

Working with South Africa

Target audience

Company managers and employees who work with South Africa

Prerequisite

No prerequisite

Objectives

Significantly increase the effectiveness of participants in their professional relationships with their South African interlocutors.

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

- Adopting an intercultural approach
- Understanding the context and culture of South Africa
- Deciphering cultural codes and analyzing situations of incomprehension
- Adapt their communication and working methods
- Decoding decision-making and negotiation processes

Added value

- Conducted by an expert consultant specialized on South Africa
- Decrypting the Nomad' Profiler
- 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

 October 02, 2025, Paris
1070 €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
- Becoming aware of cultural filters
- Discover your cultural profile

Step 2: Group training session

UNDERSTANDING SOUTH AFRICAN CULTURAL CODES

Discovering the cultural basics of South Africa

- Independence, apartheid and "pigmentocracy"
- "Truth and Reconciliation": The Search for "Interracial" Peace
- The 7 Pillars of *Black Economic Empowerment*
- "BlackDiamonds", the new social classes

Understanding South African Values

- Family as a social fabric, multiple social distinctions
- The impact of Christian religions, a moderate tribal influence
- The cycle of time and its regional variations
- Self-control and conflict avoidance

OPTIMIZING YOUR PROFESSIONAL ACTION WITH SOUTH AFRICANS

Communicate effectively

- Establishing and maintaining dialogue: greetings and small talk
- Personalize relationships, understand differences according to environments
- Deciphering the unsaid
- English, Afrikaans and Zulu: some South African expressions

Adapting work methods

- The keys to effective management: fairness, equity, flexibility
- Maintaining performance: "khuba" and remuneration
- Responsibilities and decision-making
- Motivate, delegate, give feedback, value, manage conflicts

Conducting successful meetings and negotiations

- An approach that is both Anglo-Saxon and African
- Identify decision-makers, manage administrative burdens
- Managing time and deadlines
- Understanding 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