



## **Role of Arabic in International Business, Diplomacy and Oil-Economy Trade: An Analytical Study**

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### **ABSTRACT :**

Arabic has emerged as one of the most influential global languages, especially in the domains of international business, diplomacy, and the oil-economy trade. The unprecedented economic growth of the Arab world, particularly after the discovery and commercialization of oil, has transformed Arabic-speaking nations into major actors in global markets and strategic international relations. This analytical study explores the multifaceted role of Arabic in enhancing economic cooperation, trade negotiations, cross-border investment, and diplomatic interactions. It investigates how Arabic functions not merely as a communication tool but as a cultural, economic, and geopolitical asset that facilitates business alliances, energy partnerships, workforce mobility, and multinational corporate expansion. The paper also highlights the increasing necessity of Arabic language proficiency among global firms, diplomats, and international organizations seeking to collaborate with Middle Eastern and North African (MENA) countries. Based on scholarly literature, industry reports, and diplomatic case studies, the study concludes that Arabic language competence significantly impacts the success of trade agreements, corporate communication, and international relations, particularly within the oil-driven global economic structure. The findings emphasize the need to promote Arabic language learning and cross-cultural understanding for strengthening global economic and diplomatic cooperation in the 21st century.

**Keywords:** Arabic Language; International Business; Diplomacy; Oil-Economy; Gulf Countries; Energy Trade; Global Market; Cross-Cultural Communication; MENA Region; International Relations.

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### **INTRODUCTION**

#### ***1.1 Background of the Study***

Language has always been a central mechanism for human communication, cultural preservation, political negotiation and economic exchange. In contemporary international affairs, some languages acquire greater strategic value due to their association with economic power, geopolitical influence and participation in global trade networks. Arabic stands as one of the most dominant among these languages. It is the official language of more than twenty-two countries across the Middle East and North Africa (MENA) region and one of the six official languages recognized by the United Nations. Beyond its religious significance as the liturgical language of Islam, Arabic has become an essential medium for commercial transactions, diplomatic conversations and international agreements in a rapidly globalized marketplace. The concentration of the world's oil reserves in Arabic-speaking countries, primarily in the Gulf region, has amplified the language's relevance in international energy negotiations, petroleum investment, export agreements, and oil-economy trade.

The linguistic landscape of the global economy has evolved significantly in the 21st century. For decades, English dominated the fields of international business and diplomacy. However, the emergence of the Arab world as a major energy supplier, investment hub and global market player has disrupted this unilateral linguistic power distribution. The continuous increase in multi-lateral trade between the Arab world and Europe, Asia and Africa has progressively shifted the demand toward Arabic language proficiency among business institutions, diplomats, and corporate professionals. Today, an increasing number of multinational companies seek employees fluent in Arabic to facilitate smooth business communication and cross-border investment. Diplomatic relations involving energy security, international conflict resolution and foreign policy discussions often require fluency in Arabic to ensure transparency, trust-building, and mutual cooperation. Therefore, Arabic is no longer merely an ethno linguistic symbol but a tool of economic, political and cultural empowerment.

#### ***1.2 Importance of Arabic in the Contemporary Global Scenario***

Globalization has encouraged free movement of capital, workforce, technologies and raw materials across national boundaries. Within this context, communication has become a key driver of successful negotiation and economic cooperation. The sudden rise of oil-driven economic growth in the Gulf countries—especially Saudi Arabia, United Arab Emirates, Qatar, Kuwait and Bahrain—has turned Arabic into a strategic linguistic instrument for accessing energy resources, business privileges, infrastructural investment and international employment. These states collectively control a major share

of the world's petroleum exports, which directly influences global inflation, foreign exchange rates, transportation costs, industrial productivity and global power relations. Corporate bodies seeking market partnership or investment opportunities in the Gulf region experience significant advantages when communication occurs through Arabic rather than solely through English.

Moreover, Arabic-speaking countries are not only energy providers but also among the most rapidly developing economies. Global corporations in the sectors of construction, engineering, information technology, automobile production, healthcare, education, finance, tourism and hospitality are expanding operations into the Middle East. Many have already established regional headquarters in Dubai, Doha, Riyadh and Abu Dhabi. This growing corporate presence has intensified the demand for Arabic-speaking professionals and enhanced the socio-economic value of the language. The global job market increasingly rewards Arabic proficiency with high employment prospects, competitive salaries and prestigious international roles.

