

# **Communication between different nationalities in business by the example of Kazakhstan**



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# Sources

My own experience



Troubles in business



Laws of Kazakhstan



Justice cases

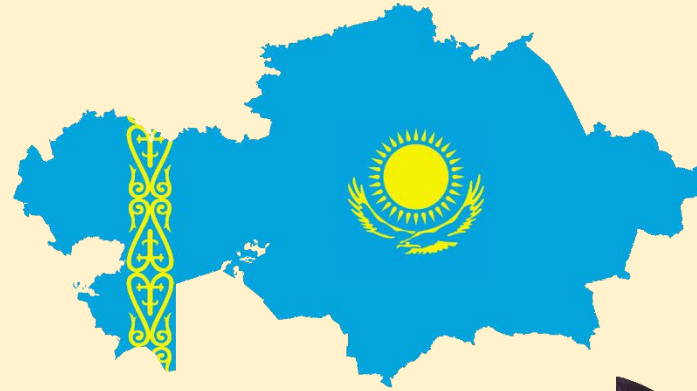


Experience of Kazakh businessmen



# Why did I take this theme?

- *I am from Kazakhstan*



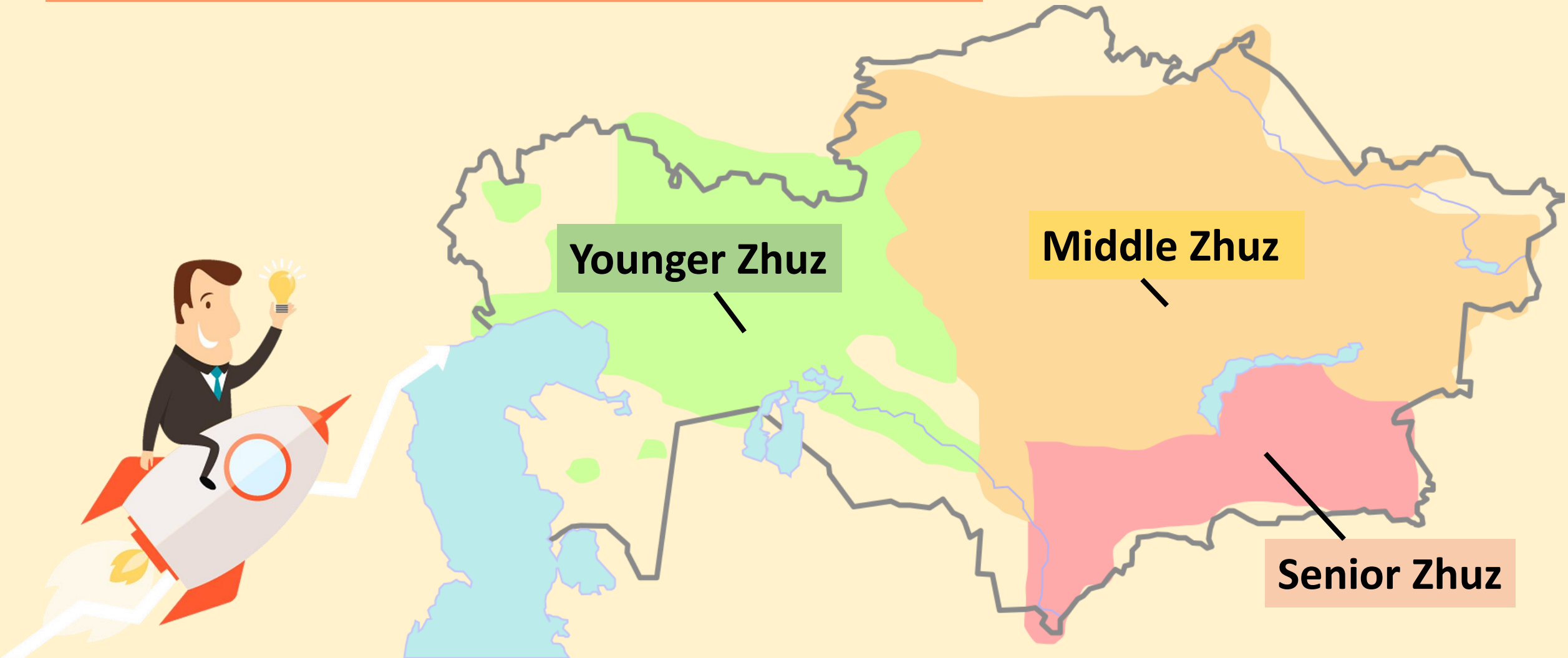
- *Special background in Kazakhstan*



- *Kazakhstan is a multinational state*



**Zhuz is historically formed association of Kazakhs.**



# Kazakhs

## Senior Zhuz

- **Zhalair**  
(Akbiyum, Andas, Aryktynim, Baychigir, Balgaly, Kalpe, Karashapan, Kushuk, Myrza, Orakty, Siyrshy)
- **Dulat**  
(Botbai, Dzhany, Siikym, Chimir)
- **Alban**  
(Aytbozym, Aldzhan, Kyzyl-Borik, Konyr-Borik, Kurman, Segiz-Sary)
- **Kanly**  
(Kyzyl-Kanly, Kopsan-Kanly)
- **Oshakty**
- **Sary-Uysyn**
- **Srgeli**
- **Xuan**  
(Baytyugey, Tokarstan)
- **Shaprashty**  
(Aikym, Asyl, Ekey, Eskozha, Chibyl)
- **Ysty**  
(Oik, Tlick)

