

# Working with Australia

## Target audience

Professionals who work with Australia

## Prerequisite

No prerequisite

## Objectives

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

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

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

 September 11 & 12, 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 AUSTRALIAN CULTURAL CODES

##### Discovering the cultural basics of Australia

- An island state and member of the Commonwealth
- A unique and sometimes hostile ecosystem
- A multi-ethnic and ultra-urbanized population
- A high level of education

##### Understanding Australian values

- The relationship to authority and equality
- Self-reliance and adaptability
- Mateship, politeness, humility and respect for differences
- The religion of sport

#### OPTIMIZE YOUR PROFESSIONAL ACTION WITH AUSTRALIANS

##### Communicating with Australians

- A culture of explicitness: say what you do, do what you say
- Understand familiarity
- The particularities of Aussie English
- Australian humor: a daily reality

##### Adapting work methods

- Relaxation, reliability, pragmatism
- Consensual decisions
- The value of performance
- Manage conflicts: retreat, separation and mediation

##### Conducting successful meetings and negotiations with Australians

- Make a good impression: precision, conciseness, punctuality
- The impact of the written word
- The win-win nature of deals
- The importance of follow-up

##### 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