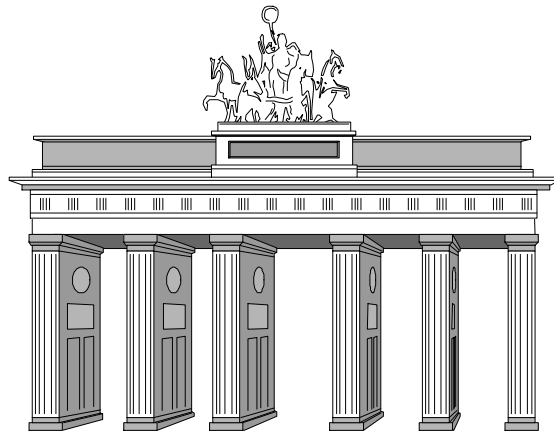


Co-operating Successfully

with Germans

An Intercultural Training for
Indian Specialists in Germany



- PROGRAMME -

IFIM Institut für Interkulturelles Management GmbH

Maarweg 48 - D-53619 Rheinbreitbach - Germany

Tel. +49 / 22 24 / 94 95 0 – Fax + 49 / 22 24 / 94 95 96

E-Mail info@ifim.de - Internet <http://www.ifim.de>

Day 1:

8:30	Welcome and Introduction Trainer, participants and programme
9:00	Different Cultures – Different Values Cultural diversity creates difficulties and opportunities An introduction to German values
10:30	<i>Tea Break</i>
11:00	Information and Communication Conversational behaviour in Germany
11:30	Professional Self-Presentation Meeting a new German boss (role play) Understanding German work-relationships and professional roles
12:45	<i>Lunch</i>
14:00	Leadership and Employee Expectations From education objectives to employee profiles 'The Software Engineer' - group work with case study
15:30	<i>Tea Break</i>
15:50	Conflict-Management at Work Handling a difficult situation: A conversation with the boss (role play) Evaluation and analysis of management styles
17:00	These Strange German Ways... Questions about everyday-life
17:45	Review of First Day
18:00	End of first day

Day 2:

- 8:30:** **Review of first day**
Comments and outstanding issues
- 9:00** **Business Culture in India and Germany**
Understanding differences in business concepts
Introductory role play
- 10:00* *Tea Break*
- 10:20** **Effective Business Presentations**
A product presentation to a German customer
Structured group exercise
- 12:45* *Lunch*
- 14:00** **Functional Work-Organisation in Germany**
Differences in teamwork, planning and decision making
Solutions for successful co-operation
- 15:30* *Tea Break*
- 16:00** **Cultural Diversity – Strength or Weakness?**
Examining the results of the seminar
Creating a platform of mutual respect and understanding
- 17:00** **Lessons learned and Open Questions**
Summary
- 17:30** **Seminar Evaluation and Closing Comments**
- 18:00** *End of programme*

Programme Information

Who Should Attend

Indian managers and specialists working in Germany or with German business partners.

Programme Objectives

The course illustrates socially and culturally determined patterns of thinking and behaving in Germany. The programme is focused on those aspects of working and living which are particularly relevant to the Indians in Germany. The participants develop an appreciation of German cultural standards which enables them to

- correctly understand and anticipate the German approach;
- successfully pursue their own objectives;
- quickly recognise areas of inter-cultural conflict and constructively handle them;
- identify and utilise the potential for synergy.

Methodology

The Contrast-Culture method of teaching is utilised throughout the programme and employs concrete exercises and case studies drawn from practical experience. Roll-playing with the German instructor amplifies the differences in German and Indian approaches and provides opportunities to practice successful behaviour in an inter-cultural context.

Trainer Team

German Trainer: Ute ADLAKHA or Dr. Rolf DAUFENBACH

Indian Trainer: Pankaj CHATTOPADHYAY

Location, Dates and Prices

Please Contact our Office:

Institut für Interkulturelles Management GmbH

Seminarorganisation

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