

# Working with Spain



## Target audience

Professionals who work with Spain



## Prerequisite

No prerequisite



## Objectives

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

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

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



## Accessibility

All our training courses are accessible to people with disabilities. Each training project will be the subject of a case study by our teams, in order to adapt the training program.



## Corporate Training Solutions

Duration: to define.

You wish to organise a specific training course ?  
Contact us !



## Public Courses

### Next available sessions

Duration: 7 hours

October 16, 2025, remote session  
1070 €HT/pers. Training session held in

## 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 SPANISH CULTURAL CODES

##### Discovering the cultural basics of Spain

- A contrasting and multilingual territory
- The regional issue: a kingdom with 17 " *autonomías* "
- A glorious cultural and artistic heritage
- The prestige and pitfalls of history

##### Understanding Spanish values

- Catholic and family tradition, frankness and honesty
- The importance of status, pride and honor
- The apparent Spanish paradox: expressiveness and modesty
- Collective unity: sense of celebration and conviviality

#### OPTIMIZE YOUR PROFESSIONAL ACTION WITH SPANISH

##### Communicating with Spanish

- The gesture and the word
- State explicitly
- Formalism and familiarity
- Managing conflicts: frankness and respect

##### Adapting work methods

- Make yourself credible: inspire respect
- Value sociality
- Managing effectively: authority, simplicity, compassion
- The importance of individual ambitions

##### Conducting successful meetings and negotiations with Spanish

- The notion of good manners in Spanish business
- Punctuality, rigor, appearance
- Hindsight and sense of listening
- Maintain partnership loyalty

##### 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