## Middle Zhuz

- **Argyn**  
(Atygay, Bassentein, Begendyk, Zhogary-Shekty, Kanjyaly, Karakesek, Karaul, Kauandyk, Suyundyk, Tarakty, Tobykty, Tomen-Shekty, Shubartpaly)
- **Kerey**  
(Abak-Kerey, Aksary, Balts, Kursars)
- **Konrat**
- **Kypshak**  
(Karabalyk, Koldenen, Kulyn-Kypshak, Toraigyr, Uzun)
- **Nyman**  
(Ak-Naiman, Baganaly, Baydzhigit, Baltaly, Bura, Karakerey, Kartai, Kozhambet, Kokzharly, Kyrky, Matai, Murun, Sadyr, Terstamgaly, Tortul)
- **Wak**  
(Abrai, Azhibek, Shoga)

## Younger Zhuz

- **Alimuly**  
(Karakesek, Karasakal, Kete, Tortkara, Shekty, Shomekey)
- **Bayuls**  
(Adai, Alasha, Altyn, Baybakty, Bersh, Esentemir, Zhappas, Issyk, Kyzyl-Kurt, Mascar, Tazlar, Tana, Sherkesh)
- **Zhetyru**  
(Zhagalbayly, Kerdera, Kereit, Tabyn, Tama, Teleu)



# Neighbors of Kazakhstan



# The Great Silk Road



# Why work in Kazakhstan is unique?



**Kazakh cultural environment**



**Kazakh industry**



**Kazakh hospitality**



**Kazakh politic**



**Kazakh economic**



# So, you are new person in business in Kazakhstan, what should you do?

1. Register your business or make an integration with another Kazakh businessman
2. Be friendly, open communicative person
3. Find relatives, friends, business partners
4. Study the customs and traditions of the people
5. Get to know the religion and history of Kazakhstan
6. Study the characteristics of the territory, population and distribution of people in the country





