

Working with the Philippines



Target audience

Professionals who work with the Philippines



Prerequisite

No prerequisite



Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of the Philippines
- 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 the Philippines
- 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 FILIPINO CULTURAL CODES

Discovering the cultural basics of the Philippines

- Three historically overlapping cultures
- A unique geographical and geopolitical environment
- An insular and globalized people
- A strong aspiration for modernity

Understanding Filipino values

- Deeply embedded Catholicism
- Pakikisama or the fear of conflict
- Clearly differentiated social classes
- A culture of relationships and of the group

OPTIMIZE YOUR PROFESSIONAL ACTION WITH FILIPINOS

Communicating with Filipinos

- Attention to hierarchy and status
- Implicit communication, beating around the bush
- Supervise, empower, support
- Decipher verbal and non-verbal language

Adapting work methods

- Balance between paternalism and delegation
- Solidify your credibility: reliability, leadership, experience
- Padrino and bayanihan, or how to maintain cooperation
- Avoid sources of resentment and hiya

Conducting successful meetings and negotiations with Filipinos

- Personalize the relationship
- Explain the terms and objectives
- Time and deadline management
- 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