

Working with Italy



Target audience

Professionals who work with Italy



Prerequisite

No prerequisite



Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of Italy
- 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 Italy
- 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



November 05, 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 ITALIAN CULTURAL CODES

Discovering the cultural basics of Italy

- The Italian boot: a fragmented territory, the North-South divide
- Catholicism at the heart of everyday life
- The role of the family
- The importance of the bella figura

Understanding Italian values

- Creativity and quick thinking: the richness of the Italian fantasia
- The importance of work, effort and success
- The sense of effort and success, knowing how to laugh and smile
- Il gestire vagabondo or how to seize opportunities

OPTIMIZE YOUR PROFESSIONAL ACTION WITH ITALIANS

Communicating with Italians

- Favor oral communication
- Adopt a direct and explicit style
- The importance of non-verbal signals and gestures
- Expressiveness and a sense of decorum

Adapting work methods

- The importance of intuition
- The value of status
- Relationship to the rules, Arte di arrangiarsi: flexibility and adaptation
- Relationship with the hierarchy, role of the manager and the impresario

Conducting successful meetings and negotiations with Italians

- Informal networking beforehand
- In-depth preparation of files
- A conciliatory position is better than a head-on confrontation
- The importance of down time, often more fruitful than formal meetings

Adopting best practices

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