

Working with Canada

Target audience

Managers and employees of the company who work with Canada

Prerequisite

No prerequisite

Objectives

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

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

- Adopting an intercultural approach
- Understanding the context and culture of Canada
- 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 Canada
- 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

 November 14, 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 CANADIAN CULTURAL CODES

Discovering the cultural basics of Canada

- A vast space with infinite resources
- An America different from the United States
- A federal state with marked regional differences
- A member of the Commonwealth

Understanding Canadian Values

- Privacy: A Sacred Space
- The importance of equality
- Open-mindedness and national identity
- Secularism and respect for others

OPTIMIZING YOUR PROFESSIONAL ACTION WITH CANADIANS

Communicate effectively

- An informal and relaxed communication style
- The importance of networking
- French and English languages: linguistic challenges

Adapting work methods

- Building trust: highlighting your charisma and tact
- An open but real hierarchy
- Manage time, priorities and deadlines
- Managing effectively: inventiveness, motivation, availability
- Be open to teamwork, joint decision-making and consensus
- Seeking positive outcomes from conflicts

Conducting successful meetings and negotiations

- Identify decision makers and power chains/power conflicts
- Identify Negotiation Styles
- Understanding written contracts, their interpretation and implications
- Organize the post-negotiation phase

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