

Seminar

“International Success: Intercultural Competence for Scientists”

More than ever before, **globalization** and internationalization are increasing intercultural **contact**, especially in fields of science and research. Consequently, command of a **foreign language** alone is **not enough** to guarantee understanding and **success** in intercultural encounters.

In order for **people** from different **cultural backgrounds** to work and research well together, it is necessary to establish a means of **communication** that takes into consideration relevant cultural **differences**; particularly those concerning mentalities, values and beliefs, attitudes and social norms, customs and conventions, communication and behavior, as well as speech and presentation techniques.

Below you will find the word “**intercultural**” composed of important cultural differences relevant in interactions between people of different cultures.

Individual – Group oriented

Nearness – Distance

Task oriented – Relationship oriented

Emotional – Neutral

Rules – Exceptions

Courteous – Honest

Uncertain – Certain

Long-term oriented – Short-term oriented

Treaty – Respect

Urgent – Laidback

Responsibility – Desire

Achievement – Status

Long way – Shortcut



Once you become familiar with these concepts and have learned how to manage the impact and effect of cultural differences, you will have more success communicating with people from different cultural backgrounds. Meanwhile, Intercultural awareness will help you to understand more about your own culture influences and continue to develop your personal character.



Content of Seminar „Intercultural Competence for Scientists“ (options):

- Perception and interpretation
- Personal and foreign perception
- Culture as mental programming
- Common assumptions
- Culture shock
- Intercultural competence
- Cultural dimensions
- Styles of communicating in an intercultural context
- Reading between the lines and understanding ambiguity
- Formal and informal exchanging of Information
- Problem solving and prevention
- Changing perspectives
- Intercultural teamwork
- Time management regarding international projects
- Speech and presentation techniques abroad
- Promoting yourself and networking in international meetings and conferences
- Non-verbal communication
- Self-reflection
- ...



Content will be customized and adjusted according to needs of participants

Your benefits:

People who not only have an understanding of cultural differences, but also know how to practically apply that knowledge are better received by foreign researchers, scientists, customers, and business partners. A command of this skill provides you with the tools you need to clearly and effectively negotiate, give presentations, and deliver speeches; an ability which allows you to steadily achieve success on an international level. Intercultural competence is a valuable competitive advantage as it improves your reputation in an international business environment, and facilitates both strong friendships and long-term business partnerships.

You will learn:

In this seminar you will become familiar with cultural differences in behavior and methods of communication. You will learn how to prepare for culture shock and identify key influences in your own culture as well as significant influences and customs of other cultures. This combination will prepare you to respectfully and knowledgeably work with scientists, business partners, and customers in your professional future. You will have the opportunity to simultaneously put theory into practice by participating in practical exercises so that once you have completed this seminar you will be prepared to use your intercultural competence to achieve your international success.



Methods:

- Exercises
- Simulations
- Group Work
- Critical Incidents
- Analyzing Case Studies
- Role Play
- Group Discussions
- Oral Presentations
- Sharing Experiences

Target Group:

Intercultural Competence is an especially advantageous skill for scientists, as they often collaborate for work on international projects and research with academics from other backgrounds. This training is particularly valuable for those who will do research and scientific work abroad as well as work with international teams in their homeland.

Organizational Details:

Seminar Location:	University of Cologne
Date:	Mar 31 & Apr 1, 2016
Maximum number of participants:	16
Language:	English
Length of Seminar:	2 Days
Fee:	As agreed
Preparation and Material:	Included
Travel Expenses:	Included
Accommodation:	Included



Your Trainer:

Anna Lassonczyk is a certified intercultural trainer, with a master's degree in Facilitation and a University diploma in Cultural Studies. She was born in Poland and she completed her studies of Language, Cultural Areas and Economics in Passau, Germany. Since 2005 she has been working as an advisor for global companies to successfully communicate with international clients, employees and business partners. She coaches managers elected to be international representatives for their companies and is a guest lecturer at several universities and institutes such as the International Chamber of Commerce and consulate general.

For information on related seminars please visit www.Intercultural-Success.de