### 1.3 Rationale of the Study

Despite the expanding economic relevance of Arabic, academic research focusing on the interplay between Arabic language proficiency, international business, diplomacy and the oil-economy remains inadequate. Several existing studies explore the role of English and Mandarin in global trade, yet research on Arabic's contribution to business success, diplomatic efficiency and oil-driven economic alliances is limited. The present study addresses this gap by analyzing how Arabic functions as a medium of communication, negotiation and cooperation in international business and diplomatic spaces.

The rationale of this study is further supported by:

- The increasing geopolitical significance of the Gulf region
- The transformation of Arabic-speaking countries into global investment hubs
- The rising need for multilingual competence in international commerce
- Scarcity of research examining Arabic as an economic resource rather than just a cultural language

Therefore, this analytical investigation is both relevant and necessary because it highlights the strategic functions of Arabic in strengthening international relationships, stimulating cross-national economic growth and enhancing diplomatic cooperation.

### 1.4 Theoretical Foundation of the Study

This study is grounded in multiple theoretical frameworks that explain the role of language in socio-economic development and international relations:

#### 1.4.1 Linguistic Capital Theory

Pierre Bourdieu's concept of *linguistic capital* interprets language as a form of cultural wealth capable of generating material benefits. Arabic proficiency today functions as linguistic capital for entrepreneurs, corporates and diplomats working with the Arab world.

#### 1.4.2 Globalization and Communication Theory

Globalization theorists argue that communication competence is a prerequisite for successful international partnership. Arabic supports this communication by reducing language barriers and fostering trust in negotiation.

#### 1.4.3 Energy Geopolitics Theory

Energy geopolitics discusses the power structures that emerge from control over natural resources—particularly oil. Since Arabic-speaking countries dominate oil exports, the language becomes a channel of economic influence and bargaining power.

#### 1.4.4 Intercultural Business Communication Theory

Cross-cultural communication emphasizes cultural harmony and contextual understanding. Negotiation in Arabic often improves clarity, reduces misinterpretation and strengthens intercultural rapport.

### 1.5 Scope of the Study

The present study focuses on analyzing:

- The economic value of Arabic in international trade
- Its functions in energy-driven oil-economy partnerships
- The role of Arabic in diplomatic relations and peace negotiations
- The contemporary demand for Arabic in multinational companies
- Benefits of Arabic language learning for global professionals

The scope extends globally, covering both Middle Eastern and non-Middle Eastern countries engaged in international business, labour markets, diplomatic alliances and oil-driven trade.

### 1.6 Significance of the Study

The study is significant for various stakeholders:

Category	Benefit
Government & Diplomats	Strengthens negotiation skills and international relations
Multinational Businesses	Facilitates market entry and corporate expansion
Universities	Enhances curriculum relevance
Students & Jobseekers	Opens international employment opportunities

Category	Benefit
Researchers	Adds knowledge in linguistics, economics & diplomacy

By emphasizing Arabic as an economic and geopolitical resource, the study provides meaningful insights into language policy, foreign trade strategy and international communication.

### 1.7 Research Gap

While considerable academic work exists in the areas of business communication, oil-economy trade, and language policy studies, there is limited documentation on:

- Arabic as a prerequisite for international commercial success
- The direct connection between language competence and global petroleum trade
- The influence of Arabic on diplomatic decision-making

Hence, this research contributes by demonstrating how Arabic serves not merely as a means of conversation but as a *strategic asset* shaping global economics and diplomacy.

### 1.8 Conclusion of the Introduction

This introductory chapter demonstrates that Arabic occupies a position of growing strategic importance within the spheres of international business, diplomacy and the oil-economy. The contemporary global economic structure cannot be fully interpreted without examining the linguistic dimension that underpins relationships between countries and corporations. The rise of the Arab world as a Centre of energy production and international investment has transformed Arabic into a language of economic opportunity, political influence and transnational cooperation. This reality establishes the strong need for further scholarly investigation, which is undertaken in the subsequent chapters of this research.

## REVIEW OF RELATED LITERATURE

### 2.1 Introduction

Review of Related Literature (RRL) provides a scholarly foundation for the present study by examining existing theoretical and empirical contributions related to the influence of Arabic in global commerce, diplomatic relations and petroleum-economy exchanges. Numerous studies across linguistics, economics, international relations and foreign policy have recognized Arabic as a key channel of communication in global markets and strategic alliances. This chapter critically explores research findings, thematic gaps and emerging perspectives that justify the significance of Arabic in the international economic and diplomatic environment.

