

Working with Greece



Target audience

Company managers and staff working and dealing with the Greeks



Prerequisite

No prerequisite



Objectives

The aim of this seminar is to significantly improve the participants' effectiveness in their professional relationships with the Greeks, enabling them to be operational right from the start. At the end of this training, participants will have acquired insights and techniques to:

- Be aware of their own cultural baggage
- Fully understand Greek context and culture
- Analyse possible situations in which misunderstandings may arise and identify ways of communicating
- Reduce stress and misunderstandings
- Decipher and understand Greek decision-making and negotiation processes



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 : UNDERSTANDING CULTURAL DIFFERENCES

1. Intercultural awareness : the key to success in international business

- Taking stock of one's own cultural baggage
- The basics of effective intercultural management
- Identifying and going beyond cultural stereotypes

2. Key aspects of Greek culture

- A land sandwiched between continents and archipelagos.
- The heritage of ancient philosophy. The importance of the orthodox religion.
- The urban and rural differences of a homogenous people
- Long-standing traditions and a modernistic society
- The recent renaissance of Greek democracy
- Privatisations and the black economy
- The educational system

3. The impact of values and behaviour patterns on professional dealings and relationships

- Family life in Greece: the cornerstone of Greek society. The role of women and children
- The "logos" or the importance of politics. The prevalence of superstition.
- A unique relationship to time.
- An ambiguous view of authority and hierarchies
- Honour, pride, discipline and organisation

4. The Greek corporate world

- The importance of public companies.
- "Afendikos" or the influence of the family within the company
- "Effendikos": Greek company managers and attitudes to responsibility
- A hard-working people

MODULE 2 : SUCCEEDING IN WORK WITH THE GREEKS

1. Effective communication with the Greeks

- Modernity and "katharevousa": the fundamental aspects of the Greek language
- Choosing the right interpreter
- The emphasis on direct communication. Understanding the meaning of gestures
- Informal dealings and relationships

2. Adapting your working methods

- The combination of individualism and team working.
- The resourcefulness of the Greeks.
- Building trust and confidence: an emphasis on the personal touch and an ability to listen
- Highlighting common interests. Dealing with touchy or sensitive people
- Effective conflict resolution: seeking consensus
- Pitfalls to be avoided

3. Successful meetings and negotiations with the Greeks

- Fully involving partners. Actively listening to others' opinions
- Presenting your case: the joys of discussion
- Time and deadline management
- Attitudes to contracts and their implications. Nothing is ever final

4. Final handy tips

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