# Working with Malaysia

## Target audience

Professionals who work with Malaysia

## Prerequisite

No prerequisite

## Objectives

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

At the end of the training session, participants will have the tools to:

- Adopt an intercultural approach
- Understand the context and culture of Malaysia
- Decipher cultural codes and analyse sources of misunderstandings
- Adapt their communication and work methods
- Decode decision-making and negotiation processes

## Added value

- Conducted by an expert consultant specialized on Malaysia
- Decoding the Nomad' Profiler
- Alternating theory and practical exercises
- Access to Digital Learning for one year
- Sharing  best practices
- Personalized action plan

### Corporate Training Solutions

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

## 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 MALAYSIAN CULTURAL CODES

#### Discovering the cultural basics of Malaysia

- A country between land and sea
- The impact of colonization
- A multi-ethnic and multi-religious society
- A strong political power, a dynamic economy

#### Understanding Malaysian values

- Indian, Chinese and Islamic influences
- Family values, communities, networks
- Status of women based on ethnicity
- Hierarchy and relationship to authority

### OPTIMIZE YOUR PROFESSIONAL ACTION WITH MALAYSIANS

#### Communicating with Malaysians

- Verbal language is a social link
- Decipher discreet gestures
- The power of networks
- Create trust and develop relationships

#### Adapting work methods

- Make yourself credible: experience and leadership
- Manage effectively: supervise, listen, advise
- Project management: schedules, roles and responsibilities
- Teamwork

#### Conducting successful meetings and negotiations with Malaysians

- Build trust outside the workplace
- Identify negotiation styles
- Anticipate sticking points and defuse conflicts
- Understand 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

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