- **Kazakhstan - developing country**

- **Nur-Sultan (Astana) - capital**



- **Territory - 2 724 900 km<sup>2</sup> (the 9th place in whole world)**

- **Population - 18 809 000 people**



# Population

Kazakh

Russian

Uzbek

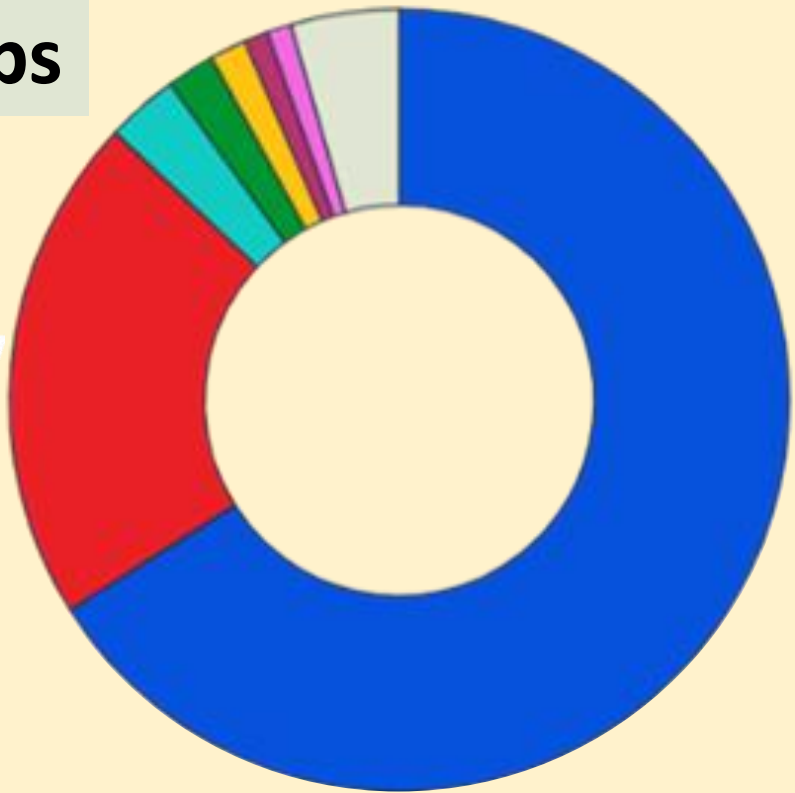
Ukrainian

Uighur

Tatar

German

## Other Ethnic Groups



Ethnic group	census 2009 <sup>8</sup>		2014 <sup>9</sup>	
	Number	%	Number	%
Kazakhs	10,096,763	63.1	11,244,547	65.5
Russians	3,793,764	23.7	3,685,009	21.5
Uzbeks	456,997	2.9	521,252	3.0
Ukrainians	333,031	2.1	301,346	1.8
Uygurs	224,713	1.4	246,777	1.4
Tatars	204,229	1.3	203,108	1.2
Germans	178,409	1.1	181,928	1.1
Koreans	100,385	0.6	105,400	0.6
Turks	97,015	0.6	104,792	0.6
Azerbaijanis	85,292	0.5	98,646	0.6
Dungans	51,944	0.3	62,029	0.4
Belarusians	66,476	0.4	60,295	0.4
Kurds	38,325	0.2	42,312	0.3
Tajiks	36,277	0.2	42,143	0.3
Poles	34,057	0.2	32,661	0.2
Chechens	31,431	0.2	32,252	0.2
Kyrgyz	23,274	0.2	29,803	0.2
Others	157,215	1.0		
<b>Total</b>	<b>16,009,597</b>		<b>17,160,774</b>	

**Theoretical part.**

# **Population information in Kazakhstan.**



# Kazakh economic alliances

Kazakhstan is the part of Eurasian Economic Union



United Nations Economic and Social Commission for Asia and the Pacific



# Unemployment

The unemployment rate started to be 5%

Men is 216.3 thousand, women is 237.7 thousand

About half of people are from the south Kazakhstan

## The reasons:

- gradual automation of production (fewer jobs)
- patriarchal traditions (female unemployment)
- lack of interest in learning
- historical features



# GDP

**GDP in Kazakhstan is 179.3 billion USD**

## **What forms the GDP in Kazakhstan?**

- **Minerals** (oil, metals, coal and etc.) - large stocks and variety
- **Agro technical products** (wheat, oats, barley, etc.) - export



# Producing

**Large territory and small population - great opportunities for the development of the agricultural sector**

**Animal husbandry - historically and traditionally very well developed**

**Poorly developed - light industry**





# Trade of Kazakhstan

Kazakhstan's foreign trade turnover in the first quarter of 2020 increased compared to \$ 21 billion

## Partner Countries:

- Russia
- China
- Italy
- Netherlands
- France
- Switzerland
- USA
- Germany
- Turkey
- Uzbekistan
- etc.

## Export growth indicators:

- hot-rolled flat products (by 72%)
- mineral fertilizers (by 53%)
- sunflower oil (by 60.8%)
- etc.



# Trade of Kazakhstan

- Foreign Direct Investment inflows since independence exceeded \$330 billion in Major exports: energy (78%), mining (8%) and agriculture (3%)

- Fitch Ratings gave Kazakhstan's long-term foreign currency issuer default rating at BBB with a Stable Outlook (2019)

- Major trade partners: EU (49.8%), Russia (19%), China (13.5%), US (2.6%)

- Member of Eurasian Economic Union (Russia, Kazakhstan, Belorussia, Armenia and Kyrgyzstan)

- Crude oil production: 1.6 million barrels per day (#9 by proved reserves)

- 12 Special Economic Zones offering tax incentives

- Government debt: 12% of GDP or \$27 billion (42% external)

- Budget spending: \$25.4 billion (3% deficit)

- Market capitalization of Kazakhstan Stock Exchange: \$44 billion

- Member of WTO since 2015

- Ranked 28th in World Bank's Ease of Doing Business (2019)

- Ranked 59th in World Economic Forum's Global Competitiveness Index (2018)



# Small and medium business in Kazakhstan

- One of the biggest part of economics
- Almost everyone in Kazakhstan want to make their own business, but don't know how
- Kazakhstan it is country of startups and perspectives
- average level of service with its own specifics and peculiarities
- Kazakh culture is very independent and business culture



# Law basis in Kazakhstan

## Foreigners

- who invest from abroad and live there
- who live in Kazakhstan and make their deals from inside

labour immigrants

immigrants

season workers

business immigrants

## How to get a job in Kazakhstan?

1. be older than 18

2. shouldn't have a criminal record.

3. have some high education or qualification in college

4. have some experience in this area before

5. have insurance

6. have to be without some diseases and injuries



# Kazakh corruption

the 113 place in whole world

corruption is very high

my work - my rules

system mess



## Money

- Bribes
- Presents
- Discounts

## Connections

- Family ties
- Friendship ties
- Reputation
- Human relations
- Appearance

**The practical part.**

**Interviews.**



# Opinion of people from business.

- **Dmitry Nikolin**

- **Yerzhan Ibragimov**

- **Anton Afonin**

- **Sergey Gusarov**

- **Yeugenyiy Grihanov**

- **Aleksandr Ivashenko**

- **Svetlana Bitner**

- **Pavel Rodin**

- **Yerken Shaihov**

- **Denis Karnes**

- **Marat Zhumzhanovich**



# My researches in business of Kazakhstan some minuses and pluses



- Verbal agreements
- Trust between people
- National presentation
- Corruption and bureaucracy
- Traditional production
- Tradition comes first
- Xenophobia
- The boss is always right
- Low discipline
- Business stereotypes



# Conclusion



**making of business it is huge labor**

**Business in Kazakhstan is very interesting, people try to combine traditional and modern methods**

**You must be:**

- **friendly**
- **curious**
- **knowledgeable**
- **honest**
- **open**
- **creative**

**Thank you for your attention!**

