

Living and working in Vietnam



Target audience

Employees preparing for an assignment in Vietnam and their partners



Prerequisite

No prerequisite



Objectives

This seminar aims at significantly improving the ability of the participants to **meet the challenges of living and working abroad**. The objective is to enable them to identify the stumbling blocks that lie ahead and to be able to adapt and integrate in Vietnam. At the end of this training, participants will have acquired the necessary skills to:

- Be aware of their own cultural baggage
- Understand Vietnamese context and the culture
- Analyze situations in which misunderstandings may arise and identify ways of communicating more effectively
- Reduce and manage the symptoms of culture shock
- Understand Vietnamese mindset, work practices, decision-making processes and negotiating styles
- Strike the right balance between personal et professional life



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

MODULE 1: SUCCESSFUL PERSONAL INTEGRATION IN VIETNAM

1. Cross-cultural awareness : the key to a successful expatriation

- Taking stock of one's own cultural baggage
- Culture shock and the integration process
- Identifying and going beyond cultural stereotypes

2. Key aspects of Vietnamese culture

- A multi-ethnic country with significant regional variations
- From Indochina to partition
- The impact of Chinese domination and French colonisation
- The Communist regime
- Highly encouraging economic growth levels

3. Vietnamese values and behaviour patterns

- The family unit at the heart of all Vietnamese traditions
- The importance of one's geographical origin and village.
- The country's significant Confucian heritage
- Attachment to customs and spirituality
- A culture based on prudence

4. Practical day-to-day information in Vietnam

- Focus on the host town or city
- Transport, administration, housing, security, hygiene and healthcare
- Social life, leisure activities
- Learning the language
- Schools, extracurricular activities, sport

MODULE 2: SUCCESSFUL PROFESSIONAL INTEGRATION IN VIETNAM

1. The Vietnamese corporate world

- The weight of the Vietnamese hierarchy
- Perseverance in work
- Party domination and corruption
- The role of national and local authorities

2. Effective communication with the Vietnamese

- The benefits of "small talk"
- Deciphering smiles and unspoken messages
- Creating, maintaining and reinforcing networks
- The vital role played by the interpreter

3. Working with Vietnamese teams

- Establishing your personal credibility: availability, openness and charisma
- Building trust and confidence, working to achieve consensus
- Encouraging a team spirit and group working
- The importance of respect and allowing others to save face

4. Successful meetings and negotiations with the Vietnamese

- Effective tactics
- Taking your time... in order to save time
- The verbal aspect of agreements
- Written contracts, their interpretation and implications

5. Final handy tips

- Caution, patience and humility
- Social standards, gifts, business cards, dress code
- Sensitive subjects: politics, history, religion
- Humour: a double-edged sword