

# Living and working in Malaysia



## Target audience

Employees preparing for an assignment in Malaysia and their partners



## Prerequisite

No prerequisite



## Objectives

This seminar aims at significantly improving the ability of the participants to **meet the challenges of living and working abroad**. The objective is to enable them to identify the stumbling blocks that lie ahead and to be able to adapt and integrate in Malaysia.

At the end of this training, participants will have acquired the necessary skills to:

- Be aware of their own cultural baggage
- Understand Malaysian context and culture
- Analyze situations in which misunderstandings may arise and identify ways of communicating more effectively
- Reduce and manage the symptoms of culture shock
- Understand Malaysian mindset, work practices, decision-making processes and negotiating styles
- Strike the right balance between personal and professional life



## Added value

- Create your Cultural Profile
- Access to 70 Country Packs
- Pragmatic, fun e-learning
- Interactive method
- Acquire operational tools



## Corporate Training Solutions

Duration: to define.

You wish to organise a specific training course ?  
Contact us !

## PROGRAMME OUTLINE

### MODULE 1: SUCCESSFUL PERSONAL INTEGRATION IN MALAYSIA

#### 1. Cross-cultural awareness: the key to a successful expatriation

- Taking stock of one's own cultural baggage
- Culture shock and the integration process
- Identifying and going beyond cultural stereotypes

#### 2. Key aspects of Malaysian culture

- A country situated at a crossroads between India and Asia
- The impact of colonialism
- A multiethnic and multi-confessional society
- A strong political authority, a dynamic economy
- The educational system

#### 3. Malaysian values and behaviour patterns

- The family: a cornerstone of society
- The Islamic tradition
- A sense of hospitality and natural restraint
- The changing role of Malaysian women
- A respect for status and age
- Tolerance and courtesy
- A flexible view of time
- A constant quest for harmony

#### 4. Practical day-to-day information

- Focus on the host town or city
- Transport, administration, housing, security, hygiene and healthcare
- Social life, leisure activities
- Schools, extracurricular activities, sport

### MODULE 2: SUCCESSFUL PROFESSIONAL INTEGRATION IN MALAYSIA

#### 1. The Malaysian corporate world

- A paternalistic tradition
- Devotion to work and personal commitment
- The impact of the Chinese and Indian communities in the business world
- The role of national and local authorities

#### 2. Effective communication with the Malaysians

- Understanding discrete gestural communication
- The spoken language as a source of social cohesion
- The importance of networking
- The advantages of learning the Indo-Malaysian language

#### 3. Working with Malaysian teams

- Establishing your credibility: experience and leadership
- Effective management: supervising, listening and advising
- Giving relationships that personal touch
- Responsibilities and decision-making, conflict resolution

#### 4. Successful meetings and negotiations with the Malaysians

- Building trust and confidence outside the working environment
- Identifying decision-makers
- Time and deadline management
- Written contracts, their interpretation and implications

#### 5. Final handy tips

- Caution, patience and humility
- Social standards, gifts, business cards, dress code
- Sensitive subjects: politics, history, religion
- Humour: a double-edged sword