

Working with the Russians

A two-day culture-specific seminar

Target audience: all business people who need to be effective in their dealings with the Russians

Objectives

By the end of the seminar, you will be better able to:

- understand what motivates the typical Russian businessperson
- create a positive impression and avoid unintentional offence
- deploy a range of techniques for effective cross-cultural communication

Content

Know yourself: how has your culture shaped your own values and behaviour?

Facts → Attitudes → Behaviour: a model for developing understanding of Russian people and their business practices

The Wild East: the changes since 1989, the generational split

Communism to Capitalism: what does it mean to be a Russian in the 21st century?

Inside the new-style Russian company: structures and management styles

As others see us: what image do Russian people have of your culture and how can you overcome any negative or stereotypical views?

Russian or Offshore English?: how should you communicate with your Russian business partners in order to avoid misunderstandings?

Meeting, presenting, negotiating: practise doing business with the Russians

Method

The seminar is highly interactive. Through discussion, active briefing and enactment of authentic business scenarios (drawn ideally from your own business world), you will not only learn but also practise new skills. We recommend a group-size of 6-8 to guarantee maximum effectiveness on the seminar.

Formats and Fees

The format for this seminar is flexible: fees are dependent on the individual client's specification of group-size, length of seminar and venue. Contact Canning for more details on **+44 20 7381 7410** (tel), **+44 20 7381 7411** (fax) or **enquiry@canning.co.uk** (e-mail).

