

Doing business across borders

2 jours

Algeria, Argentina, Belgium, Bulgaria, Brazil, Chile, China, Croatia, Czech Republic, Egypt, Finland, France, Germany, Hungary, India, Indonesia, Ireland, Japan, Morocco, Netherlands, Poland, Russia, Singapore, Slovakia, Sweden, Switzerland, Thailand, UK, Ukraine, United Arab Emirates, USA, Vietnam...



OBJECTIVES

- ✓ To learn to communicate more effectively across cultures
- ✓ To build long-term business relationships
- ✓ To understand how culture impacts business practices
- ✓ To acquire useful strategies for negotiating agreements

Who should attend?

Anyone considering or already doing business internationally.

Training approach

Discussion, theory, case studies and role play.

Language

English.

PROGRAMME

The country and its people

- Historical, religious and philosophical influences
- Political and economic situation
- Cultural stereotypes and reality
- Core values
- Lifestyle, customs and traditions
- Work and personal life balance

Communicating across cultures

- Verbal and non-verbal communication
- Greetings and introductions
- Socializing and making small talk
- Written and telephone communications
- International presentations

Getting down to business

- Management and leadership styles
- Teamwork
- Business relationships
- Risk-taking and decision making
- Planning and leading meetings
- Time management
- Women in the workplace
- Business etiquette and business entertaining
- Networking

International negotiations

- Establishing credibility
- Negotiation styles and strategies
- A step-by-step guide to managing the negotiation process

Personal action plan

Intercultural Business Hub



Votre contact :

Roísín SAUNIER - Tél : 01 69 06 38 57
E-mail : rsaunier@ib-hub.com - www.ib-hub.com