

Working with the Nordic countries



Target audience

Professionals who work with the Nordic countries



Prerequisite

No prerequisite



Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of the Nordic countries
- 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 Nordic countries
- 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 !



Public Courses

Next available sessions

Duration: 14 hours

September 16 & 23, 2024, remote session
1 490 €HT/pers. Training session held in 

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 CULTURAL CODES OF NORDIC COUNTRIES

Discover the cultural basics of Nordic countries

- The Nordic countries: a single geographical entity
- Historical overview: conflict, cooperation, growth
- The economic upswing and the art of consensus
- Welfare state and Lutheran heritage

Understanding values in the Nordic countries

- An egalitarian culture based on mutual respect: work, family, equality and modesty
- A sense of purpose and planning
- Openness, consensus and benevolence
- Nature, simplicity and emotional control

OPTIMIZE YOUR PROFESSIONAL ACTION WITH PEOPLE FROM THE NORDIC COUNTRIES

Communicating effectively

- Frankness and simplicity in exchanges
- Talk to act
- The value of promises
- Decipher non-verbal communication

Adapting work methods

- Create relationships of trust
- Establish credibility: Nordic leadership
- Succeed in projects and work as a team
- Create a common culture

Conducting successful meetings and negotiations in Nordic countries

- Build trust: listening and cooperating
- The Nordic meeting: meet to decide
- Control emotions and self-control
- 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