



# Connecting the Caribbean to Central America

Prof. Miguel Carrillo Ph D  
Executive Director  
ALJGSB

# Considerations when conducting business in Trinidad and Tobago

- People
  - Business is deeply personal
  - Network is your net-worth
  - Business relations are covered in layers of friendship
  - Don't be misguided by a relaxed attitude towards work
  - Tend to “delegate up”
- Social environment
  - Liming is important
  - Carnival and Christmas season
  - Academic qualifications very important
  - Hesitant to offer negative opinions or to offend
  - “No problem”
  - Understand the uniqueness of islanders

# Considerations when conducting business in Trinidad and Tobago

- Investment and competitiveness
  - Very safe investment environment
  - Financial stability
  - Limited investment capital
  - Sophisticated but conservative financial sector
  - New government
  - M&As more pervasive than JVs
  - T&T: Gateway to Caricom
- Embrace best practices (adapt and adopt)

# Potential Complementarities



- Explore and Exploit Location Advantages
  - Aviation
  - Tourism
    - Religious
    - Cultural
- Infrastructure
- Gateway to Commonwealth/English Speaking countries
- India's Lab
- Services: Call Centers focusing Europe
- English speaking country
- Energy
- Brand Building

# In Short



*Exploit the Greatness of Being Small...but thinking Big*

*Trinidad and Tobago is a country that is **accelerating***