

# Working with the Philippines



## Target audience

Professionals who work with the Philippines



## Prerequisite

No prerequisite



## Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of the Philippines
- 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 FILIPINO CULTURAL CODES

#### Discovering the cultural basics of the Philippines

- Three historically overlapping cultures
- A unique geographical and geopolitical environment
- An insular and globalized people
- A strong aspiration for modernity

#### Understanding Filipino values

- Deeply embedded Catholicism
- Pakikisama or the fear of conflict
- Clearly differentiated social classes
- A culture of relationships and of the group

### OPTIMIZE YOUR PROFESSIONAL ACTION WITH FILIPINOS

#### Communicating with Filipinos

- Attention to hierarchy and status
- Implicit communication, beating around the bush
- Supervise, empower, support
- Decipher verbal and non-verbal language

#### Adapting work methods

- Balance between paternalism and delegation
- Solidify your credibility: reliability, leadership, experience
- Padrino and bayanihan, or how to maintain cooperation
- Avoid sources of resentment and hiya

#### Conducting successful meetings and negotiations with Filipinos

- Personalize the relationship
- Explain the terms and objectives
- Time and deadline management
- 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