

# 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


## Corporate Training Solutions

Duration: to define.  
You wish to organise a specific training course ?  
Contact us !

## Public Courses Next available sessions

Duration: 7 hours

June 20, 2024, Paris  
1 010 €HT/pers.\* Training session held in 

November 21, 2024, remote session  
950 €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 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