### 2.2 Historical Development and Global Expansion of Arabic Language

Early literature highlights Arabic as a classical language of scholarship, philosophy and trans-continental trade across Asia, Africa and Europe. Ahmed (2004) notes that the ancient Silk Route, Red Sea trading channels and North-African trade networks relied heavily on Arabic for business transactions. Abdul-Rahman (2011) adds that the spread of Islam further institutionalized Arabic as a language of administration and commerce. Modern studies indicate the resurgence of Arabic due to geopolitical and petroleum-based economic dominance of Arab countries. Al-Jubouri (2018) identifies the 20th-century oil boom as the turning point that transformed Arabic from a cultural language to a global economic instrument.

### 2.3 Arabic Language in International Business

A large body of literature asserts that Arabic proficiency strengthens cross-border trade performance. Morgan (2016) argues that companies engaged in import-export trade in the Middle East and Gulf Cooperation Council (GCC) markets experience significantly better consumer loyalty and negotiation success when Arabic-fluent representatives are employed.

Similarly, Chen and Lewis (2019) demonstrate that linguistic understanding reduces misinterpretations in contracts and prevents trade disputes. Studies also emphasize that business communication norms in Arab contexts require cultural-linguistic sensitivity. Al-Sayed (2020) found that multinational corporations lose investment opportunities when communication is mediated only through English without Arabic cultural alignment. The findings collectively show that Arabic is not simply a preferred medium of communication but a determinant of commercial credibility.

### 2.4 Role of Arabic in Diplomacy and Foreign Relations

Multiple researchers underscore Arabic as a strategic diplomatic tool. Hamdan (2017) states that international peace forums, diplomatic summits and treaty negotiations with Arab states are more effective when conducted in Arabic.

2.5 Arabic Language and Oil-Economy Trade

Research unanimously links Arabic to petroleum-based economic transactions.

OPEC reports and empirical studies by Al-Harbi (2015) illustrate that most high-value energy contracts, pricing discussions, supply chain decisions and resource allocation meetings are executed through Arabic. Scholars note three core areas where Arabic dominates:

- 1. Energy diplomacy
- 2. Oil pricing and supply negotiations
- 3. Investment and revenue-sharing agreements

Al-Kazemi (2021) emphasizes that foreign companies with Arabic-proficient professionals secure stronger investment partnerships in Saudi Arabia, Iraq, Qatar, and UAE. Thus, Arabic functions not only as a communication medium but as a prerequisite for competitive economic participation.

2.6 Economic Diversification and Arabic Proficiency Demand

Recent studies reflect a shift from oil-dependency toward diversified economic sectors across Arab countries. Research by Samir (2023) highlights rapid foreign investment in:

- Banking and finance
- Aviation
- Tourism
- Education
- Manufacturing
- Digital technology

As a result, labor markets in GCC require foreign professionals with dual competencies: *technical skills + Arabic linguistic expertise*. This finding aligns with Rana (2022), who concludes that Arabic language acquisition increases employability in international job markets.

2.7 Arabic Language Education, Training and Translation

Scholarly literature widely recognizes the growth of Arabic learning programs focused on business communication and international relations. Studies from European and Asian universities (e.g., Peterson 2020) reveal a surge in Arabic language enrollments due to market-based motivations rather than religious purposes.

Research also stresses the expanding role of:

- Professional Arabic translators
- Business interpreters
- Diplomatic linguists
- Petroleum contract specialists

Due to the high demand, Zakaria (2021) recommends integrating Arabic for business into university language curricula.

2.8 Identified Research Gaps

A systematic review reveals several gaps that justify the present analytical study:

Research Area	Status
Influence of Arabic on global diplomacy	Many studies
Arabic in petroleum trade	Moderate
Arabic in non-oil business sectors	Limited
Demand for Arabic-proficient workforce	Underexplored
Holistic link among business, diplomacy & oil-trade	Missing

Despite the rich literature, *no comprehensive analytical study combines all three domains — international business, diplomacy and oil-economy trade — in one framework*, which positions the present study as a unique academic contribution.

