

---

## FOREWORD

*Working with a Pakistani Partner* is one of 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 aspect 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 a Pakistani Partner* is for Canadians who work with Pakistanis in a business, official, or development capacity. It offers

practical advice on forming partnerships and alliances based on trust, understanding, and effective communication.

An original draft was prepared by Rukhsana Rashid and Debbie Nikolai of the In-Country Orientation Program (ICOP) in Islamabad. It was revised and 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 Pakistan 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