

Working with Indonesia

Target audience

Professionals who work with Indonesia

Prerequisite

No prerequisite

Objectives

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

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

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

 November 26, 2024, remote session
950 €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 INDONESIAN CULTURAL CODES

Discovering the cultural basics of Indonesia

- Unity in diversity: a population of more than 300 ethnic groups
- From the Dutch Indies to modern Indonesia
- Natural resources, employment and security

Understanding Indonesian values

- The quest for harmony
- The family and the ethnic group: decisive referents
- Face to save: a priority
- Hidden hierarchies

OPTIMIZE YOUR PROFESSIONAL ACTION WITH INDONESIANS

Communicating with Indonesians

- The Indonesian smile: deciphering the secrets of gestures
- Give face: Respect, understanding and trust
- Peacefully preserve and maintain cohesion

Adapting work methods

- A family representation of the company
- The religious dimension: an essential part of working time....
- Meetings and workshops: their nature, their meaning and their management
- Managing effectively: Indonesian *Bapakism*

Conducting successful meetings and negotiations with Indonesians

- Indirect communication or the importance of social ties
- Promote mediation
- Hierarchy and consensus

Adopt 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

Develop your knowledge of the country

- Cultural guidelines
- Business life
- Overview