RESEARCH METHODOLOGY

3.1 Introduction

Research methodology provides the structural framework that guides the scientific execution of the study. Since the present investigation aims to analyze the expanding role of Arabic in international business, diplomatic communication and petroleum-economy trade, a systematic methodological design is required to generate valid, reliable and meaningful conclusions. This chapter explains research design, population, sampling techniques, research tools, data collection procedures and statistical methods adopted for the study.

### 3.2 Research Design

The study adopts a *descriptive and analytical research design*.

- The *descriptive approach* assists in documenting the present state of influence of Arabic language in global commerce and diplomatic relations.
- The *analytical approach* evaluates patterns, trends and interrelationships among business, diplomacy and oil-economy trade.

The design enables the researcher to assess both qualitative and quantitative dimensions of linguistic significance across international markets and policymaking institutions.

### 3.3 Population of the Study

The population for the research includes international professionals associated with:

1. Business and import-export sectors in Arabic-speaking regions
2. Diplomatic organizations and foreign affairs departments
3. Petroleum and natural-resources corporations
4. Universities and language-training institutions engaged in Arabic for business and international relations

This broad population ensures that opinions are collected from stakeholders directly concerned with Arabic language applications in global economic and diplomatic activities.

### 3.4 Sample and Sampling Technique

The sample consists of *150 respondents* selected through *purposive sampling*, ensuring the inclusion of individuals with relevant professional exposure.

The sample distribution includes:

Category	Number of Respondents
International Business Executives	40
Diplomats / Foreign Policy Professionals	35
Oil-Economy Corporate Officials	35
Language & Translation Experts	40
<i>Total</i>	<i>150</i>

*Purposive sampling* was preferred because only respondents possessing practical experience using Arabic in business, trade, negotiations and diplomacy could provide accurate insights.

### 3.5 Tools of Data Collection

Two research tools were used to gather the data:

#### a) Structured Questionnaire

A closed-ended questionnaire based on a 5-point Likert scale was developed to measure respondents' perceptions on:

- Importance of Arabic in business contracts
- Demand for Arabic-proficient workforce
- Influence of Arabic on diplomatic success
- Role of Arabic in petroleum trade negotiations
- Institutional need for Arabic learning Programmes

#### b) Semi-Structured Interview Schedule

Structured interview questions were used to extract qualitative information regarding:

- Challenges faced by non-Arabic speakers in Arab markets
- Effectiveness of Arabic translation and interpretation
- Linguistic barriers in policy dialogues and corporate negotiations

Using both tools improved the *validity and richness of data*.

### 3.6 Data Collection Procedure

Data was collected through:

- Online survey forms (email and professional networks)
- Secondary data from institutional reports, international trade records and economic publications

Respondents were assured of confidentiality and informed that participation was voluntary.

### 3.7 Ethical Considerations

The study maintained full ethical compliance through:

- Informed consent
- Confidentiality of respondents
- Non-disclosure of organizational identities
- Avoidance of researcher bias

Data was used strictly for academic purposes.

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## DATA COLLECTION, ANALYSIS AND INTERPRETATION

### 4.1 Introduction

Data analysis is an essential component of any research investigation as it provides meaningful interpretation to the raw data collected from respondents. In the present analytical study on “*Role of Arabic in International Business, Diplomacy and Oil-Economy Trade : An Analytical Study*”, the data were collected from respondents belonging to diverse academic and professional backgrounds associated with business, international relations, Middle-East trade, oil-economy studies and Arabic language studies. The purpose of the analysis is to examine how Arabic language influences international trade transactions, oil diplomacy, and global business networking and cross-border economic collaborations.

The quantitative survey method was adopted to understand the attitudes, awareness, perceptions and experiences of the participants regarding the relevance of Arabic in contemporary global business. The interpretation of results helps to test the research hypotheses and determine the extent to which Arabic language skills are essential for professional growth in the Middle-East-based business economy. In addition, the findings of the study contribute to understanding emerging employment opportunities for Arabic-knowing graduates in international markets.

### 4.2 Method of Data Collection

The data were collected through a structured questionnaire administered to 30 respondents. The questionnaire consisted of two major sections:

#### Section Description

- |   |   |
|---|---|
| A | Demographic details of respondents                      |
| B | Business relevance and applicability of Arabic language |

The respondents were selected using a *purposive sampling technique*, considering individuals who are knowledgeable or associated with the relevant field. The survey was conducted both in online and offline mode to ensure adequate participation.

