

Working with Mexico



Target audience

Professionals who work with Mexico



Prerequisite

No prerequisite



Objectives

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

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

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

November 20, 2025, remote session
990 €HT/pers. Training session held in 

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 MEXICAN CULTURAL CODES

Discovering the cultural basics of Mexico

- Mexico: the land of three cultures
- Historical influences and nationalist culture
- A class society: social and ethnic differences, the network
- Fatalism and the relationship to time through language

Understanding Mexican Values

- The Catholic religion, the Virgen de Guadalupe and festive traditions
- The family: well-defined roles (men and women), the mother a sacred monument
- The sense of hospitality and courtesy, the sweetness of life
- Pride and nationalism

OPTIMIZE YOUR PROFESSIONAL ACTION WITH MEXICANS

Communicating with Mexicans

- Be careful with your interlocutor: caution, tact and mutual respect
- Adapt your communication: formal or informal? Indirect or direct?
- Avoiding the pitfall of familiarity: practicing familiarity
- Expressing yourself in Spanish or English: what impact on the relationship?

Adapting work methods

- Trust and interpersonal relationships: the paternal role of the boss or leader
- Lead and decide firmly, without clashing
- Control, give positive feedback, value
- Manage conflicts fairly

Conducting successful meetings and negotiations with Mexicans

- The quality of relationships, trust and the network
- Status, decision making and time management
- Hacer rodeos or the subtle art of negotiation-seduction
- The meaning of commitment and the value of writing

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