

German Business Culture- Successful cooperation with German colleagues and business partners

德国商务文化-如何有效地与德国同事、商业伙伴沟通



The German Chamber Network

目标与内容 Objectives and Content

As a Chinese staff working in a German or international company related to Germany, our 2-day workshop on German Business Culture will be critical for your successful cooperation. After this workshop, you will understand the behavior and expectations of German colleagues, supervisors or business partners better and know how to deal with them. It will give you a great advantage on advancing your work and your career in a German company.

Your advantage after training:

- Profound in German history, society, philosophy and its influence on “the German business behavior” today
- Be able to easily convince German colleagues and business partners
- Know how to structure information in a way to leave a good impression on German business partners
- Master the skills of how to establish a mutual trustworthy relationship in Chinese-German working environment
- Transfer of cultural dimensions to daily work situations

德国商务文化课程专门面向在德企工作的或与德国有业务往来的中国员工。在为期 2 天的培训中你将建立对自我文化和德国文化的深入认知并充分了解你的德国同事、德国领导以及商务伙伴。通过对他们的思维方式、沟通方式等全面深入的学习，你将会更好地在德国公司展开自己的职业生涯。

通过课程，你将：

- 深入了解德国历史、社会和哲学以及它们对“德国式的商业行为”的影响
- 使你的德国同事和商业伙伴更容易信服你
- 怎样用更容易让德国人信服的方式组织信息
- 学会更好地在中德工作环境下建立相互信任的合作关系
- 将文化维度的概念和技巧运用到日常工作中

参加对象 Target Group

Chinese professionals, leading executives and technical personals who work with German colleagues and business partners

在跨文化团队里工作的、需要跟德国同事和商务伙伴合作与共事的中国员工

大纲 Outline

- A vivid presentation of Patterns of German society and historical background which influence the values and behavior of today's Germans
- Interactive discussions about German way of communication and know-how transfer
- Talks and discussions about Voicing opinion, dealing with feedback and cross-cultural conflicts by case studies, role plays and videos
- Practical advices on how to work with Germans in cross-cultural working situations
- 生动解说德国社会结构和历史文化背景，及其对现在德国人价值观和行为习惯的影响
- 通过由学员参与的互动式的讨论解读德国人的沟通方式和知识传递方式
- 运用案例分析、角色扮演及多媒体短片等方式解读德国式的表达观点、信息沟通反馈以及矛盾处理等
- 在跨文化工作环境中如何与德国人共事的实用建议

日期：2018 年 4 月 18-19 日
2018 年 10 月 17-18 日
会员：5000 元；非会员：5200 元
价格包括会务，资料费，午餐费。
语言：英语

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Oct. 17-18, 2018
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