

# Working with Sweden



## Target audience

Professionals who work with Sweden



## Prerequisite

No prerequisite



## Objectives

To significantly increase the effectiveness of participants in their professional relationships with their Swedish interlocutors.

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

- Adopting an intercultural approach
- Understanding the context and culture of Sweden
- Deciphering cultural codes and analyzing situations of incomprehension
- Adapt their communication and working methods
- Decoding decision-making and negotiation processes



## Added value

- Conducted by an expert consultant specialized from Sweden
- Decrypting the Nomad' Profiler
- 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

November 18, 2025, remote session  
990 €HT/pers. Training session held in 

## PROGRAMME OUTLINE

### Step 1: E-learning

#### ADOPTING AN INTERCULTURAL APPROACH

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

### Step 2: Group training session

#### UNDERSTANDING SWEDISH CULTURAL CODES

##### Discovering the cultural basics of Sweden

- The Viking era, what remains of it?
- The history of Sweden and its neighbors
- The importance of the Swedish monarchy
- European issues

##### Understanding Swedish Values

- Family and parity
- Consensus and goodwill
- The importance given to nature
- Equal opportunities according to *Janteloven*

#### OPTIMIZING YOUR PROFESSIONAL ACTION WITH THE SWEDES

##### Communicate effectively

- Frankness and clarity of exchanges
- Deciphering non-verbal communication
- Emotional Mastery and Self-Control

##### Adapting work methods

- Anchoring your credibility: rigor, experience and dedication
- Building trust: listening skills and a spirit of co-decision
- Understanding the importance of social life in Sweden and its impacts on professional life
- Managing effectively: courtesy, discretion, listening skills and horizontal hierarchy

##### Conducting successful meetings and negotiations

- Clarity and conciseness
- Propose to act
- The specificities of leadership in Sweden
- Reaching consensus

##### 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