

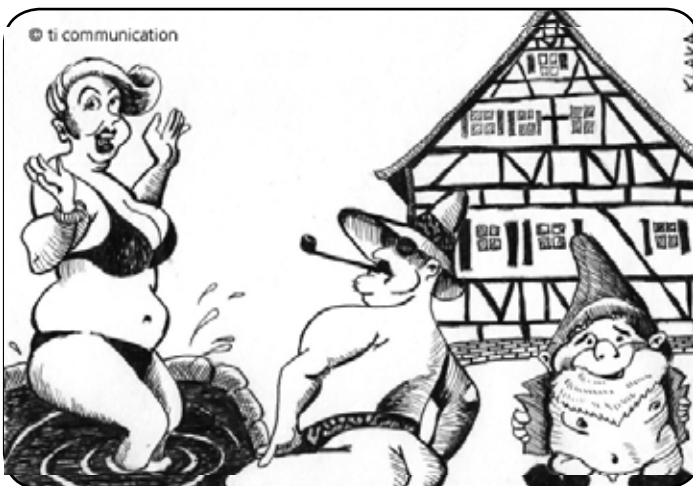
26<sup>th</sup> - 27<sup>th</sup> April 2012  
and  
29<sup>th</sup> - 30<sup>th</sup> November 2012

## ➔ Intercultural Training for Specialists and Executives

### Doing Business in Germany

Many emerging and leading companies, both German and foreign ones, can proudly describe themselves as successful global players with locations worldwide. Foreign companies locate in Germany, while German companies found subsidiaries or acquire new companies all over the world. Specialists and executives are posted to the German parent company from foreign subsidiaries in order to familiarise themselves with processes, strategies and, not least, to become acquainted with colleagues and superiors.

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## ➔ Case study

An employee from Korea wants to speak to his new German colleague. He enters his office but the German is on the phone. The Korean walks towards him expecting, at the least, a brief greeting. However, the German pays him no attention and greets him only after having finished the telephone call. The Korean colleague feels he has been treated in an unfriendly manner and is upset.

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## ➔ Contents

Our intercultural training course Doing Business in Germany 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 German 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:  
**26<sup>th</sup> - 27<sup>th</sup> April 2011**  
**29<sup>th</sup> - 30<sup>th</sup> November 2011**  
9 a.m. - 5 p.m. respectively
- Venue:  
**Regensburg**
- 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:  
**5<sup>th</sup> April 2012**  
**8<sup>th</sup> November 2012**

## ➔ Objective

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

## ➔ Trainer

### Anna Corbett

Anna Corbett was born in Athens and grew up in Greece and Germany. She is a qualified intercultural trainer, consultant and coach as well as being an economic translator, interpreter and coach for business English and general English. She has gained professional experience in England, Ireland, Greece and Germany.



Ms Corbett has been working for 20 years as a freelance trainer, consultant and coach on an international basis for companies that are active all over the world. She manages projects both within the fields of intercultural competence and language for leading international companies. Ms Corbett has developed detailed customer-specific training concepts and projects; she co-ordinates training teams and manages these for the respective fields of activities.

She conducts country-specific training courses for foreign postings and negotiations as well as international project management, team building and team development seminars for virtual and realtime teams.

In her capacity as a trainer for executives Ms Corbett also supports management with consultation concepts as well as with active training sessions and coaching assignments in the field of internationalisation.

## ➔ 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

ti communication Susanna Brökelmann,  
Gerhard Hain & Carolin Öllinger GbR  
Königsstr. 4, D - 93047 Regensburg  
Tel.: +49 (0)941 599 38 77-0  
Fax: +49 (0)941 599 38 77-55  
E-Mail: [regensburg@ticommunication.eu](mailto:regensburg@ticommunication.eu)  
[www.ticommunication.eu](http://www.ticommunication.eu)

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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.