

Working with Singapore

Target audience

Professionals who work with Singapore

Prerequisite

No prerequisite

Objectives

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

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

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

 September 10, 2024, remote session
950 €HT/pers. Training session held in 

 December 12, 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 SINGAPOREAN CULTURAL CODES

Discovering the cultural basics of Singapore

- A city-state in the heart of South East Asia
- Singapore, a bridge between East and West
- British, military and mercantile heritage
- A dynamic and attractive economy

Understanding Singaporean Values

- Relationship to the group, hierarchy and authority: harmony and coherence
- Conception of time and space: cycle and unity
- Identify private and public spheres
- Relationship to risk and uncertainty

OPTIMIZE YOUR PROFESSIONAL ACTION WITH SINGAPOREANS

Communicating with Singaporeans

- Develop active listening: deciphering "yes" and "no"
- The value of writing and the weight of non-verbal communication
- Preserve face and seek consensus
- Manage feedback

Adapting work methods

- Create connection and trust
- Understanding the Asian worldview: relationship to time, group, risk and uncertainty
- Local management styles: an ingrained sense of hierarchy
- Recruitment, retention, training

Conducting successful meetings and negotiations with Singaporeans

- Create impact, convince
- Negotiation: an art and a game
- Identification of decision makers
- The meaning of the contract and its implications

Adopting 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