

# 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