

Working with Ivory Coast



Target audience

Professionals who work with Ivory Coast



Prerequisite

No prerequisite



Objectives

Significantly increase participants' effectiveness in their professional relations with people from Ivory Coast

At the end of the training, they will have keys to:

- Adopt an intercultural approach
- Understand the context and culture of Ivory Coast
- Decipher cultural codes and analyze situations of incomprehension
- Adapt their communication and working methods
- Decode decision-making and negotiation processes



Added value

- Conducted by an intercultural expert consultant
- Decoding the Nomad' Profiler
- Alternating theory and practical exercises
- Access to Digital Learning for 1 year
- Sharing best practices and personalized action plan



Accessibility

All our training courses are accessible to people with disabilities. Each training project will be the subject of a case study by our teams, in order to adapt the training program.



Corporate Training Solutions

Duration: to define.

You wish to organise a specific training course ?

Contact us !

PROGRAMME OUTLINE

Step 1: E-learning

ADOPTING AN INTERCULTURAL APPROACH

- Specify your context and expectations
- Become aware of cultural filters
- Discover your cultural profile

Step 2: Group training session

UNDERSTANDING IVORIAN CULTURAL CODES

Discovering the cultural basics of Ivory Coast

- Ethnic groups, religions, concepts of "Ivoirité" and political disorders
- A global context of uncertainty
- Strong but not inclusive economic growth

Understanding Ivorian values

- A strong community anchor
- Respect for hierarchies
- Implicit communication
- Flexible time management

OPTIMIZE YOUR PROFESSIONAL ACTION WITH IVORIANS

Communicate effectively

- The personal relationship is the basis for building trust
- Express moderation and wisdom
- Detect what is left unsaid and tacit disagreements

Adapting work methods

- A hierarchical and paternalistic structure
- Managing effectively: understanding the environment
- Act as a unifier: promote group spirit
- Manage time differently

Conducting successful meetings and negotiations

- The importance of small talk, "bringing the news"
- Patience and tolerance in the face of unforeseen circumstances
- Identify and respect decision-making chains
- Use networks and intermediaries

Adopt best practices

- Recognize key principles
- Avoid pitfalls, mistakes and misunderstandings
- Create a tailor-made action plan

Step 3: E-learning to go further

EXPLORE COUNTRY PACKS

Develop your knowledge of the country

- Cultural guidelines
- Business life
- Overview