

Working with Turkey

Target audience

Professionals who work with Turkey

Prerequisite

No prerequisite

Objectives

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

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

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

 October 08, 2024, Paris
1 010 €HT/pers.* Training session held in 

* (Technical fees and lunch included)

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 TURKISH CULTURAL CODES

Discovering the cultural basics of Turkey

- The Ottoman Empire, the *Kemalist* revolution, *Atatürk*
- Turkish Islam and *Kemalism*: the coexistence of two Turkeys
- A multi-ethnic population
- A country at the confluence of tradition and modernity

Understanding Turkish Values

- The importance of family value
- Respect for hierarchy and authority
- The value of money and the meaning of generosity
- Turkish pragmatism

OPTIMIZE YOUR PROFESSIONAL ACTION WITH TURKISH

Communicate effectively

- Building the relationship: sincerity and patience
- Promote direct and educational exchange
- Non-verbal communication: gesture and importance of silence
- Giving feedback: personalization and objectivity

Adapting work methods

- Build trust: benevolence and kindness
- A paternalistic structure open to consensus, flexibility and availability
- Understanding the Turkish concept of productivity
- Resolving conflicts: the sense of honor

Conducting successful meetings and negotiations

- Listen, argue and convince
- Identify decision-makers to enhance the relationship
- Flexibility and availability
- The meaning of the contract and its implications

Adopt 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