

Working with Australia

Target audience

Professionals who work with Australia

Prerequisite

No prerequisite

Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of Australia
- 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 expert consultant specialized on Australia
- Decryption of the Nomad' Profile
- Alternating theory and practical exercises
- Access to Digital Learning for one year
- Sharing of best practices and individual 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 !

Public Courses Next available sessions

Duration: 7 hours

 September 09, 2024, remote session
950 €HT/pers. Training session held in 

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 AUSTRALIAN CULTURAL CODES

Discovering the cultural basics of Australia

- An island state and member of the Commonwealth
- A unique and sometimes hostile ecosystem
- A multi-ethnic and ultra-urbanized population
- A high level of education

Understanding Australian values

- The relationship to authority and equality
- Self-reliance and adaptability
- Mateship, politeness, humility and respect for differences
- The religion of sport

OPTIMIZE YOUR PROFESSIONAL ACTION WITH AUSTRALIANS

Communicating with Australians

- A culture of explicitness: say what you do, do what you say
- Understand familiarity
- The particularities of Aussie English
- Australian humor: a daily reality

Adapting work methods

- Relaxation, reliability, pragmatism
- Consensual decisions
- The value of performance
- Manage conflicts: retreat, separation and mediation

Conducting successful meetings and negotiations with Australians

- Make a good impression: precision, conciseness, punctuality
- The impact of the written word
- The win-win nature of deals
- The importance of follow-up

Adopting 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

Developing your knowledge of the country

- Cultural guidelines
- Business life
- Overview