

Working with Malaysia



Target audience

Professionals who work with Malaysia



Prerequisite

No prerequisite



Objectives

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

At the end of the training session, participants will have the tools to:

- Adopt an intercultural approach
- Understand the context and culture of Malaysia
- Decipher cultural codes and analyse sources of misunderstandings
- Adapt their communication and work 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

ADOPTING AN INTERCULTURAL APPROACH

- Develop awareness of participant's cultural biases
- Understand the impact of cultures on behavior
- Identify and overcome stereotypes

UNDERSTANDING MALAYSIAN CULTURAL CODES

Discovering the cultural basics of Malaysia

- A country between land and sea
- The impact of colonization
- A multi-ethnic and multi-religious society
- A strong political power, a dynamic economy

Understanding Malaysian values

- Indian, Chinese and Islamic influences
- Family values, communities, networks
- Status of women based on ethnicity
- Hierarchy and relationship to authority

OPTIMIZE YOUR PROFESSIONAL ACTION WITH MALAYSIANS

Communicating with Malaysians

- Verbal language is a social link
- Decipher discreet gestures
- The power of networks
- Create trust and develop relationships

Adapting work methods

- Make yourself credible: experience and leadership
- Manage effectively: supervise, listen, advise
- Project management: schedules, roles and responsibilities
- Teamwork

Conducting successful meetings and negotiations with Malaysians

- Build trust outside the workplace
- Identify negotiation styles
- Anticipate sticking points and defuse conflicts
- Understand 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