

1-DAY WORKSHOP BUSINESS CULTURE OF FINLAND

*EFFECTIVE (REMOTE) COOPERATION
WITH THE FINNS*

The Finnish business culture is unique and fascinating, and not very well-known to most other Western cultures. The Finns would often be described as business-like, task-oriented, cold and distant. But this stereotype misses the sharp communication skills, creative and out-of-the-box thinking and the determined spirit the Finns are also known for. I designed this one-day workshop to create awareness of the main cultural differences between Finland and other cultures. Focus is on practical tips that can be applied directly in a business context.

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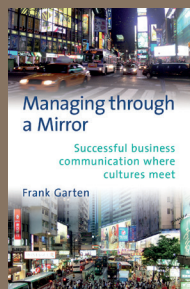
WAY-OF-WORKING

The workshop is highly interactive. Participants prepare own experiences and cases upfront that will be discussed in the workshop. They will pre-read a few chapters from the book that comes with the course. Several short exercises will be conducted. The facilitator will stimulate self-reflection, and will make the workshop highly practical. Participants will often look in the mirror, and realize how their Finnish counterparts perceive them. This one-day workshop (max. 15 participants) is provided in-company for € 2.695*

This fee includes:

- 6,5-hr workshop
- End-of-day assessment of acquired knowledge
- Book: Managing Through a Mirror
- Hand-out summarizing the main learnings
- Unlimited access to one-to-one Skype consultation for each participant after the course

* Tariff is excl. VAT and excl. eventual conference location costs



TARGET GROUP

This workshop is for business professionals who frequently interact with colleagues, suppliers and clients in Finland. Although designed from a Western perspective, the workshop applies to the interaction of any regional/national culture with Finland.

CONTENT

9 dimensions of culture will be presented with a focus on Finland, zooming in on 4 dimensions extensively and explaining the Finnish business culture with lively examples and relevant theory. We deal with the concept of 'sisu', relationship-building, management and negotiation styles, communication and time-management. Part of the program will deal with virtual and remote teams.



Frank Garten (PhD) is author of 3 books on cross-cultural cooperation, and provides lectures, public speaking and workshops across the globe. His workshops are full of practical tips that can be applied tomorrow when back at work. Frank has many years of experience as project manager, commercial manager and general manager in international companies, and knows the Finnish business culture very well. He worked with colleagues, clients and suppliers in most countries of the world (especially Europe, Asia and the Americas). With a PhD in Physics he can quickly connect to the work context of technical specialists, as well as senior management. With an open and enthusiastic style, he confronts people and helps them to increase their impact.