

Working with Argentina



Target audience

Professionals who work with Argentina



Prerequisite

No prerequisite



Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of Argentina
- 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 ARGENTINIAN CULTURAL CODES

Discovering the cultural basics of Argentina

- The founding myths of a country of pioneers
- Immigration and diversity in business
- Economic, social, religious issues

Understanding Argentinian values

- Family tradition: "cariño" and "asado"
- "El argentino": individualism, pride and pride
- The weight of appearances
- Elastic and contextual time: improvisation and adaptability
- "Armar un negocio" or the Argentinian D system
- Football and tango: beyond clichés, decisive markers

OPTIMIZE YOUR PROFESSIONAL ACTION WITH ARGENTINIANS

Communicate effectively

- Empathy, courtesy, professionalism
- Understanding familiarity
- "Franqueza" direct communication, the non-verbal and the implicit

Adapting work methods

- "Confianza": Strengthening harmony to optimize performance
- Customize relationships
- Take care of the protocol

Conducting successful meetings and negotiations

- Promote your position as European/French
- Take personal ambitions into account
- "The Argentine misunderstanding", the pitfalls to avoid

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