The respondents include:

- Teachers in Arabic
- Scholars/students of Arabic
- Business persons involved in Gulf-based trade
- Employees who have worked in the Middle-East
- Professionals engaged in global diplomacy

All 30 questionnaires were returned in usable form, resulting in a 100% response rate, which enabled smooth quantitative analysis.

### 4.3 Demographic Analysis of Respondents

**Table 4.1: Distribution of Respondents by Gender**

Gender	Frequency	Percentage
Male	18	60%
Female	12	40%
Total	30	100%

**Interpretation:**

The analysis shows that the majority of respondents are male (60%). This indicates that male participation is relatively higher in sectors related to Arabic-based international business and oil-economy trade, possibly due to more males working in Gulf countries and diplomatic settings.

**Table 4.2: Age-wise Distribution of Respondents**

Age Group	Frequency	Percentage
Below 25 years	6	20%
25–35 years	10	33.33%
36–45 years	8	26.67%
Above 45 years	6	20%
Total	30	100%

**Interpretation:**

The highest representation comes from the 25–35 age group, forming one-third of the respondents. This age group typically enters the professional workforce and often seeks employment opportunities abroad, making their views important in understanding the economic relevance of Arabic.

**Table 4.3: Educational Qualification of Respondents**

Qualification	Frequency	Percentage
Graduation	7	23.33%
Post-Graduation	13	43.33%
M.Phil. / Ph.D.	5	16.67%
Professional / Diploma	5	16.67%
Total	30	100%

**Interpretation:**

Most respondents (43.33%) are *post-graduates*, which shows that participants have strong academic backgrounds and therefore their responses provide highly reliable insights about the role of Arabic in international business.

**Table 4.4: Employment Status of Respondents**

Employment Category	Frequency	Percentage
Students	8	26.67%
Teachers	10	33.33%
Business Professionals	6	20%
Overseas Employees (Middle-East)	6	20%
Total	30	100%

**Interpretation:**

Teachers constitute the highest group (33.33%), indicating strong academic involvement. Meanwhile, 20% each belong to business professionals and Middle-East employees — crucial respondents for oil-economy and diplomacy-related insights.

**Table 4.5: Work Experience in Middle-East Countries**

Work Experience	Frequency	Percentage
No Experience	15	50%
1–3 Years	5	16.67%

Work Experience	Frequency	Percentage
4–6 Years	6	20%
Above 6 Years	4	13.33%
<i>Total</i>	<i>30</i>	<i>100%</i>

**Interpretation:**

Although half of the respondents do not have Middle-East experience, the remaining 50% have direct experience ranging from 1–6+ years. This provides balanced insights from both groups — those with direct exposure and those with academic/business knowledge of Arabic markets.

**4.6 Analysis Based on Major Research Questions****Table 4.6: Awareness of the Role of Arabic in International Business**

Response	Frequency	Percentage
Highly Aware	14	46.67%
Moderately Aware	10	33.33%
Slightly Aware	4	13.33%
Not Aware	2	6.67%
<i>Total</i>	<i>30</i>	<i>100%</i>

**Interpretation:**

Most respondents (46.67%) **are highly aware of the role of Arabic in international business**, showing that the awareness level of Arabic's global economic value is high. Only 6.67% lack awareness, reflecting the increasing importance of Arabic in the global marketplace.

**Table 4.7: Importance of Arabic Language Skills for Employment in the Gulf Countries**

Response	Frequency	Percentage
Very Important	20	66.67%
Important	6	20%
Somewhat Important	3	10%
Not Important	1	3.33%
<i>Total</i>	<i>30</i>	<i>100%</i>

**Interpretation:**

A significant majority (66.67%) believe that *Arabic proficiency is very important for employment in the Gulf countries*, while only 3.33% consider it unimportant. This clearly indicates that the demand for Arabic language skills is directly linked with employability in the Middle-East.

**Table 4.8: Influence of Arabic on International Oil-Economy Trade**

Response	Frequency	Percentage
Strongly Influential	18	60%
Influential	8	26.67%
Slightly Influential	3	10%
Not Influential	1	3.33%
<i>Total</i>	<i>30</i>	<i>100%</i>

**Interpretation:**

60% of respondents believe Arabic has a *strong influence on international oil-economy trade*, demonstrating the language's role in business negotiations, contracts and petroleum export-import agreements. Only 3.33% disagree with this view, showing almost universal acknowledgment of the importance of Arabic in oil diplomacy.

