

Business Culture in Germany

Example of a 2-day intercultural training

1st day

- 9.00 Opening and welcome
Participants' introduction and clarifying expectations
- 9.30 Goals and limits of an intercultural training
- 9.45 Stereotypes and perceptions:
- Topics:
- How do Germans expect their Asian colleagues and business partners to be?
 - Fears and expectations
 - Possible historical and social reasons for the German perceptions
- 10.30 Coffee break
- 10.45 Patterns of German society
- Topics:
- Historical, sociological, and philosophical background information
 - German culture standards - Individualism
 - Hierarchy
 - Order and uncertainty avoidance
 - Quality
- 12.00 Lunch

... continuing

13.00 Meeting your German business partner and communication with Germans

Topics:

- Introduction, topics of conversation, business cards, names and forms of address
- Signs and symbols of non-verbal communication
- Object orientation vs. people orientation
- Direct vs. indirect communication
- Elaborate vs. selective communication
- German styles of presentation

14.30 Coffee break

14.45 Dealing with conflicts and Learning/teaching styles and know-how transfer in Germany

Topics:

- Reasons of conflict in Germany
- Dealing with conflicts in Germany
- The German culture of teaching/learning
- Learning by doing: transferring knowledge into practice
- What do German colleagues expect from Asian colleagues

17.00 End of first day

2nd day

9.00 Working in German project teams:
Making full use of the potential

Topics:

- Planning and decision making in Germany
- Time Management, meeting culture, structuring information
- Voicing your opinion

10.30 Coffee break

10.45 German etiquette

Topics:

- Invitations and acceptance of invitations
- Seating plan
- Set meal and eating habits
- Topics of conversation
- Saying good bye
- Presents
- Clothing style

12.00 Lunch

13.00 Leadership styles

Topics:

- Role and status of a German manager
- Delegation and control
- Receiving feedback from superiors
- Power and power distance, styles of management

14.30 Coffee break

14.45 Living in Germany

Topics:

This is a forum for topics which are not exclusively related to working matters, e.g. every day life in Germany, shopping, recreation etc..

Topics are up to the participants needs.

...continuing

16.30 Developing strategies for successfully dealing with
Germans

17.00 End of training