

Working with Sweden



Target audience

Company managers and staff working and dealing with the Swedes



Prerequisite

No prerequisite



Objectives

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

- A Scandinavian kingdom
- A historical heritage heavily influenced by the nearby environment
- The Welfare State
- European challenges

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

- The family and equality
- Consensus and kindliness
- Self-control and mastering one's emotions
- "A healthy mind in a healthy body"
- An organised view of time
- The meanings attached to festivals, celebrations and collective enjoyment

4. The Swedish corporate world

- A harmonious nation
- High-performance working methods with a human touch
- The State's role as a "safety net"

MODULE 2 : SUCCEEDING IN WORK WITH THE SWEDES

1. Effective communication with the Swedes

- The importance of networking
- Frankness and clarity during discussions
- Learning to speak Swedish: a sound investment
- The working language: the role of the interpreter

2. Adapting your working methods

- Establishing your credibility: discipline, experience and commitment
- Building trust and confidence: a willingness to listen and collective decision-making
- Getting to know people, showing respect and giving praise where it's due
- Thinking and acting methodologically
- Pitfalls to be avoided

3. Successful meetings and negotiations with the Swedes

- Clarity and conciseness
- Following proposals with action
- Efficiency through responsiveness
- Time, priority and deadline management
- 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, etc
- Sensitive subjects: politics, history, religion
- Humour: a double-edged sword