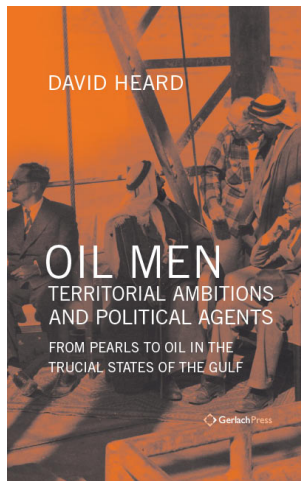


David Heard**OIL MEN, TERRITORIAL AMBITIONS AND POLITICAL AGENTS.
FROM PEARLS TO OIL IN THE TRUCIAL STATES OF THE GULF
(2 Volumes)****Publication Date: 2019/04****HC 2 vols total 804 pages****HC ISBN 9783959940641****HC price 195.00 EUR 185.00 GBP**All prices are net prices (without VAT)
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“Oil Men“ represents a unique resource for the student of the challenges, both physical and political, of oil prospecting in a region with no infrastructure and no formal boundaries between local power bases. The book charts the slow and unexpected transformation of the emirates from poverty to undreamed-of wealth.

Detailed coverage with extensive access to primary sources describes the frequently tortuous negotiations between oil companies, sheikhs and regional political agents, all of whom sought to protect their different vested interests.

The author has had full access to company records which are quoted throughout, including progress reports, minutes of meetings, telegrams and other primary sources, which are collected in full in Volume 2.

Key SubjectsMiddle Eastern Studies, Gulf Studies,
Economic and Political History**Markets**University and National Libraries,
Researchers in Politics and
Economic History of the Middle East**About the Authors/Editors**

David Heard CBE studied physics and geology before joining Abu Dhabi Petroleum Company in 1963. Working for more than a decade as a petroleum engineer he participated in the discovery of oil in the Abu Dhabi desert. Thereafter he was for more than two decades the Representative of the same company in Abu Dhabi.

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