



Specialized Intercultural Management Applications

Attuning cultural competence to align international strategies

Specialized Intercultural Management Applications is an advanced public seminar. Vital learning moments define an itim intercultural seminar. Here, everything from cognitive learning to real-life case studies, from lively discussions to international exchange, culminates in one larger lesson – what it means to work across borders in an ever-changing world.

In this type of public seminar we go further than in our Essentials and Fundamentals seminar. We equip you with useful tools and insight how to design your international strategies to find the balance between thinking globally and acting locally. Your own situation and experience is given a central place, to be able to support you in increasing your global effectiveness.

Country-Specific Intercultural Management Course

Working abroad, and doing business successfully in an international setting, requires special skills in management, communication and negotiation. Our country-specific courses help you develop these essential skills.

This course is intended for

- ✓ people who have **completed an Essentials or Fundamentals** course in intercultural management
- ✓ people who have a need for more in-depth knowledge on **India**
- ✓ managers with strategic responsibilities for international operations

Objectives

The programme is designed to:

- ✓ gain insight and build specialized knowledge on **India**
- ✓ increase your effectiveness when working in or with a foreign culture
- ✓ be able to build cohesive multicultural groups working on complex tasks
- ✓ be able to develop different sensible intercultural strategies
- ✓ increase your in-depth knowledge on the applicability of the 5-D Model

Investment

1 day programme
Country Specific Course – India

€ 795 per participant

This fee includes:

- ✓ course binder
- ✓ 5-D pocket guide
- ✓ programme facilitation

Not included and will be charged separately when applicable:

- ✓ VAT
- ✓ Cost for lunches, coffee breaks, beverages and hotel

Cancellation policy

The following cancellation conditions apply:

Cancellation prior to the start of the program

- Up to 3 weeks
- 2 to 3 weeks
- 1 to 2 weeks
- During the last week

% of program fee

No charge
30%
60%
100%

If registration for participation is less than 5 people the seminar may be cancelled or postponed. Such a possible cancellation will be announced at least 3 weeks before start of course with payments already made, fully refunded.

Intercultural Management Country Specific Course



Morning programme 08.30 – 12.30

Welcome and introductions
participants needs and your international issues

To benefit
from a tool

Simulation
*simulation of real cross-cultural encounters where participants first
struggle before understanding and reconciling the differences*



Coffee Break

Recap of the 5-D Model
Concrete Application of the model to the topic India

To increase
competence



Lunch

Afternoon programme 13.30 – 17.00

Managing day to day business:
Case study with a focus on India



Coffee Break

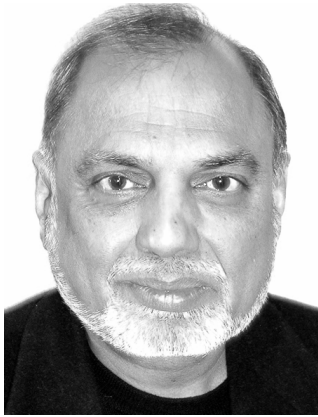
To find
solutions

Managing day to day business:
workshops

Reflections and Actions- Summary and evaluation



Your Consultant: Vijay Jain



Vijay Jain was born in 1944 in India. He received his commerce and business education in Germany and Austria (Diplom Kaufmann), and a M.B.A. from Ivey School of Business, Canada. He has done postgraduate studies in Copenhagen and Vienna. Since 1972 he is based in Denmark. He has been associated with itim since 1994.

Vijay has had his own international trading company with subsidiaries in Germany and Norway and a production outfit in India. Today, he assists Danish and German companies in their outsourcing efforts in India. He has been active in consulting and teaching in international business and currently teaches at the Herning Institute of Business Administration and Technology, Denmark.

Since 1980 Vijay has been working as a consultant for Danida's (Danish Development Agency) management programs for African, Asian and South American project managers. He has worked or conducted training programs in Austria, Canada, China, Denmark, France, Germany, Iceland, India, Netherlands, Kazakhstan, Poland, Russia, Spain, Taiwan, Thailand, U.S.A. Currently, Vijay conducts intercultural management training programs for Danida, Rambøll, Cowi, Dansk Industri, Grundfos, FLSmidth, DIEU, B&O and other large Danish enterprises. He has also been involved in intercultural training for Philips, Foseco and Nutreco.

Vijay is fluent in English, Danish and Hindi, has a good working knowledge of German, and knows rudimentary French (though improving day by day!).

He gives top priority to his Danish wife (married 39 years) – successful intercultural management in practice! - and their 2 daughters.

For more information do not hesitate to contact me

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