

Working with India

Target audience

Professionals who work with India

Prerequisite

No prerequisite

Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of India
- 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 India
- 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 27, 2024, Paris
1 010 €HT/pers.* Training session held in 

 November 07, 2024, remote session
950 €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 INDIAN CULTURAL CODES

Discovering the cultural basics of India

- The largest democracy in the world, heir of a multi-millennial civilization
- Religious criteria in everyday life: the country of seven religions
- A linguistic patchwork
- Castes and their role in the professional structure

Understanding Indian values

- Hierarchy in the workplace
- The value given to the individual versus the collective
- The importance of socialization
- The conception and management of time

OPTIMIZE YOUR PROFESSIONAL ACTION WITH INDIANS

Communicating with Indians

- Greetings according to gender, age group, and level of responsibility
- Build a relationship of trust: personalizing relationships
- Learn to master explicit communication
- Decipher non-verbal communication and stereotypical behavior

Adapting work methods

- Adapt management style
- The question of objectives and deadlines: keeping on track
- Pragmatism and risk management
- Conflict and criticism

Conducting successful meetings and negotiations with Indians

- Identify decision-makers, take into account ethnic and regional specificities
- Meetings: preparation, conducting and follow-up
- Indian negotiation techniques
- 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