

# Working with Centrale Asia

## Target audience

The company's managers and employees work with Central Asian countries: Azerbaijan, Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan, Turkmenistan

## Prerequisite

No prerequisite

## Objectives

- Facilitated by an expert consultant from Central Asian countries
- Decryption of the Nomad' Profiler
- Alternation of theory and scenarios
- Access to Digital Learning for one year
- Sharing of good 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: 14 hours

 October 14 & 15, 2024, Paris  
1610 €HT/pers.\* Training session held in 

\* (Technical fees and lunch included)

## PROGRAMME OUTLINE

### ADOPT AN INTERCULTURAL APPROACH

- Become aware of your cultural background
- Understand the impact of cultures on behavior
- Identify and overcome stereotypes

### UNDERSTANDING THE CULTURAL CODES OF CENTRAL ASIAN COUNTRIES

#### Know the cultural fundamentals of Central Asia

- A Central Asia on the periphery of great empires: the major historical dates
- Panorama of contemporary Central Asian societies: between ancient traditions, Soviet homogenization and construction of nation states
- A high level of education and professional training
- Disparities between cities and countryside

#### Understanding Central Asian Values

- National identities: a response to ethnic diversity
- How secularism works in Muslim lands
- The weight of hierarchy in Central Asian countries

### OPTIMIZE YOUR PROFESSIONAL ACTION WITH CENTRAL ASIAN COUNTRIES

#### Communicate effectively

- The smile: from lack of friendliness to excess hospitality
- How to get in touch with a Central Asian person
- Choice of languages: English, Russian or national languages

#### Adapt your working methods

- The stability of authoritarian regimes: myth or reality? How to secure your business in Central Asia?
- From small everyday arrangements to corruption
- Motivate, delegate, give feedback, promote
- Managing conflicts: moderating through mediation

#### Succeed in your meetings and negotiations

- Professional relationships focused on the person and the relationship of trust
- Time management: knowing how to be patient and available
- Managing disagreements
- A completely contextual application of the rule

#### Adopt good practices

- Remember the golden rules
- Avoid pitfalls, oddities and misunderstandings
- Develop an individual action plan