

24<sup>th</sup> - 25<sup>th</sup> February 2012  
and  
5<sup>th</sup> - 6<sup>th</sup> October 2012

## ➔ Intercultural Training for Specialists and Executives

### Doing business in India

In today's globalized business world many emerging and leading companies, both German and Indian can proudly describe themselves as successful global players with locations worldwide. Our intercultural training programme "Doing Business in Germany" will train you to understand and familiarize with processes at the workplace, as well as with cultural, political, historical and economic backgrounds. Importantly, we aim to acquaint you with communication patterns intrinsic to the two cultures, thus enhancing effective and efficient performance.



### ➔ Case study

During a discussion on the delay in the delivery of certain files at the workplace, the Indian co-worker attempts to give a detailed explanation for the cause of the delay, hoping to find understanding from his German colleague. His German colleague gets impatient and says "that is your problem". Such a communication style is completely

unknown to the Indian team member. He finds it very rude and unfriendly. He is upset with his German colleague and finds it increasingly difficult to further work with him.

## ➔ Contents

Our intercultural training course Doing Business in India will give you an impression of the cultural, political, historical and economic background of the country. The following list serves as an example of topics that are of significance in any cooperation with Indian partners, clients and employees and that will be handled in the course depending on the needs of the participants.

- Discussion topics, establishing and maintaining contact
- Approach to work
- Time management
- Hierarchical structures
- Personnel management
- Private life and professional life
- Special aspects of communication (taking part in meetings, performance interviews, conflict management, negotiations etc. using case studies)

Specific recommendations will be given during the training session as well as discussion and optimisation of behavioural strategies that have been used to date.

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**“The focus on the individual needs of the participants was excellent thanks to the use of questionnaires before the start of the seminar.”**

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Participant feedback

- Dates:  
**24<sup>th</sup> - 25<sup>th</sup> February 2012**  
**5<sup>th</sup> - 6<sup>th</sup> October 2012**  
9 a.m. - 5 p.m. respectively
- Venue:  
**Pune**
- Cost per person:  
**€ 1190,- VAT not included**  
(Inquire about reduced group rates)
- No. of participants:  
**3 - 12 persons**  
(If there will be only one or two applications, we can arrange for you an intensive one day training for the same price.)
- Training language:  
**English**
- Registration will be accepted until:  
**3<sup>rd</sup> February 2012**  
**13<sup>th</sup> September 2012**

## ➔ Objective

The training course is intended to optimise the interaction between the participants and their partners in India. The objective is to prevent situations of conflict arising and to utilise the chances and synergy potential offered by cultural plurality.

## ➔ Trainer

### Janaki Narkar-Waldraff

Janaki Narkar-Waldraff is Indian by birth. She is an intercultural and OEL (Outbound Experiential Learning) trainer who has completed studies in psychology (B.A. degree) and German language and literature studies (M.A. degree). She has been consulting



and training international companies in India and Germany since 2002. Thanks to the professional experience, she has gained working for German and Indian companies, she has a profound knowledge of the work and life cultures of both countries.

She contributes to successful cooperation between India and Germany in her capacity as a trainer and consultant for intercultural competence and communication, team building and leadership programmes. Janaki Narkar-Waldraff works with ti communication as a freelance trainer.

As a trainer she conducts country-specific seminars for foreign postings and colleague support in Germany and India, as well as project and conflict management, discussion and negotiation techniques and communication trainings. Janaki Narkar-Waldraff trains in English as well as in German.

## ➔ About us

ti communication has been carrying out intercultural training programs of the highest standard that are tailored exactly to meet the needs of its international clientele since the year 2000. The outstanding features of our workshops lie in the competence of our trainers and our pragmatic approach, an approach that is adapted to the requirements and wishes of our global clientele. Our training sessions are aligned to the individual needs of the participants and incorporate their actual professional reality and experience.

We manage your specific project from our central office in Regensburg as well as our office in Vienna together with the support of numerous specialists located in many countries worldwide. We co-ordinate the individual training measures and recruit and brief the specialists that are best suited for your measures and who will also carry out your project on your own premises or at any venue of your choice.



We carry out in-house training measures in your own company. We would be glad to send you an offer for one-on-one coaching, seminars, workshops or project support programs.

## ➔ Contact

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Gemeinsam für Kinder

ti communication donates to the UNICEF-Program "Schools for Africa" for every training measure it carries out. The donation is received by an orphan as an half-year grant (incl. books, school materials and school uniform), thus allowing him/her to attend a school.