

## WORKSHOP **Working Successfully in Vietnam**

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### **What is the workshop about?**

This workshop aims to provide practical information on various aspects of living and working in Vietnam, insights into the major cultural values and norms that shape Vietnamese cultures, as well as help participants to develop the competencies and skills required for working successfully in their new roles in Vietnam.

**The goal of the workshop is to help executives build the knowledge, skills and confidence to interact successfully with their Vietnamese business partners and colleagues.**

### **What are the benefits?**

- Get answers to your most pressing questions about Vietnam;
- Gain appreciation of the different facets of doing business in Vietnam;
- Increase business confidence in dealings with Vietnamese business partners or colleagues;
- Build sustainable business relationships with direct positive impact on the bottom line.

### **How is the workshop run?**

This workshop is customized to the client's needs identified through a pre-work questionnaire and interviews. The format can vary from a basic ½ day introduction to the cultural dimension of living and working in Vietnam, to a 2-day workshop that permits a more profound exploration of the Vietnamese culture with a range of tips for various business situations: Negotiation, How to Manage Vietnamese Staff, or Remote Communication.

The interactive approach – a mix of presentation, cultural awareness building exercises, group discussion and case studies focuses on ensuring that clients apply the newly acquired knowledge in real business situations.

### **Who can benefit from the workshop?**

- Expatriate professionals in transition to Vietnam;
- Organizations and individuals doing, or preparing to do, business with Vietnam;
- Local managers with responsibilities for business dealings with Vietnam; and
- Managers leading international teams which include Vietnamese staff.

### **iglobal consultant**

**Irene Öhler**, founder of **iglobal**, has been living in Vietnam since 2012; four years in Hanoi and since early 2017 in Ho Chi Minh City. This provides her with practical insights into Vietnam in general, as well as the differences in perceptions in the North and the South.

She's been preparing executives for overseas assignments and delivering cultural competencies workshops since 2006.

Irene's the Co-author of the Vietnam bestseller: 'Ba Trieu's 21<sup>st</sup> Century Daughters. Stories of Remarkable Vietnamese Women' that explores women leadership in modern Vietnam.