

INTERCULTURAL INTERACTIONS

A framework for better negotiation and communication in the international organizations

In our increasingly flatter and interconnected societies, global organizations must continually create and sustain economic efficiencies and find new business partners while recruiting and retaining the best employees. When different cultures, practices and customs intersect, misunderstanding and conflict are likely to occur. In this context, effective communication and negotiation skills have become the most sought-after competencies of managers and employees at all levels.

The course introduces the “6 dimensions model of national culture”, regarded as one of the most advanced frameworks to understand cultural differences and navigate the world of negotiation and communication at the global level with greater awareness and effectiveness. In addition to learning more about different cultural dimensions, participants will discover their own cultural profile and in simulated cases of increasing complexity, practice interactions with cultures very different from their own.

At the end of the programme, participants will have:

- Learned about the 6 fundamental dimensions of national culture.
- Discovered their own cultural profile.
- Practiced difficult cross-cultural interactions and received expert feedback on how they handled them.

For more information and scheduling, please contact:

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