

# Working with Romania

## Target audience

Professionals who work with Romania

## Prerequisite

No prerequisite

## Objectives

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

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

- Adopt an intercultural approach
- Understand the context and culture of Romania
- 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 Romania
- 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

 September 26, 2024, remote session  
950 €HT/pers. Training session held in 

 December 10, 2024, Paris  
1 010 €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 ROMANIAN CULTURAL CODES

##### Discovering the cultural basics of Romania

- An important Central European country
- A multi-ethnic society
- The division between the cities and the countryside
- A prestigious historical heritage

##### Understanding Romanian values

- A people of Latin culture, proud of its identity
- The sense of solidarity and hospitality
- The combining of the public life and private life
- A loose conception of time and deadlines

#### OPTIMIZE YOUR PROFESSIONAL ACTION WITH ROMANIANS

##### Communicating with Romanians

- Networks: a key aspect
- Romanian Francophilia: looking beyond preconceptions
- How to say "no"
- Implicit communication

##### Adapting work methods

- A strong and formal hierarchy
- Control the temptation to conform
- Support productivity: empowering and encouragement
- Manage conflict: passions, scheming and avoidance

##### Conducting successful meetings and negotiations with Romanians

- Meet decision makers
- Maintain a personal relationship
- The sanctity of the written contract
- Manage time and follow-up

##### 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