

Working with Norway



Target audience

Company managers and staff working and dealing with the Norwegians



Prerequisite

No prerequisite



Objectives

The aim of this seminar is to significantly improve the participants' effectiveness in their professional relationships with the Norwegians, 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 Norwegian context and culture
- Analyse possible situations in which misunderstandings may arise and identify ways of communicating
- Reduce stress and misunderstandings
- Decipher and understand 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 Norwegian culture

- A Scandinavian nation with extensive resources
- A uniform population with significant regional differences
- A national history characterised by trade and conflict
- An exemplary social democratic model
- A successful economy

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

- Respect for people's private lives
- Reserve and restraint
- The concept of Irenism and a distaste for confrontation
- An egalitarian and liberal society
- The value of physical education
- An organized approach to time

4. The Norwegian corporate world

- An organisational structure mid-way between a hierarchy and a collegial system
- An informal but extremely productive working environment
- Working hours and "Flexitid"
- Strict labour laws providing extensive protection for employees

MODULE 2 : SUCCEEDING IN WORK WITH THE NORWEGIANS

1. Effective communication with the Norwegians

- Communication based on implicit messages and nuances
- Understanding non-verbal communication
- the role of expressions and spatial management
- English for business and the advantages of learning Norwegian
- The circulation of information, networks

2. Adapting your working methods

- Building trust and confidence: discipline and professionalism
- Flexibility, perseverance and performance
- Encouraging joint decision-making and feedback
- Promoting a genuine group culture and an ideal working atmosphere
- Pitfalls to be avoided

3. Successful meetings and negotiations with the Norwegians

- Encouraging reliability and frankness
- Identifying processes and objectives
- Keeping to deadlines and honouring commitments
- Understanding written contracts, their interpretation and implications
- Organising the post-negotiation phase

4. Final handy tips

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