

working through every moment. During any transactions the Germans strictly adhere to the fulfillment of all obligations and require the same from others. Business partners are rarely invited to their home. One more piece of advice: do not get carried away with small talk in business, the Germans do not recognize this.

The French love to talk business over meals. A business lunch can take an hour or two, and dinner can take the whole evening. Punctuality is not inherent in the French, so being late for 20–30 minutes is normal for them. The French are great patriots, and if you use French during negotiations, they will appreciate it very much.

Also I would like to talk about doing business in Muslim countries. These countries have their own business culture and customs, sometimes not met by representatives of other countries. Five times a day, Muslims put aside any business in order to perform Namaz (a prayer). During conversations Arabs always stand at a close distance from each other, so do not step back, they will perceive it as disrespect. The Arabs had a preliminary consideration of the details of the subject of discussion before the actual start of negotiations.

Despite all of the above mentioned regions with developed economies, there are many countries in the world in which doing business is very problematic. Three worst countries to do business: Somalia, Eritrea, Venezuela. In these countries, absolutely everything is turned against the fact that people can develop their own business: high crime rate, high corruption, huge inflation, terrible economy.

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BUSINESS IN UNITED ARAB EMIRATES

Бизнес в Объединенных Арабских Эмиратах

The purpose of this work is to consider the organization of small business in the UAE and its impact on the economy. Today, the United Arab Emirates is one of the richest and most influential countries in the world. Their reputation as a global economic center attracts the attention of many foreign investors, and the variety of business opening and promotion schemes allows you to choose the most suitable option in each case. The UAE has created comfortable conditions for business development: most companies are exempt from income tax, the VAT rate is only 5 %, business can be registered remotely or even in a virtual commercial city. Entrepreneurs who have opened a company in the UAE can get a resident visa for 5 or 10 years. The minimum investment amount for this is \$136,000.

Why do entrepreneurs open a business in the UAE? The UAE ranks first in the world in the Global Entrepreneurship Monitor Global Entrepreneurship Index. To create the rating, 2000 entrepreneurs from 50 countries assessed: the level of business development and innovation in the country; the state of the financial infrastructure; the effectiveness of government support measures; the ease of starting a business. Most government services for entrepreneurs have been transferred online — to the websites of departments, to the Dubai now and UAE PASS applications. The UAE PASS service is an analogue of a digital signature that allows you to get a single access to 6000 services. With a digital signature, entrepreneurs will be able to certify documents and transactions, submit an application for company registration. UAE PASS can only be obtained by citizens and residents of the UAE. Loyal tax policy: companies in the UAE are exempt from paying tax on dividends, capital gains, qualifying intra-group transactions and reorganizations. Companies registered in the United Arab Emirates do not pay income tax until June 2023. After this period, companies whose annual profit exceeds 375,000 AED (\$102,000) will pay corporate tax at a rate of 9 %. The VAT rate in the UAE is 5 %. For comparison: in Germany, the tax is charged at 19 %, and in Russia and the UK — 20 %. Dozens of free economic zones (FEZ) have been created in the Arab Emirates, and a special tax regime operates on their territory. Owners of companies in the FEZ are exempt from paying corporate income tax, VAT, import and export taxes. Each free economic zone has a specialization, that is, a list of permitted types of business activities. It is worth adding that the government in the UAE is interested in attracting foreign capital to the region and encourages it in every possible way. This is why free zones are organized in some emirates, which offer tax and business benefits for a guaranteed period, the possibility of 100 % foreign ownership, the absence of customs duties within the zone and a "single window" for administrative services. Do not forget about the peculiarities of local culture, mentality and religion, which are closely intertwined both in everyday life and in the business sphere — after all, we are talking about the Middle East. For example, when dealing with local partners, when meeting, it is important to be the first to greet the oldest person in the room. It would not be superfluous to learn at least a few greetings in Arabic and understand how to respond to them — Arabs like it when foreigners respect their language and customs. Also, stock up on business cards printed in both English and Arabic — this will add points to you. Find a good translator and a high-quality printing house — the appearance of such business attributes is appreciated in the UAE.

Thus, the characteristic features of the forms of business organization in the Arab States are: a significant influence on the economic life of cultural, religious and ethical views (in particular, a sharply negative attitude to the percentage of Judgment, a special understanding of private property); protectionism towards national business (in particular, expressed in the prevention of ownership by foreigners of the predominant share participation in companies and occupation by foreigners of senior positions in national companies); — strong state control over the creation and operation of companies; permissive procedure for the activities of branches of foreign companies.