

Communication and Negotiation with international customers, suppliers or investors

Objectives

- develop, raise and apply culture awareness
- discover the own national culture in the eyes of other countries and vice versa
- uncover the individual personal culture and assessing the impact on negotiation style
- learn about the Model-of-Freedom© methodology for cross culture leadership and communication
- understand the decision making process in different cultures
- creative negotiation style adopted for different cultures

Programme Contents

- Fundamentals of Culture identity
- Sources of authority in different cultures
- Leadership and management style of different countries
- Cultural impact of rules and regulations on business behaviours
- Comparing different cultures in terms of
 - decision making processes
 - communication style
 - negotiation

Methodology

- learning the Model-of-Freedom© methodology
- Working with the personal culture profiles
- lectures from cross culture experts
- work shops for exercises and business cases
- negotiation simulation and role play

Organisation

- Target group
 - leaders, managers and high potentials
- duration
 - 2 days