

FOREWORD

Working with an Indian Partner is one in a series of guides designed to help Canadians and Asians work together effectively. The idea for the series came from years of experience preparing Canadian technical advisors for work in developing nations and their foreign counterparts for missions to Canada as part of Canada's international development assistance programs. Although many guides were available to help them prepare for culture shock and learn the practicalities of living overseas, there were few good resources to assist them in developing effective working relationships; one of the most challenging and critically important aspects of their overseas experience.

The guide is modeled after *Thais Do Business the Thai Way*, which was produced by the SVITA Foundation of Bangkok for CIDA.

Working with an Indian Partner is for Canadians who work with Indians in a business, official, or development capacity. It offers practical advice on forming partnerships and alliances based on trust, understanding and effective communication.

The guide was written by Rita Ratnam, Cross-Cultural Advisor, CIDA India Program, with the assistance of Georges Mailhot, Director of CIDA's India-Canada Cooperation Office in Delhi; Dr. Surendra Kumar Vettivel, Consultant; Professor A. N. Pandeya, Indian Institute of Technology; and Raj Sharma, Consultant, Alberta Government Trade, Tourism, and Investments. It was edited by Stiles Associates Inc. of Ottawa.

We welcome your comments, suggestions and insights for subsequent editions. Please write to us or send us a facsimile message. We hope your stay in India is rewarding.

Claire Trépanier
Program Manager, Asia
Centre for Intercultural Training
Canadian International
Development Agency
200 Promenade du Portage, 8th floor
Hull, Quebec
CANADA
K1A 0G4
facsimile (819) 994-0084