

Working with South Korea

Target audience

Professionals who work with South Korea

Prerequisite

No prerequisite

Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of South Korea
- 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 expert consultant specialized on South Korea
- Decoding the Nomad' Profiler
- Alternating theory and practical exercises
- Access to Digital Learning for one year
- Sharing best practices
- 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 !

Public Courses Next available sessions

Duration: 7 hours

 September 16, 2024, remote session
950 €HT/pers. Training session held in 

 October 17, 2024, Paris
1 010 €HT/pers.* Training session held in 

* (Technical fees and lunch included)

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 SOUTH KOREAN CULTURAL CODES

Discovering the cultural basics of Korea

- Contemporary Korea in the light of its history
- Geography and Korean mentality
- The flag: reflection of the Korean culture
- A singular economic growth model

Understanding Korean values

- The impact of Confucianism on social relationships
- The Korean relationship: jeong, nunchi, modesty, face
- The evolution of values in Korea
- The social role of education

OPTIMIZE YOUR PROFESSIONAL ACTION WITH SOUTH KOREANS

Communicating with Koreans

- Decipher the implicit aspect of communication
- Body language and expressing the negative
- Build trust
- Importance of small-talk and informal relationships outside the work environment

Adapting work methods

- A very hierarchical workplace
- Omnipresent collectivism
- The question of autonomy
- The notion of risk-taking for a Korean

Conducting successful meetings and negotiations with Koreans

- The meeting: loosely-organized chaos dealing with several subjects at the same time
- How to distinguish between a working meeting and a presentation meeting
- Know how to recognize disagreements
- Negotiation as a national sport: understanding group dynamics from the Korean point of view

Adopting best practices

- Recognize key principles
- Avoid pitfalls, mistakes and misunderstandings
- Create a tailor-made action plan