informal social networks are essential to the success of business-to-business relationships and are manifested differently because they are based on cultural and social values. Several concepts of informal social networks that

have profound effects on B2B interactions and relationships include yongo and inmaek in Korea, blat/sviazi in Russia, guanxi in China, old boy network in America, compadrazgo in Latin America, and wasta & et-moone in the Middle East. The seminar will focus on understand informal business networks in Saudi Arabia and will cover few empirical studies.



Thursday October 24, 2024



12:00 – 01:00 PM



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