

Working with Israel

Target audience

Professionals who work with Israel

Prerequisite

No prerequisite

Objectives

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

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

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

- June 27, 2024, remote session
950 €HT/pers. Training session held in 
- November 28, 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 ISRAELI CULTURAL CODES

Discovering the cultural basics of Israel

- A state that is both young and ancient
- A country at the heart of global geopolitical issues
- A patchwork of cultures, ethnicities and religions
- An economic environment undergoing restructuring

Understanding Israeli values

- Monotheism in everyday life
- *Sabra, goyim*, diaspora: the importance of belonging
- Frankness, respect, humor and irony
- Relationship to risk and uncertainty

OPTIMIZE YOUR PROFESSIONAL ACTION WITH ISRAELIS

Communicating with Israelis

- Casual communication
- Gestures and implicit communication
- Manage dissension: dialogue to defuse
- The stakes of protexia

Adapting work methods

- Build relationships: patience, perseverance and empathy
- Earning respect: fairness, responsiveness, adaptability
- Flexible, result-oriented processes
- Some improvisation

Conducting successful meetings and negotiations with Israelis

- Get to know each other
- Identify decision makers
- Invest in the long term
- The importance of the contract and its significance

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