

Working with Far East Asian countries

Target audience

Professionals who work with Far East Asian countries

Prerequisite

No prerequisite

Objectives

Significantly increase participants' effectiveness in their professional relations with people from Far East Asian countries

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

- Adopt an intercultural approach
- Understand the context and culture of Far East Asian countries
- 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 Far East Asian countries
- Deciphering the Nomad' Profile
- Alternating theory and real-life situations
- Access to Digital Learning for one year
- Sharing of best practices and individual action plans



Corporate Training Solutions

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

Public Courses Next available sessions

Duration: 14 hours

 June 14 & 21, 2024, remote session
1 490 €HT/pers. Training session held in 

 November 18 & 19, 2024, Paris
1610 €HT/pers.* Training session held in 

* (Technical fees and lunch included)

PROGRAMME OUTLINE

ADOPTING AN INTERCULTURAL APPROACH

- Develop awareness of participant's cultural biases
- Understand the impact of cultures on behavior
- Identify and overcome stereotypes

UNDERSTANDING THE CULTURAL CODES OF FAR EAST ASIAN COUNTRIES

Discovering the cultural basics of Far East Asian countries

- 3 countries, 3 cultures, 3 languages, 3 histories
- The impact of the West from the 15th century
- The social and political context (democracies, proletarian dictatorship)
- The education system: impact on behavior

Understanding Far East Asian values

- Family values: community, age, the new generation
- Women in the workplace
- Being and seeming
- The religious aspect: ancestor idolization, shamanism, Buddhism

OPTIMIZE YOUR PROFESSIONAL ACTION WITH FAR EAST ASIAN COUNTRIES

Communicating effectively

- Verbal communication: ask a question and understand the answer
- Decipher non-verbal communication: gesture, silence, smile
- The arbitrator

Adapting work methods

- Focus on interpersonal skills: building trust, gaining loyalty
- Manage teams in Far East Asia: self-control, patience, listening
- Relationship to the hierarchy / group
- Saving face

Conducting successful meetings and negotiations with Far East Asian countries

- The personal relationship *getting-to-know-you* sessions
- Meeting management: preparation, animation, follow-up
- The art of negotiation
- The importance of the contract and its significance

Adopting best practices

- Recognize key principles
- Avoid pitfalls, mistakes and misunderstandings
- Create a tailor-made action plan