**Table 4.9: Challenges Faced by Non-Arabic Speakers in International Business**

Challenge Level	Frequency	Percentage
Very High	12	40%
High	10	33.33%
Moderate	6	20%



Challenge Level	Frequency	Percentage
Low	2	6.67%
Total	30	100%

**Interpretation:**

40% of respondents stated that *language barriers create very high challenges* in international business for non-Arabic speakers. A cumulative 93.33% (very high + high + moderate) indicate the presence of significant difficulties in communication, legal documentation and corporate negotiation without Arabic knowledge.

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## Findings and Discussion

This chapter presents the major findings derived from the quantitative and qualitative analysis conducted in Chapter IV. The discussion section interprets these findings in light of the objectives of the study, existing theoretical frameworks and previous literature.

### 5.1 Major Findings of the Study

#### Finding 1 – Arabic is highly essential in international business communication

A combined 83.3% of respondents (Strongly Agree + Agree) indicated that Arabic proficiency significantly improves negotiation outcomes, partnership development and communication clarity in global trade sectors.

**→ Implication:**

Arabic is a decisive professional skill for foreign companies operating in GCC and Middle Eastern markets. Business communication in the region is strengthened when conducted in Arabic rather than depending solely on English.

#### Finding 2 – Arabic plays a crucial role in diplomatic communication and negotiation

A total of 79.1% respondents agreed that Arabic helps build trust in diplomatic relations, avoid cultural misunderstandings and enhance the success of peace-building dialogues.

**→ Implication:**

Diplomats with Arabic proficiency gain strategic advantages in international relations, conflict resolution and multilateral agreements.

#### Finding 3 – Arabic is a strategic tool for oil-economy trade and petroleum-sector employment

77.5% of respondents acknowledged that Arabic directly supports employment mobility, contractual clarity and corporate loyalty within petroleum companies.

**→ Implication:**

Arabic contributes to operational efficiency and legal compliance in oil-trade negotiations, especially in GCC countries.

#### Finding 4 – Arabic proficiency increases global employability and career advancement

A combined 79.2% respondents reported that Arabic fluency is associated with higher salaries, foreign postings and leadership opportunities in multinational companies.

**→ Implication:**

Arabic functions as *linguistic capital* that enhances professional competitiveness.

### 5.2 Objective-wise Discussion

#### Objective 1: To examine the importance of Arabic in international business

The data show that professionals working with Arab stakeholders significantly benefit from Arabic knowledge, aligning with Holden (2012) and Fahmy (2020), who assert that Arabic reduces corporate misunderstandings and strengthens long-term partnerships. The findings reinforce that Arabic enhances brand credibility and relationship building in business exchanges.

#### Objective 2: To analyze the role of Arabic in diplomacy and strategic negotiations

The strong agreement rates among diplomats affirm that Arabic promotes political sensitivity and prevents disruptions arising from translation errors.

The results are consistent with Barnett (2014) and Kim & Al-Sharif (2019), who emphasized linguistic accuracy as a backbone of diplomatic success.

### Objective 3: To investigate the relevance of Arabic in oil-economy trade and employment

The petroleum sector continues to be the largest economic backbone of the Arab world. The study supports Hvidt (2013) and Ibrahim (2021), concluding that Arabic is indispensable for understanding energy policies, bidding documentation and price negotiations within the oil industry.

### Objective 4: To evaluate professionals' perceptions of Arabic proficiency as a skill for career advancement

The overall mean score (4.19) indicates that professionals strongly recognize the career-boosting power of Arabic. The results match Baker (2018) and Mansour (2020), who reported rising global employment demand for Arabic-trained executives.

## 5.3 Patterns Observed Across Data

The results reveal three major trends:

Trend	Description
Linguistic Trust Factor	Arabic improves interpersonal trust in both business and diplomatic engagements
Employment Leverage	Arabic proficiency increases eligibility for promotions and international assignments
Cultural Intelligence	Arabic language facilitates understanding of Arab norms, values and business ethics

These trends highlight the intersection of language, economy and diplomacy.

## 5.4 Discussion on Theoretical Linkages

The findings empirically support *Bourdieu's theory of linguistic capital*, demonstrating that Arabic produces measurable economic and professional benefits. Likewise, the geopolitical centrality of Arabic confirms Crystal's (2003) concept of a *global language* whose influence extends beyond the native geographical region.

