

Abstract

Bachelor thesis *Success Factors of the British Arms Industry in Saudi Arabia in the 1980s and 1990s* deals with two tranches of the giant arms trade known as Al-Yamamah, whose memorandum of understanding was signed in the 1980s. From a methodological point of view, the thesis could be considered a case study that analyzes key contracts over a given period of time. It is divided into three main chapters, each representing one factor examined. The thesis tries to answer whether the established hypotheses – that the factors of success were trust, corruption and a higher degree of interconnection between the private and public spheres – are correct. Text first describes relations between the two countries since the First World War until normalization of relations in 1963 after the Suez crisis and first major arms contracts in the 1960s and 1970s. Thesis mentions the situation after Operation Desert Shield, when ongoing contracts were in jeopardy, and also covers the ethical side of arms trades. Text deals with the foundation of corrupt practices and, consequently, with corruption in the Al-Yamamah trade itself. Finally, it deals with the degree of interconnection of the private and public spheres, the role of prime minister Margaret Thatcher, the export organizations DSO/DESO and shortly also with Her Majesty's Diplomatic Service.