

## Intercultural training course : "Turkey"

With 2  
trainers

### Your advantages:

- You will meet others involved in German-Turkish business and can benefit from the opportunity to exchange experiences and create contacts,
- You will become an active participant in the proceedings and receive answers to your questions about Turkey,
- You will try out different points of view in order to sharpen your cultural perception skills,
- You will create the necessary equipment for success on the German-Turkish business stage,
- You will build security and self-confidence in your personal dealings with Turkey
- You will become aware of cultural differences and will be able to reduce areas of cultural tension significantly to draw out the best from cultural diversity
- Lunch and all refreshments will be provided for your convenience

## AGENDA

# “Building bridges in the German-Turkish business world”

### MORNING:

- Intercultural sensitisation- sharpening your own perception skills
- Short examination of the theoretical underpinnings
- Comparison of Business Etiquette in Germany and Turkey
- Welcome & Small Talk
- Introductions
- Invitations & Business meals
- The meaning of religion in business
- Do's & Taboo's

### AFTERNOON:

- Insight into German and Turkish moral concepts
- Time
- Religion
- Treatment of female business partners or colleagues
- Business practice in Germany versus Turkey
- Differences in conflict resolution
- Differences in decision making processes