



# **Training Course on Mastering Cultural Competencies and Cross- Cultural Communication**

18 - 22 Nov 2024  
Madrid



**AGILE LEADERS**  
Training Center



# Training Course on Mastering Cultural Competencies and Cross-Cultural Communication

**Ref.:** 36301\_260339 **Date:** 18 - 22 Nov 2024 **Location:** Madrid **Fees:** 4800 **Euro**

## Course Overview:

The course is designed to equip business professionals with the skills and knowledge necessary to excel in a globalized market. This complete course delves into the nuances of intercultural communication, emphasizing the importance of cultural competence in business. Participants will explore cross-cultural communication strategies, understand the factors influencing cross-cultural business interactions, and learn effective techniques for managing language differences in business settings. By examining social structures, historical contexts, and environmental influences on communication, this course aims to enhance participants' abilities to navigate international business communication challenges.

## Target Audience:

- Business Executives
- International Business Managers
- HR Professionals
- Marketing and Sales Managers
- Project Managers
- Customer Service Representatives
- Professionals involved in global trade and international relations

## Targeted Organizational Departments:

- Human Resources
- International Sales and Marketing
- Customer Service
- Corporate Communications
- Project Management
- Training and Development
- Global Operations

## Targeted Industries:

- International Trade and Export
- Multinational Corporations
- Hospitality and Tourism
- Education and Training



- Healthcare
- Technology
- Financial Services
- Non-Profit Organizations

## Course Offerings:

By the end of this course, participants will be able to:

- Master intercultural communication techniques for effective international business communication.
- Identify and navigate cross-cultural business factors influencing global interactions.
- Manage language differences and social structure impacts in business communication.
- Utilize non-verbal communication strategies in cross-cultural settings.
- Implement best practices for leading diversity, equity, and inclusion initiatives.
- Enhance conflict resolution skills in cross-cultural contexts.
- Develop complete cultural competence for business excellence.
- Apply Hofstede's and Trompenaars' cultural dimensions theories to real-world scenarios.
- Improve business relationships through understanding and respect for different cultures.

## Training Methodology:

This course employs a variety of interactive and engaging training methodologies to ensure a complete learning experience. Participants will engage in case studies, group work, role-playing exercises, and interactive sessions to simulate real-world cross-cultural communication scenarios. Feedback sessions will provide personalized insights, and practical workshops will focus on enhancing specific skills.

## Course Toolbox:

- Workbooks and training manuals
- Access to online resources and e-learning modules
- Case study materials
- Checklists and templates for cultural assessments
- Templates for effective cross-cultural communication

## Course Agenda:

### Day 1: Foundations of Intercultural Communication

- **Topic 1:** The Importance of Intercultural Communication in International Business Activities
- **Topic 2:** Factors Influencing Cross-Cultural Business in International Business
- **Topic 3:** Language Differences in Business Communication
- **Topic 4:** Differences in Social Structure and History



- **Topic 5:** Influence of Environment and Technology on Communication
- **Topic 6:** Non-Verbal Communication in Business
- **Reflection & Review:** Reflecting on the foundational concepts of intercultural communication and their significance in international business.

## Day 2: Effective Cross-Cultural Communication Strategies

- **Topic 1:** Suggestions in Cross-Cultural Business Communication
- **Topic 2:** Familiarizing Workforce with Language Communication Patterns of Different Countries
- **Topic 3:** Respect and Tolerance in Cross-Cultural Business
- **Topic 4:** Enhancing Conflict Resolution Ability in Cross-Cultural Settings
- **Topic 5:** Improving Cultural Competence
- **Topic 6:** Cultivating complete Quality of Intercultural Communication for Business Personnel
- **Reflection & Review:** Reviewing effective strategies for cross-cultural communication and practical applications in business.

## Day 3: Theoretical Frameworks and Practical Applications

- **Topic 1:** Hofstede's Cultural Dimensions Theory
- **Topic 2:** Trompenaars Cultural Dimensions
- **Topic 3:** Leading Diversity, Equity, and Inclusion Initiatives
- **Topic 4:** Understanding Cultural Characteristics and Value Dimensions
- **Topic 5:** Culture and Business Communication
- **Topic 6:** Language, Culture, and Communication
- **Reflection & Review:** Reflecting on theoretical frameworks and their practical implications in cross-cultural settings.

## Day 4: Advanced Communication Techniques and Relationship Building

- **Topic 1:** Introduction in Cross-Cultural Conversations
- **Topic 2:** Nonverbal Communication Techniques
- **Topic 3:** Building Interpersonal Relationships in Different Cultures
- **Topic 4:** Managing Cross-Cultural Conflict
- **Topic 5:** Dealing with Culture Shock
- **Topic 6:** Enhancing Cross-Cultural Communication Skills
- **Reflection & Review:** Reviewing advanced communication techniques and strategies for building effective cross-cultural relationships.

## Day 5: Practical Scenarios and Business Etiquette

- **Topic 1:** Practical Applications of Cross-Cultural Communication Skills
- **Topic 2:** Case Studies in International Business Communication
- **Topic 3:** Dining Etiquette and Table Manners in Different Cultures



- **Topic 4:** Effective Communication in International Business
- **Topic 5:** Training for Intercultural Business Personnel
- **Topic 6:** Developing Long-Term Cultural Competence in Business
- **Reflection & Review:** Reflecting on practical scenarios and business etiquette, preparing for real-world cross-cultural interactions.

## **How This Course is Different from Other Cultural Competency Courses:**

The course stands out by providing a complete, hands-on approach to mastering the complexities of intercultural communication in a business context. Unlike other courses, this program integrates Hofstede's and Trompenaars' cultural dimensions theories with practical applications, ensuring participants can apply theoretical insights to real-world scenarios. The course also emphasizes the development of complete intercultural communication skills, enhancing participants' ability to navigate cross-cultural business factors, manage language differences, and lead diversity, equity, and inclusion initiatives.

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



**AGILE LEADERS**  
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## Gamified and Interactive Training

We understand that training delivery can be challenging, both online and offline. To ensure engagement and achieve learning objectives, we have developed our own activities and collaborated with industry-leading solutions to gamify our training sessions. This approach increases interaction levels and guarantees effective learning outcomes.



## Our Training Categories

We cover a wide range of training categories to cater to different needs and interests

- Branding, Marketing, Customer Relations, & Sales Programs
- Political & Public Relations Programs
- Finance and Accounting Programs
- Project Management Programs
- Human Resources Management Programs
- Quality & Process Management
- Management & Leadership Programs
- Self-Development Programs

Join Agile Leaders today and embark on a transformative journey towards becoming a more agile and effective leader. Experience our customer-centric approach, actionable training, and guaranteed return on investment. Let us help you unleash your full potential in the dynamic business landscape.



## Where to Find Us

You can join our training programs at our centers located in



We also offer online training sessions through the Zoom platform.

- Malaysia** Kuala Lumpur
- Morocco** Casablanca
- Spain** Barcelona
- France** Paris
- UK** London
- Italy** Rome
- Egypt** Cairo, Sharm El-Sheikh
- Turkey** Istanbul
- Georgia** Tbilisi
- Azerbaijan** Baku
- UAE** Dubai



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