

# FIT FOR GERMANY INTERCULTURAL TRAINING GERMANY



## Target Group

foreign executives and employees who

- work and live in Germany
- have 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

## Methods

This seminar will provide you with practical applications. We employ case studies, role-plays, discussions, individual and group assignments and other interactive methods.

## Trainer

Sarah Kuhnert studied Linguistics, English and Philosophy at the University of Cologne and Universidad de Sevilla, Spain. After graduating, she worked for a number of years as a project manager for an international online language course provider. There she developed language training for a US relocation service provider. Ms. Kuhnert has been employed by Carl Duisberg Centren since 2016, initially in the Professional Training Programs department, where she organized tailor-made programs for international manager delegations. After obtaining the trainer certification, she switched to the intercultural training department.

## Customized Seminars

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

## Date and Location

Thursday, 09.12.2021

Monday, 25.04.2022 and Thursday, 23.06.2022

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

Attention: Due to current corona regulations, the trainings are alternatively conducted online..

## REGISTRATION



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## Schedule – Fit for Germany

### 9.30 a.m. Start

**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 670 € per seminar and participant includes lunch and a selection of warm and cold beverages during the day (Catering only for a face-to-face events). 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.

#### **Conference venue**

In presence at Carl Duisberg Centren gemeinnützige GmbH, Hansaring 55, 3rd floor, room 310, 50670 Cologne.

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#### **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 waiting list. Please feel free to contact us with your questions and wishes.