

# Working with Singapore



## Target audience

Professionals who work with Singapore



## Prerequisite

No prerequisite



## Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of Singapore
- 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 Singapore
- 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 10, 2024, remote session  
950 €HT/pers. Training session held in

December 12, 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 SINGAPOREAN CULTURAL CODES

##### Discovering the cultural basics of Singapore

- A city-state in the heart of South East Asia
- Singapore, a bridge between East and West
- British, military and mercantile heritage
- A dynamic and attractive economy

##### Understanding Singaporean Values

- Relationship to the group, hierarchy and authority: harmony and coherence
- Conception of time and space: cycle and unity
- Identify private and public spheres
- Relationship to risk and uncertainty

#### OPTIMIZE YOUR PROFESSIONAL ACTION WITH SINGAPOREANS

##### Communicating with Singaporeans

- Develop active listening: deciphering "yes" and "no"
- The value of writing and the weight of non-verbal communication
- Preserve face and seek consensus
- Manage feedback

##### Adapting work methods

- Create connection and trust
- Understanding the Asian worldview: relationship to time, group, risk and uncertainty
- Local management styles: an ingrained sense of hierarchy
- Recruitment, retention, training

##### Conducting successful meetings and negotiations with Singaporeans

- Create impact, convince
- Negotiation: an art and a game
- Identification of decision makers
- The meaning of the contract and its implications

##### 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