

# Fit for Germany

## Intercultural Training Germany

### Target Group

foreign executives and employees, who

- work and live in Germany
- accompanying spouses
- cooperate with German business partners/colleagues
- regularly travel to Germany on business

### Objectives

- gaining insight into the dynamics of intercultural cooperation
- comprehending German culture and how it influences mindset and communication patterns
- learning basic facts about German society
- developing strategies for successful contact with German business partners and colleagues
- understanding everyday life in Germany

### Trainer

Emma Long is a British national who has lived and worked in Germany since 1996. She spent her childhood in three different European countries and has continued to live in an international life style ever since. An intercultural way of life is something she enjoys and experiences as enriching, but she is also aware of the challenges dealing with intercultural differences presents. Her trainings focus on increasing our awareness of these differences and finding practical strategies for mastering them (and perhaps even enjoying them!) in our personal and professional life.

### Methods

The concept of the seminar is geared toward practical application. We employ case studies, role-plays, discussions, individual and group assignments and other interactive methods.

### Customized Seminars

You will receive a questionnaire prior to the seminar so that you can share special interests and questions that we can integrate into the seminar.

### Date and Location

Thursday, 06.03.2018

Carl Duisberg Centren gemeinnützige GmbH  
Hansaring 55, 3. Floor, Room 310, 50670 Cologne

### Registration

Carl Duisberg Centren gemeinnützige GmbH  
Intercultural Training

Ms Viktoria Krasuski

Hansaring 49-51, D-50670 Cologne

E-Mail: [Viktoria.Krasuski@cdc.de](mailto:Viktoria.Krasuski@cdc.de)

Phone: +49 (0) 221 16 26-231

Fax: +49 (0) 221 16 26-337

# Fit for Germany

## Schedule

**9.30 a.m.**

**Welcome/Introductions and Expectations of participants**

**Culture and communication**

Dynamics of intercultural cooperation

**„Typically German“**

About stereotypes and preconceptions - how they can help, but also damage relationships

**12.30 p.m. Lunch**

**1.30 p.m.**

**German business life**

- Initiating, conducting and fostering business relations in Germany
- Executive management and negotiation
- Conflict management

**Cooperation with Germans**

Case study analysis of communication styles

- What causes misunderstandings?
- Rules and rituals of communication

**Hierarchy and leadership in Germany**

- Management styles
- Corporate hierarchy
- Leadership

**Managing everyday life in Germany**

- Neighborhood and social life
- Banking, shopping, official business
- Etiquette in private and professional life
- Leisure time and mobility

**Review and Outlook**

**5.30 p.m. End**



## Prices

The price of 520 € per seminar and participant includes lunch and a selection of warm and cold beverages during the day. The number of participants is limited.

A second participant from the same company receives a discount of 50 €.

Payment is due on receipt of invoice and is tax-free, pursuant to §4 No. 22 UStG (German VAT regulations).

Expenses for travel, other meals, and lodging are not included in the seminar price.

## Conditions of cancellation

We charge an administrative cancellation fee of 50 € per person. If cancellation occurs within 14 days of the training date, we must charge full price if there is no waitlist.

Please feel free to contact us with your questions and wishes.