

# Working with France

## Target audience

Professionals who work with France

## Prerequisite

No prerequisite

## Objectives

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

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

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

 December 19, 2024, Paris  
1 010 €HT/pers.\* Training session held in 

 January 08, 2025, remote session  
990 €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 FRENCH CULTURAL CODES

##### Discovering the cultural basics of France

- A strong historical, philosophical, religious and cultural heritage
- Social and political context, economic environment
- A dual educational system, the importance of degrees
- A diverse territory, a cosmopolitan population

##### Understanding French values

- Fundamental values: freedom, equality, individualism
- Cartesian reasoning, critical thinking, penchant for debate
- The relationship to hierarchy
- The "Système D"

#### OPTIMIZE YOUR PROFESSIONAL ACTION WITH FRENCH

##### Communicating with French

- Importance of mastering the French language and presentation of self
- A culture of the written word, but also of the unspoken
- The weight of words and messages, differences in interpretation
- Manage sensitivities

##### Adapting work methods

- French management style and corporate culture
- Understand the organization of a French company: procedures, decision making, work methods and the concept of quality
- Overcome individualism
- Value performance

##### Successful meetings and negotiations with French

- Understand French-style meetings
- Time and deadline management
- French negotiation: the art of diplomacy
- The contract: a firm and final agreement

##### 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