

Open Course on September 13 +14, 2022 from 9:00 a.m. - 12:30 p.m.

GERMANY for Impats & Spouses

Blended-Learning: Live-Online-Training & Learning Platform



In this seminar you will learn how to adapt to German life and your new working environment. Using role plays and case studies as well as your personal experiences, we will try out how to put the best of your own and the German culture into practice at your workplace or with German friends.



Monika supports people and companies in their international cooperation, so far in almost 1,000 trainings and coachings. At Siemens AG, she was involved in a Sino-German joint venture and led an international team as Commercial Project Manager for Asia/Pacific. She is a certified systemic coach and intercultural trainer. She works as senior cross-cultural consultant for Germany, various Asian cultures, general cultural awareness and multicultural teambuilding.

Topics

- Stereotypes and perceptions: What do Germans think of us?
- Patterns of German society
- Communication with German colleagues and business partners
- Everyday life in Germany
- Dealing with conflicts
- Leadership and project and teamwork
- Negotiating with German business partners

Methods

In this interactive seminar, we will use role-plays, case studies, videos and discuss. It is especially designed for international specialists and executive staff who work in Germany and would like to prepare or reflect projects in Germany.

Spouses or partners are very welcome.

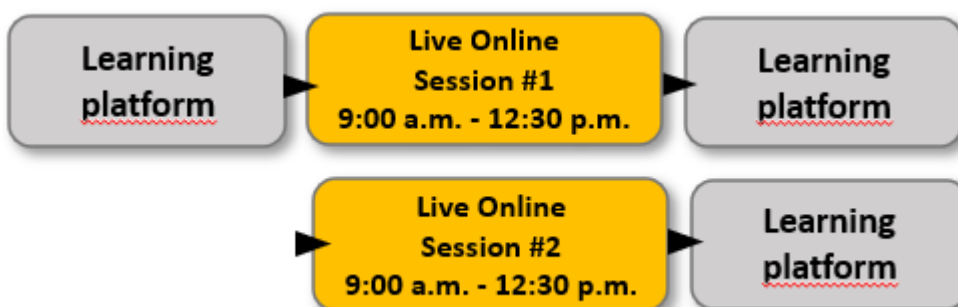
Optionally, this seminar can be held in another language (e.g. Chinese, Japanese, Russian, Spanish, Portuguese) and with another trainer if all participants prefer the alternative.

■ Concept of the training

Our live-online training will help you to better understand the German business mentality, discuss stereotypes about Germans and people from your country, and will provide you with tips and tricks to do successful business with Germans. You will receive answers to the following questions, among others:

- Why are Germans never available when you need them?
- Why are Germans not flexible?
- Why are Germans often not "business minded"?
- Why do Germans always think of disadvantages, risks and dangers first?
- Why do Germans attach so much importance to structure?
- Why do they always put their finger in the wound?
- Why are they not considerate of saving face?
- How do I get along with Germans in daily life?
- How can I make friends with Germans?

We have developed a live-online learning track for you, which contains the following components:



- **2 live online sessions** from 9:00 a.m. - 12:30 p.m. each, including break via Zoom.
- Asynchronous learning: Interactive learning tasks, videos, readings, etc. between sessions for hands-on practice on our **learning platform Blink.it**
- Presentation and follow-up of the exercises in the following live online session

■ Agenda

Learning platform

- Welcome of the trainer/ trainer introduction
- Agenda
- Culture quiz and attunement task

Day 1 from 9:00 a.m. - 12:30 p.m.

Live-Online-Session #1

How do cultures differ?

- Online Check-In / Tech-Check Session
- Welcome, Agenda, Getting to know each other
- Overview: German culture and traditions in doing business
- Comparison German and Korean culture - and its effect on business
- What do Germans think about Korea and Koreans?
- What intercultural skills are useful when doing business?

Building relationship and trust

- Business etiquette in Germany
- The most important dos and don'ts
- Moving smoothly when doing small talk
- Tips for business lunches and dinners
- Trust-building strategies
- The relevance of German language for working in Germany

Learning platform

- Handout session #1
- Additional materials
- Task for session #2

Day 2 from 9:00 a.m. - 12:30 p.m.

Live-Online-Session #2

Working successfully in a German company

- German communication style
- Leadership style and feedback culture
- How to avoid typical misunderstandings
- How to deal with conflicts
- Negotiating successfully
- Meeting etiquette
- Dealing with time and deadlines
- Know-how transfer to Germans
- Typical business situations in participant's jobs: discussion and feedback

Expatriate life in Germany

- Expatriate life in Germany
 - Managing daily life in Germany
 - How to deal with a possible culture shock
 - Transport, sightseeing in Germany
 - Shopping, food
 - Eating out in restaurants
 - Networks, social life, leisure time
 - Cooking and baking German food
- Dos & Don'ts
- Open questions

Learning platform

- Handout session #2
- Additional materials
- Lessons learned

Konditionen

■ Seminarleistung

EUR 849,- netto zzgl. 19% MwSt. p.P.
Im Preis enthalten sind die Durchführung des Live-Online Seminars sowie die Nutzung der Inhalte unsere Lernplattform für ein Jahr.

■ Teilnehmerzahl

Die maximale Teilnehmerzahl ist auf 10 Personen begrenzt. Anmeldungen werden in der Reihenfolge ihres Eingangs berücksichtigt.

■ Anmeldefristen / Stornierung / Absage

Bitte melden Sie sich bis zu einem Monat vor dem Seminartermin verbindlich an.

Bei einer Abmeldung ab 3 Wochen vor Seminarbeginn werden 50 % der Seminargebühren, bei 13 – 7 Tage vor Seminarbeginn werden 80 % der Seminargebühren und danach bzw. bei Nichterscheinen die vollen Seminargebühren berechnet. Die Benennung eines Ersatzteilnehmers ist jederzeit möglich.

Bei nicht genügend Anmeldungen, Erkrankung des Referenten, höherer Gewalt o.ä. behalten wir uns vor, das Seminar zu verschieben oder abzusagen. Über Änderungen informieren wir Sie umgehend und erstatten die Teilnahmegebühr unverzüglich.

■ Inhouse-Seminare

Wir bieten alle Seminare auch als Inhouse-Seminare an. Für ein individuelles Angebot wenden Sie sich gerne an uns.

■ Ihre Ansprechpartnerin bei SinaLingua

Irmgard Strödel
Produktmanagement

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Stroedel@SinaLingua.de



■ Stattfindegarantie unserer offenen Seminare

Ab 2 Teilnehmeranmeldungen garantieren wir Ihnen die Durchführung.

Anmeldung per [E-Mail](#)

oder

Anmeldung per Fax an: 06221 588098-9

Kursname: Germany 1 LOT

Kursdatum: 13. + 14. September 2022
jeweils 9:00 - 12:30 Uhr

Teilnehmer: _____

Firma: _____

Abteilung: _____

Ort: _____

Telefon: _____

E-Mail: _____

Rechnungsanschrift, falls abweichend

Wie haben Sie von diesem Seminar erfahren?



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Cross-Cultural Management

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