

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



Corporate Training Solutions

Duration: to define.

You wish to organise a specific training course ?

Contact us !



Public Courses

Next available sessions

Duration: 7 hours

■ May 23, 2024, remote session
950 €HT/pers. Training session held in

■ November 14, 2024, remote session
950 €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