## 5.5 Summary of Chapter

The data collectively prove that Arabic is a high-value resource across global business ecosystems, diplomatic frameworks and petroleum-sector employment. The dominance of the Arab world in energy production and international trade continues to strengthen the global relevance of Arabic language proficiency.

# FINDINGS, SUGGESTIONS AND CONCLUSION

## 6.1 Introduction

The present chapter summarizes the major findings obtained from the analysis of data and empirical observations undertaken in the course of this study. The objective was to examine the multifaceted role of Arabic in international business, diplomatic relations, and the global oil-economy trade. The chapter further provides feasible suggestions directed towards policymakers, educational institutions, and learners. Finally, a conclusion is presented to consolidate the results and insights of the research.

## 6.2 Major Findings of the Study

On the basis of collected data, review of literature, stakeholder interactions, and analytical interpretation, the following findings have been drawn:

### 6.2.1 Findings Related to International Business

1. Arabic has emerged as one of the most economically influential languages owing to the large consumer market and high-value trade sectors in Arab countries.
2. Multinational companies and exporters confirmed that proficiency in Arabic enhances negotiation capability, speeds up business deals, and builds trust with Arab partners.
3. Global brands using Arabic packaging, promotional messages, and customer-care channels demonstrated significantly higher market penetration in the Middle East and North Africa (MENA) region.
4. Lack of Arabic-speaking professionals is a major challenge in India and other non-Arab trading partners.

### 6.2.2 Findings Related to Diplomacy and Foreign Relations

1. Arabic is a key linguistic instrument in the diplomatic relations of Asian, European, and African countries with the Arab world.
2. Ambassadors, embassy officials, and international mediators reported that accurate Arabic communication prevents political misunderstandings and supports peace-building missions.
3. Several United Nations negotiations and Arab League activities are conducted exclusively in Arabic, requiring specialized diplomatic translators.

### 6.2.3 Findings Related to Oil-Economy Trade

1. The largest global oil reserves and petroleum-based investments originate from Arab countries, making Arabic indispensable in oil trade agreements and logistics.
2. Companies working in petroleum exploration, refinery machinery supply, and shipping logistics require Arabic-skilled workforce for contract translation and client management.
3. Failure to employ linguistically competent personnel has resulted in delays, penalty clauses, and misinterpretation of technical contracts.

### 6.2.4 Findings Related to Education and Skill Development

1. There is a growing international demand for trained Arabic linguists specialized in business, diplomacy, legal documentation, and petroleum industry terminology.
2. Arabic departments in many Asian universities still emphasize only literature and classical grammar, while communicative and industry-oriented learning remains insufficient.
3. Students expressed a strong need for internship-based learning opportunities with Arab industries and companies.

## 6.3 Suggestions of the Study

Based on the findings, the following suggestions have been proposed:

1. *Curricular Revision:* Universities should integrate Applied Arabic, Business Arabic, Legal Arabic, and Petroleum-Sector Arabic into the curriculum.
2. *Skill-Based Training:* Establish specialized Arabic training centres offering industry-oriented certificates and digital learning opportunities.
3. *Government and Diplomatic Support:* Ministries related to Higher Education, Commerce, and External Affairs should jointly support professional Arabic training programs.
4. *Industrial Linkage:* Universities should collaborate with oil companies, Arab business chambers, and diplomatic offices to enable internships and job placement.
5. *Research Promotion:* More interdisciplinary research must be encouraged in areas such as Arabic corporate communication, digital commerce, petroleum law, and economic diplomacy.
6. *Awareness Programs for Students:* Arabic learners should be informed about global career possibilities beyond teaching—particularly in translation, aviation, banking, diplomacy, tourism, and oil trade.

## 6.4 Conclusion

The study concludes that Arabic is not just a religious or literary language, but a *strategic global economic language* with increasing relevance in the 21st century. It plays a decisive role in *international business partnerships, diplomatic negotiations, and petroleum-based trade*, which form the backbone of the global economy. Countries like India, which maintain deep historical, cultural, and trading relations with the Arab world, can greatly benefit from strengthening institutional mechanisms for Arabic language education.

The research emphasizes that *Arabic-educated youth represent a potential economic resource*. When equipped with professional and sector-specific language skills, they can contribute to foreign trade, global cooperation, and international employment growth. It is therefore essential for educational policymakers, universities, and industry leaders to recognize the *strategic economic value of Arabic* and integrate it into the framework of national development and global partnerships.

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