

# Working with the Chinese

This intercultural seminar offers you a complete reading grid and the keys to understanding the Chinese business world as well as the codes, values and customs of your Chinese employees, colleagues and clients.

Culture, interpersonal skills, habits and customs are all keys to ensuring lasting professional relations with China.

- Certifying Training (Bright)
- Individual and group courses, face-to-face or distance-learning
- Native Chinese-speaking Trainers
- Interactive training tools (role-playing, simulation, etc.)
- Innovative digital media (audio, video, VR headsets)



## Human Interaction

A dedicated, native and certified trainer, with recognised experience in teaching and the business world.

## Teaching Excellence

Training courses aligned with the Common European Framework of Reference for Languages (CEFR). Current, general and specific content, selected by a team of educational experts.



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## Perceiving differences

- ✓ Identify differences in reception situations, relationships with hierarchy, age
- ✓ Mastering the different approach to work organization
- ✓ Understanding the relationship to time
- ✓ Adapting one's communication, perceiving the notion of cultural baggage

## The basics of the Chinese culture

- ✓ Avoiding blunders in greetings, gifts, relationship to the body
- ✓ Identifying the historical legacy
- ✓ Identify the impact of Chinese writing on Chinese thought
- ✓ Know the main myths and superstitions

## Working with the Chinese people

- ✓ Discover the keys to understanding the Chinese in the concept Work
- ✓ Mastering remote communications (e-mail, telephone, videoconferencing, etc.)
- ✓ Hearing and Recognising the Chinese "No"
- ✓ Understand the concept of hierarchy
- ✓ Increase your credibility profile with the Chinese

### Target audience

All audience

### Dates

Permanent Entry/Exit

### Teaching methods

- Face-to-face training with a Chinese trainer
- Situational exercises, case studies, rôle-plays and oral exercises
- Use of innovative digital media

### Duration

Tailor-made duration

### Place

- In person, in our premises or in your company
- Distance-learning available



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