

Working with the United States

Target audience

Professionals who work with the United States

Prerequisite

No prerequisite

Objectives

Significantly increase participants' effectiveness in their professional relations with people from the United States

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

- Adopt an intercultural approach
- Understand the context and culture of the United States
- 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 the United States
- 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

-  May 16, 2024, Paris
1 010 €HT/pers.* Training session held in 
-  June 25, 2024, Paris
1 010 €HT/pers.* Training session held in 
-  September 16, 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 AMERICAN CULTURAL CODES

Discovering the cultural basics of the United States

- The founding myths and their implications
- Immigration and diversity in business
- Federal State and Federated States: Power Dynamics in the United States
- Economic, social, religious issues

Understanding American Values

- *Self-Made Man and Bill of Rights*: freedom above all
- "Time is money"
- Team spirit and sense of competition
- The meaning of the law and respect for the rule

OPTIMIZE YOUR PROFESSIONAL ACTION WITH AMERICANS

Communicating with Americans

- Private sphere and public sphere
- *Walk the talk*
- Use clear and concrete language
- Build trust, encourage and provide feedback

Adapting work methods

- The paradigms of effective work: planning, efficiency, responsiveness
- Managing in the United States: taking responsibility, demonstrating firmness and pragmatism
- Value creativity and surpassing oneself
- Team spirit and sense of competition

Conducting successful meetings and negotiations with Americans

- Establish credibility
- Manage time and deadlines, plan and organize for the future
- Manage disagreements: positive criticism and distancing
- The legal importance of the contract and its significance

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