



Intercultural Training  
for German - American Teams  
From Diversity to Synergy



- Program -

Improving Your Transnational Cooperation

## First Day

- 8.30 'Meet & Greet'
- 9.00 Intercultural Training: Presentation of program
- 9.15 **Cultural differences? You must be joking!**  
Research results and practical experience / *Lecture*
- 9.45 **Perception and Experience**  
How strengths and weaknesses are mutually perceived / *Group work*
- 10.30 *Coffee break*
- 10.45 'The meeting': An exercise on mutual perception
- 11.15 Evaluation of the exercise
- 12.00 *Lunch*
- 13.00 **Planning and cooperation – Similarities and Differences**  
*A structured exercise / Introduction*
- 13.20 *Part 1: Planning*
- 13.50 *Part 2: Teamwork*
- 14.15 *Part 3: Quality circle*
- 14.30 *Part 4: Improved teamwork*
- 15.00 *Coffee Break*
- 15.30 *Evaluation I: Experiences of the team*  
Results to be discussed in the plenary session
- 16.15 *Evaluation II: Plenary session*
- A comparison of the experiences of the two groups
  - Comments from the observers
  - Cultural preferences and their impact on day-to-day cooperation
- 18:00 *End of first day's program*

## Second day



- 08.30     **Review of day one**  
Outstanding issues and comments
- 08.45     **Professional self-image**  
Taking a look at values in national groups
- 09.30     Plenary session: Exchange of results  
Similarities and differences
- 10.20     *Coffee break*
- 10.50     **'Bridging the gap'**  
A structured exercise on cross-cultural cooperation
- 12.00     Exercise evaluation
- 12.45     *Lunch*
- 14.00     Input: **Cross-cultural cooperation**  
Practical insights based on IFIM's experience
- 15.45     *Coffee break*
- 16.15     **Commitments for cooperation**  
*Part 1: Brainstorming in mixed groups*
- 16.45     **Commitments for cooperation**  
*Part 2: Exchange and synthesis of group results*
- 17.30     Seminar evaluation and closing comments
- 18.00     *End of program*

## Program Information

### Who Should Attend

American and German managers / specialists working in German-American teams who want to deepen their mutual understanding as well as improve their cooperative efforts.

### Program Objectives

The training illustrates socially and culturally determined patterns of thinking and behaving in both business cultures. The program is focused on those aspects of working which are particularly relevant to successful cooperation in German-American teams. The participants develop a mutual comprehension and appreciation of their partners' attitudes which enables them to

- correctly understand and anticipate the partners' approach;
- successfully pursue their own objectives;
- quickly recognize areas of inter-cultural conflict and constructively handle them;
- identify and utilize the potential for synergy;
- commit to common principles for their further cooperation.

### Methodology

The Contrast-Culture method of teaching is utilized throughout the program and employs concrete exercises that make the different approaches obvious and understandable. Inputs of the trainer-team and common discussions lead to a broader understanding of how to create synergy in a German-American cooperation.

### Trainer Team

American Trainer: *Thomas T. Krauss*

German Trainer: *Andreas Bittner*

### Booking

This program is designed as Company in-house-training.

Please contact the IFIM-Office for further information.

[info@ifim.de](mailto:info@ifim.de) – Phone +49-22 24-94 95 0 – Fax +49-22 24-94 95 96