

Working with China



Target audience

Professionals who work with China



Prerequisite

No prerequisite



Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of China
- 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 China
- 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

July 11, 2024, remote session
950 €HT/pers. Training session held in

September 17, 2024, Paris
1 010 €HT/pers.* Training session held in

* (Technical fees and lunch included)

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 CHINESE CULTURAL CODES

Discovering the cultural basics of China

- A civilization five thousand years old and proud of its history
- A huge country, the world's largest population
- Economic transformations in China

Understanding Chinese values

- Confucian, Taoist and Buddhist heritage
- Cyclical time and collective space
- Chinese thinking: harmony as a referent
- Respect and obedience, face and honor

OPTIMIZE YOUR PROFESSIONAL ACTION WITH CHINESE

Communicating with Chinese

- Decode non-verbal signs, the smile, interpret looks
- Control of emotions, preserving "face"
- Building relationships: the specificities of guanxi 关系
- Global approach vs. analytical approach

Adapting work methods

- Management methods in China
- Know the decision-making process
- Project management: schedules, timetables, roles and responsibilities
- Anticipate blockages and defuse conflicts

Conducting successful meetings and negotiations with Chinese

- Identify decision makers and power relationships
- Identify negotiation styles: strategy or opportunism
- Manage time, priorities and deadlines
- The importance of the contract and its significance

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