

## Fit to be Global – Germany Workshop

### Objectives

At the end of this workshop participants will have enhanced their understanding of:

- who the Germans are and what are the most important factors that affect their business and private behaviour
- getting the real German business message i.e. understanding the unspoken word
- how to interact and work more effectively with Germans

### Contents

A brief introduction to intercultural communication focusing on the challenge of cultural adjustment

### Culture-specific information on Germany including:

- economic milestones in post-war Germany
- characteristics of German business structure
- Typical characteristics of German society e.g. the divide between business and private life.

### Work-related attitudes and behaviour including:

- leadership
- management style
- conflict resolution
- argumentation/persuasion
- formal/informal meetings
- roles and expectations
- problem-solving and decision-making
- information sharing - systems/strategies
- encountering the Germans outside the workplace

### Methodology

Learning activities will consist of lecturettes, individual and group exercises, role plays, case studies and discussions.

### Target Group

All inpat employees who need to gain deeper insight into German business culture and the mindscape of their new colleagues, counterparts, supervisors, employees and clients.

### Prerequisite

Intermediate level of English (B1 on the CEF\*)

### Duration

2 days

### Number of Participants

12

*\* CEF = Common European Framework of Reference for Language Learning and Teaching.  
Check your level of English with IBC's English Fitness Check.*