

Working with Mongolia



Target audience

Company managers and employees working with Mongolians



Prerequisite

No prerequisite



Objectives

This training aims to significantly increase the effectiveness of participants in their professional relationships with Mongolians to enable them to be immediately operational. At the end of the training, they will have keys to help them:

- Become aware of their own cultural background
- Understand the Mongolian context and culture
- Decipher cultural codes and analyze situations of misunderstanding
- Anticipate dysfunctions due to cultural differences
- Reduce stress and misunderstandings
- Decoding the Mongols' decision-making and negotiation processes



Added value

- Creation of your cultural profile
- Access to 70 country files
- Pragmatic and fun e-learning
- Interactive teaching
- Acquisition of operational keys



Corporate Training Solutions

Duration: to define.

You wish to organise a specific training course ?

Contact us !

PROGRAMME OUTLINE

MODULE 1: DECIPHERING MONGOLIAN CULTURAL CODES

1. ADOPTING AN INTERCULTURAL APPROACH

- Become aware of your cultural background
- Understand the impact of culture on behavior
- Recognize the different levels of culture (national, business, professional, personal)
- Identify and overcome stereotypes

2. Know the essentials of Mongolia

- A Central Asian space between two giants
- A very harsh continental climate
- A glorious past
- An ancestral nomadic civilization

3. Understand Mongolian values

- A strong attachment to nature
- Deep and reinvigorated national pride
- A concern about foreign appetites
- The widening of social inequalities
- Flexible time

4. Understand the business world

- A growing liberal economy
- An exceptionally rich basement
- Local businesses
- Mongolia's international partners

MODULE 2: OPTIMIZE YOUR PROFESSIONAL ACTION WITH MONGOLIANS

1. Communicate with Mongolians

- Take care of formalities and greetings
- Communicate with restraint
- Cultivate nuance, understand the unsaid
- Choosing a good interpreter
- Develop networks

2. Adapting work methods

- Manage effectively: charisma, professionalism and inventiveness
- Supervise, organize, inspire
- Knowing people to strengthen performance
- Demonstrate open-mindedness and accessibility
- Favor consensus
- Open-mindedness and accessibility

3. Negotiate with Mongols

- Identify the decision-makers and the balance of power
- Manage time, priorities and deadlines
- Understand the meaning of the contract and its implications
- Prepare for post-negotiation

4. Adopt best practices

- Protocol and etiquette
- Delicate subjects: politics, China...
- Pitfalls and oddities to avoid
- The golden rules
- For further...