

Working with Central Europe



Target audience

The company's managers and employees working with Central European countries, notably Austria, Hungary, the Czech Republic, Slovakia, Poland, Slovenia and Romania



Prerequisite

No prerequisite



Objectives

- Facilitated by an expert consultant from Central European countries
- Decryption of the Nomad' Profiler
- Alternation of theory and scenarios
- Access to Digital Learning for one year
- Sharing of good 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



October 17 & 18, 2024, Paris
1610 €HT/pers.* Training session held in

* (Technical fees and lunch included)

PROGRAMME OUTLINE

ADOPT AN INTERCULTURAL APPROACH

- Become aware of your cultural background
- Understand the impact of cultures on behavior
- Identify and overcome stereotypes

UNDERSTANDING THE CULTURAL CODES OF CENTRAL EUROPE

Know the cultural fundamentals of Central European countries

- Impact of History on behavior at work
- Identities, peoples, nations, citizenships, nationalities, cross-border relations
- Cultural differences and similarities between countries in the region
- Ways of thinking specific to each country
- Relations with the company, place of work in post-communist countries

Understanding the values of Central European countries

- Regional specificities, characteristics impacting relationships and project success
- Better understand countries in light of various alliances
- Social relationships, male-female relationships
- Relations with Westerners and the French in particular

OPTIMIZE YOUR PROFESSIONAL ACTION WITH CENTRAL EUROPEAN COUNTRIES

Communicate effectively

- Languages, languages and effective communication: practices and benchmarks
- French twists to avoid because they are misunderstood
- Non-verbal communication: body language, gestures, dress codes and requirements
- Manage conflicts: recognize undeclared conflicts, manage passions, intrigues, transience

Adapt your working methods

- Building trust to ensure strong relationships
- Manage effectively: listen, support, take a step back, provide constructive feedback
- Project management: differences and similarities with French specificities
- Particularities of Leadership and self-affirmation: the Leader of the East
- Support productivity: empower, empower, enhance HR

Succeed in your meetings and negotiations

- Identify and meet decision-makers; particularities for successfully closing a negotiation
- Particularities of written contracts
- Customer-supplier relationships: alerts on the different forms of power and influence
- Finding the balance between close personal and professional relationships at the same time

Adopt good practices

- Remember the golden rules
- Avoid pitfalls, oddities and misunderstandings
- Develop an individual action plan