

Working with Colombia

Target audience

Professionals who work with Colombia

Prerequisite

No prerequisite

Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of Colombia
- 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 COLOMBIAN CULTURAL CODES

Discovering the cultural basics of Colombia

- Marked geographical differences
- A mixed and unequal Latin American society
- Current economic and political situation

Understanding Colombian values

- A patriarchal and family tradition
- A contextual time
- Hospitality, amenity, socialization through festivities
- Ubiquitous sense of humor

OPTIMIZE YOUR PROFESSIONAL ACTION WITH COLOMBIANS

Communicate effectively

- Create connections and build trust
- Decipher and adapt communication
- The non-verbal and the implicit: gestures to avoid
- Expressing your emotions: choosing the right framework

Adapting work methods

- Hierarchical distance
- Create an efficient work environment
- Adapt your management to empirical reasoning
- Professionalism, rigor, experience

Conducting successful meetings and negotiations

- The vision of the foreigner (the gringo) and its advantages
- Give a voice/exchange/give importance to people
- Native malice, do not reveal your game

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