

# Working with the Nordic countries



## Target audience

Professionals who work with the Nordic countries



## Prerequisite

No prerequisite



## Objectives

Significantly increase participants' effectiveness in their professional relations with people from the Nordic countries

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

- Adopt an intercultural approach
- Understand the context and culture of the Nordic countries
- 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 Nordic countries
- Decoding the Nomad' Profiler
- Alternating theory and practical exercises
- Access to Digital Learning for one year
- Sharing best practices
- Personalized action plan



## Corporate Training Solutions

Duration: to define.

You wish to organise a specific training course ?  
Contact us !



## Public Courses

### Next available sessions

Duration: 14 hours



September 16 & 23, 2024, remote session  
1 490 €HT/pers. Training session held in

## 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 CULTURAL CODES OF NORDIC COUNTRIES

#### Discover the cultural basics of Nordic countries

- The Nordic countries: a single geographical entity
- Historical overview: conflict, cooperation, growth
- The economic upswing and the art of consensus
- Welfare state and Lutheran heritage

#### Understanding values in the Nordic countries

- An egalitarian culture based on mutual respect: work, family, equality and modesty
- A sense of purpose and planning
- Openness, consensus and benevolence
- Nature, simplicity and emotional control

### OPTIMIZE YOUR PROFESSIONAL ACTION WITH PEOPLE FROM THE NORDIC COUNTRIES

#### Communicating effectively

- Frankness and simplicity in exchanges
- Talk to act
- The value of promises
- Decipher non-verbal communication

#### Adapting work methods

- Create relationships of trust
- Establish credibility: Nordic leadership
- Succeed in projects and work as a team
- Create a common culture

#### Conducting successful meetings and negotiations in Nordic countries

- Build trust: listening and cooperating
- The Nordic meeting: meet to decide
- Control emotions and self-control
- The importance of the contract and its significance

#### Adopting best practices

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