

Working with Portugal



Target audience

Professionals who work with Portugal



Prerequisite

No prerequisite



Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of Portugal
- 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 Portugal
- 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 17, 2024, remote session
950 €HT/pers. Training session held in 

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 PORTUGUESE CULTURAL CODES

Discovering the cultural basics of Portugal

- A European and southern state
- A strong national identity
- A multicultural society of Catholic obedience
- Class society and patriarchal culture

Understanding Portuguese values

- The family sphere as a benchmark and as an anchor
- A culture of hospitality and tolerance
- Football, a true religion
- *Fado* and fatalism

OPTIMIZE YOUR PROFESSIONAL ACTION WITH PORTUGUESE

Communicating with Portuguese

- Sense of humor and spirit of derision
- The importance of personal relationships
- Extraversion and frankness
- Gestural and implicit

Adapting work methods

- Establish trust: rigor and professionalism
- Managing effectively: leadership, attention, and open-mindedness
- An ethic of diligence and dedication
- Take care of the work environment to increase efficiency

Conducting successful meetings and negotiations with Portuguese

- A hierarchical and procedural structure, the weight of formalism
- Act sincerely and explicitly
- Measuring the value of time
- Organize post-negotiation

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