

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

Susan Hoppe is a US American who has lived, worked, and raised a family in Germany for many years. As an intercultural trainer, she enjoys sharing her private and career experiences with seminar participants and giving practical advice while providing interesting details from intercultural research and background theory as to why there are cultural differences in the first place.

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.

Dates and Locations

Tuesday, 27.03.2012

Tuesday, 28.08.2012

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

Registration

Carl Duisberg Centren gemeinnützige GmbH
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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. **Ends**



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.