Akteos Training

Working with Poland

Target audience

Professionals who work with Poland

Prerequisite

No prerequisite

Objectives

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

At the end of the training, they will have keys to:

- Adopt an intercultural approach
- Understand the context and culture of Poland
- Decipher cultural codes and analyze situations of incomprehension
- Adapt their communication and working methods
- Decode decision-making and negotiation processes

Added value

- Conducted by an expert consultant specialized on Poland
- Decryption of the Nomad' Profile
- Alternating theory and practical exercises
- Access to Digital Learning for one year
- Sharing of best practices and individual action plan

Corporate Training Solutions

Duration: to define.
You wish to organise a specific training course ?
Contact us !

Public Courses
Next available sessions

Duration: 7 hours

April 18, 2024, remote session
950 €HT/pers. Training session held in

June 13, 2024, Paris
1 010 €HT/pers.* Training session held in

October 15, 2024, remote session
950 €HT/pers. Training session held in

* (Technical fees and lunch included)

PROGRAMME OUTLINE

Step 1: E-learning

ADOPTING AN INTERCULTURAL APPROACH

- Specify your context and expectations
- Become aware of cultural filters
- Discover your cultural profile

Step 2: Group training session

UNDERSTANDING POLISH CULTURAL CODES

Discovering the cultural basics of Poland

- Historical and social context
- A special relationship with authority
- The Catholic Church as the cement of the nation
- Family and children at the heart of Polish concerns

Understanding Polish values

- Family
- Strong individualism
- The desire to undertake
- Pride and sensitivity

OPTIMIZE YOUR PROFESSIONAL ACTION WITH POLISH

Communicating with Polish

- Politeness and courtesy: respect etiquette
- An increasingly task-oriented culture favoring an explicit communication style
- Create and maintain trust
- Empathy, respect and listening

Adapting work methods

- The Polish entrepreneurial spirit and taste for risk
- Managing effectively: directing, cooperating, controlling
- The notion of efficiency oriented towards the result and not the method
- Project management – agility rather than planning

Conducting successful meetings and negotiations with Polish

- Strengthen your credibility: legitimacy and diplomacy
- Maintain momentum
- Give feedback, manage conflict situations
- The meaning of the contract and its implications

Adopting best practices

- Recognize key principles
- Avoid pitfalls, mistakes and misunderstandings
- Create a tailor-made action plan

Step 3: E-learning to go further

EXPLORE COUNTRY PACKS

Developing your knowledge of the country

- Cultural guidelines
- Business life
- Overview

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RÉPUBLIQUE FRANÇAISE
Certification qualité délivrée au titre de la catégorie Actions de formation