

Intercultural training course 'Understanding Eastern Europe'



10 %
reduction
when
booking 2
participants

Your benefits:

- Meeting others involved in Eastern European business and using the opportunity to exchange experiences.
- Creating a social network.
- Becoming actively involved in events and aware of your own cultural predispositions.
- Trying out different points of view in order to sharpen your cultural awareness.
- Developing the necessary skills for your successful appearance on the Eastern European scene.
- Bringing your own case studies and receiving answers to your individual questions.
- Significantly reducing future points of cultural friction and being able to make the best use of cultural diversity.
- And your physical well-being will of course also be taken care of!

Agenda 'Understanding Eastern Europe'

Morning:

- What is culture and how does it govern our careers?
- Dealing with stereotypes
- Intercultural sensitisation – sharpening your observation skills for cultural differences
- Experience exercise: different countries – different manners
- Interesting facts about the Eastern Europe countries you are interested in

Agenda 'Understanding Eastern Europe'

Afternoon:

- Exploring the core values of Eastern Europe countries you are interested in
- Overview of motivation factors und trust-building techniques
- Patterns of communication in discussions and negotiations
- Handling of time, truth, equality, fair play, leadership and status
- Many different case studies: analysis & methods of approach
- Useful Do's & Don'ts, 10 deadly sins to avoid
- Reflection on light bulb moments. Clarification of any remaining questions.