

# Working with Far East Asian countries



## Target audience

Professionals who work with Far East Asian countries



## Prerequisite

No prerequisite



## Objectives

Significantly increase participants' effectiveness in their professional relations with people from Far East Asian countries

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

- Adopt an intercultural approach
- Understand the context and culture of Far East Asian countries
- 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 Far East Asian countries
- Deciphering the Nomad' Profile
- Alternating theory and real-life situations
- Access to Digital Learning for one year
- Sharing of best practices and individual action plans



## Corporate Training Solutions

Duration: to define.

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



## Public Courses

### Next available sessions

Duration: 14 hours



June 14 & 21, 2024, remote session

1 490 €HT/pers. Training session held in



November 18 & 19, 2024, Paris

1610 €HT/pers.\* Training session held in

\* (Technical fees and lunch included)

## 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 THE CULTURAL CODES OF FAR EAST ASIAN COUNTRIES

#### Discovering the cultural basics of Far East Asian countries

- 3 countries, 3 cultures, 3 languages, 3 histories
- The impact of the West from the 15th century
- The social and political context (democracies, proletarian dictatorship)
- The education system: impact on behavior

#### Understanding Far East Asian values

- Family values: community, age, the new generation
- Women in the workplace
- Being and seeming
- The religious aspect: ancestor idolization, shamanism, Buddhism

### OPTIMIZE YOUR PROFESSIONAL ACTION WITH FAR EAST ASIAN COUNTRIES

#### Communicating effectively

- Verbal communication: ask a question and understand the answer
- Decipher non-verbal communication: gesture, silence, smile
- The arbitrator

#### Adapting work methods

- Focus on interpersonal skills: building trust, gaining loyalty
- Manage teams in Far East Asia: self-control, patience, listening
- Relationship to the hierarchy / group
- Saving face

#### Conducting successful meetings and negotiations with Far East Asian countries

- The personal relationship *getting-to-know-you* sessions
- Meeting management: preparation, animation, follow-up
- The art of negotiation
- 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